

# Procurement Consulting

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Since 1995, *Strategic Partnerships, Inc.* (SPI) has been a trusted partner to firms pursuing government contracts nationwide. The team follows a proven methodology for *identifying and winning* public sector business. Consultants and researchers have decades of experience at every level of government. SPI's strategists include former elected officials, agency directors, university executives, mayors, commissioners, public transit officials, CIOs, CFOs, healthcare professionals, education executives, budget and policy analysts, public relations gurus, seasoned communications operatives and procurement experts.

SPI's unparalleled combination of experience, knowledge, relationships, and research provides clients with the *competitive advantage* necessary to win business in public sector markets.

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*If the goal is to increase public sector revenue,  
SPI is the perfect partner*

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Procurement consulting services include, but are not limited to, the following:

- **Strategy Development** – SPI teams develop sales strategies that meet every objective – increased visibility, targeted communication, relationship building, introductions, capturing contracting vehicles to speed up sales cycles and more.
- **Business Development** – SPI teams become an extension of a client's sales and marketing efforts. Researchers identify upcoming opportunities and provide comprehensive intelligence for clients. Consultants and subject matter experts provide advice, guidance, meeting facilitation, advocacy and more. Consultants use their professional and personal networks to help position clients build and maintain long-term relationships with public officials and existing customers.
- **Winning Proposals** – SPI strategists assist clients through every step of the procurement process including recommending teaming partners, developing winning proposals, prepping for oral presentations, BAFO recommendations, and final proposal review.
- **Advocacy** – Consultants with decades of experience and credibility actively represent clients with public officials at every level of government.
- **Networking** – SPI consultants make introductions, attend events with clients, host special events and continually facilitate networking opportunities for clients.

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*SPI's procurement consultants have helped clients identify and capture contracts worth billions of dollars.*

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