

Capabilities Statement

Strategic Partnerships Inc. (SPI) is a unique business development firm that specializes in procurement consulting, customized research, government relations and public-private partnerships. No other business development organization offers the range of services that SPI provides. Our team of former elected officials, lobbyists and procurement experts have decades of experience at all jurisdictional levels of government to help clients identify and capture contracts worth billions of dollars. The team has covered political affairs for clients since 1995.

SPI teams operate as an extension of a clients' business development efforts and follow a proven methodology for *identifying and winning* public-sector business. SPI can help large and small companies in all 50 states.

Customized Research

SPI's Research Team is known for identifying upcoming opportunities, tailored to a company's service offering, long before they are announced to the public. Clients receive in-depth intelligence including: project history; value; information on decision-makers; potential competitors; budgets; timelines; market analysis; competitor intelligence; contracts that are expiring; FOIA requests; assistance with listings in cooperative purchasing programs; hard-to-come-by data; and other relevant information needed to be successful.

Procurement Consulting

SPI's consultants use their vast professional and personal networks to help guide clients through every step of the procurement process and get them positioned early. This includes, but is not limited to: business development support; strategies that result in increased revenues; public-sector sales trainings; meeting facilitation; advocacy; networking assistance; teaming recommendations; support and guidance with cooperative purchasing programs; proposal oversight; oral presentation critiques; and BAFO negotiations.

Government Affairs

SPI's government affairs consultants provide political counsel and guidance; issue development; legislative monitoring; assistance with legislation, rulemaking, regulatory issues and political activity; connections to support groups; advocacy; agency representation; public relations consulting and introductions; development of communications strategy and oversight of plan implementation; and presentation trainings for legislative hearings, public testimony, crisis management and agency oversight.

Public-Private Partnerships (P3s)

SPI consultants offer early opportunity identification; introductions at the C-level with decision-makers and stakeholders; development of solution offerings, messaging, and capture strategy plans; recommendations and vetting of teaming partners and subcontractors; competitive analyses of other contenders; guidance and strategy for proposal development; oral presentation preparation; and BAFO guidance.