



Strategic Partnerships, Inc.

Support That Drives Revenue

SPI Customized Research Services

The firm's seasoned researchers are known for their skills in finding and vetting upcoming opportunities for clients long before public announcements are made. This allows sales teams time to get positioned before solicitation documents are released. SPI researchers initiate meaningful conversations with public sector decision-makers and work alongside procurement consultants and subject matter experts to deliver actionable results.

SPI offers timely, hard-to-come-by information that provides clients a competitive advantage.



SPI's Research Products Offerings include, but are not limited to, the following:

Customized Research

SPI researchers will provide data and analysis for any type of objective. Our team has been gathering hard-to-come-by information long enough to accommodate even the most difficult research requests. SPI customizes information to fit your specific needs and objectives.

Territory Planning

Our researchers can provide a detailed analysis of any jurisdiction in any region. This incredibly valuable road map directs sales teams to opportunities and saves time and effort if no budget or planned purchases exist. SPI research covers upcoming and/or planned spending, organizational structure, favored primes, subcontractors, and more.

Market Assessment

The most critical information in one package: market size, upcoming opportunities, revenue potential, history, major competition, political environment, decision-maker contact information, budget data and more.

Competitor Analysis

Researchers provide clients a detailed look at what specific competitors are doing. Consultants analyze recent competitor proposals and existing contracts, identify favored subcontractors, and check on political involvement.

Opportunity Identification

Early identification of opportunities is critical to capturing new business. SPI produces opportunity pipelines for any geographic region and provides 'insider information' for each opportunity.

*Interested in learning more about SPI's Research/Information? Email us at sales@spartnerships.com.
View Customized Research Video at <http://www.spartnerships.com/services/research-information/>*