



# Strategic Partnerships, Inc.

## SPI Public Sector P3 Services

Strategic Partnerships, Inc. (SPI), long recognized as a pioneer in the business of partnering public and private entities for commercial purposes, is now leading the way in the rapidly expanding arena of public-private partnerships (P3s).

*SPI offers public officials a consulting package specifically designed to make “go or no-go” decisions about P3 engagements or alternative funding options of any type.*



Service offerings include, but are not necessarily limited to, the following:

- Initial discussion, evaluation and advice related to the benefits, risks and expectations of a P3 engagement, as well as recommendations from experienced SPI consultants;
- Financial discussions related to building a business justification for the proposed P3 engagement (detailed comparison of all other options) and vetting and evaluating of other options;
- Discussions related to risks, obstacles, stakeholder support, political ramifications, media and the building of a Civic Outreach Plan;
- Development of documents that outline benefits, success descriptors, stakeholder expectations, and external expertise and internal resources;
- Discussion and strategy with potential project champion;
- Development of the Civic Outreach Plan regardless of whether procurement is a P3 engagement or another option;
- Message development for political or internal champion;
- Message development for stakeholders, media, constituents, and taxpayers;
- Facilitation and management of conversations with various industry leaders for input before solicitation documents are developed;
- Facilitation and management of meeting with external experts for input before solicitation documents are developed and/or decisions are made;
- Assistance in selecting the external experts that may be required; and
- Assistance in outreach to a mass audience of potential private-sector partners to increase competition.

To discuss a consulting engagement with the SPI Team, simply send an email to [sales@spartnerships.com](mailto:sales@spartnerships.com). A consultant will be in touch to answer questions or to design a consulting package for consideration.