

# Strategic Partnerships, Inc. and MultiState Associates Inc. have teamed to offer new federal stimulus package service



[Strategic Partnerships, Inc.](#) (SPI) and [MultiState Associates Inc.](#), the leading companies in the state and local government procurement and government relations world, have teamed to offer a timely client-customized service that helps companies find and capture state and local government contracts arising from the recently enacted federal stimulus package.

State and local governments throughout the country will soon see an infusion of almost a trillion dollars from The American Recovery and Reinvestment Act of 2009. This will make government marketplaces even more lucrative for private sector firms. There will be billions for technology, healthcare services, construction, public safety and energy solutions...and funding will begin flowing within the next 30 - 60 days.

- The stimulus plan will send federal funding to state and local governments in the next 60 days. Governmental entities will then contract with private sector firms to work on initiatives that create jobs. Federal lawmakers are counting on the country's business sector to be the economic engine that reverses the dwindling job market.
- Following the trail of the money and identifying specific opportunities that match up with a company's products and services is no easy task. These customized services are designed to look at a company's capabilities, point them to immediate opportunities, assist with positioning and scheduling meetings with decision makers and provide the strategy and advocacy needed to capture the business.
- While there is an abundance of opportunities...the competition will be fierce. Companies that are out front in knowing where the money will be spent and are well positioned will be the big winners.

Strategic Partnerships, Inc. (SPI), based in Austin, Texas, has the well-deserved reputation as the premier full-service state and local government procurement consulting firm. Its researchers are known for being able to unearth upcoming business opportunities and assess the market and competition. The professionals at SPI have helped clients find and capture contracts worth billions of dollars. The team provides customized research for all 50 states.

Utilizing its unique nationwide network of over 2,000 top professional lobbyists in every state capital and major city and county, MultiState Associates Inc. is recognized as the go-to place for quality on-the-ground assistance and advocacy in state and local government markets. Its professional staff, operating out of offices in Washington, D.C., New York and Sacramento, help clients develop sound strategies and select the most appropriate advocate to assist in implementation of winning sales efforts.

The unique value proposition of this new joint service is that it is totally client specific, i.e., the Strategic Partnerships – MultiState Associates team will work with individual clients to accomplish specific business objectives in any state. Once an opportunity is identified, all of the necessary data - budget, timing, procurement process, likely competition and relevant political considerations - will be compiled. When opportunities are prioritized, consultants with the right credentials, relationships and experience will be identified to assist the client's sales team. The bottom line: to provide a competitive advantage that results in an abundance of new business to the client.

## Services Offered

**Identification of Upcoming Opportunities that match Client Capabilities**

**Critical Information Gathering**

**Positioning/Networking with Decision Makers**

**Scheduling Meetings with Government Officials**

**Strategy Development/Opportunity Capture Planning**

**Advocacy, Guidance, Counsel throughout the Process**

***"Our services will point companies to immediate opportunities..."***

***"The most important feature of this new joint service is that it is totally client specific..."***

**For more information contact:**

**Strategic Partnerships, Inc.**  
Mary Scott Nabers, President  
Ph: 512.531.3900  
[mnabers@spartnerships.com](mailto:mnabers@spartnerships.com)

**MultiState Associates Inc.**  
Steven Markowitz, Chairman  
Ph: 516.466.0266  
[smark@multistate.com](mailto:smark@multistate.com)