

Government Intelligence Workshops

Know What the Experts Know

The Challenge

To be successful in selling to government, sales reps need to know about upcoming opportunities as early as possible. However, mining for upcoming opportunities is time consuming and not always successful.

And, because there are so many public sector jurisdictions (all with different procedures, contracting preferences and political structures) sales reps often need a little guidance and advice in order to be successful.



The Solution

The SPI Team is a unique combination of former government decision-makers, seasoned researchers and procurement specialists.

This group has scheduled **Knowledge Transfer Workshops** designed to provide everything a sales rep needs for success in selling to public sector jurisdiction in Texas.

Participants at the workshops will be provided upcoming opportunities (that have not yet been announced), advice and guidance from former government decision-makers and capture strategy suggestions from subject-matter experts.

Sales reps will walk away with a roadmap to upcoming opportunities and a capture-strategy model ready to implement.

Contact Reagan Weil for complete details

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Workshops

Successfully Selling To Texas State Agencies

A Knowledge Transfer Workshop Led By Former Government Executives

September 16th / 1:00 – 5:00 p.m. CST
SPI Training Facility / Austin, TX

Successfully Selling to Texas Local Government

A Knowledge Transfer Workshop Led By Former Government Executives

November 18th / 1:00 – 5:00 p.m. CST
SPI Training Facility / Austin, TX

Webinars

Texas Bond Election Preview

Get Your List of Upcoming Opportunities that will result from the Texas Bond Elections

October 14th / 12:00 – 1:00 p.m. CST

Successfully Selling To Florida State Agencies

A Knowledge Transfer Workshop Led By Former Government Executives

December 9th / 12:00 – 1:00 p.m. CST