



The government marketplace has shifted



The Challenge

The public sector marketplace has become more lucrative than ever. As a result, competition has never been keener.

Tracking available funding is difficult and time consuming...a task best left to researchers who analyze budgets and planning documents.

Success is usually a result of early identification of opportunities and good positioning efforts. Woe to sales teams who find themselves behind the curve.

Deals are often closed and contracts signed before competitors ever realize there was an opportunity.

The Solution

The Strategic Partnerships, Inc. (SPI) Team is a unique combination of former government decision makers, seasoned researchers and procurement specialists. Currently, the team is conducting Strategic Edge Workshops throughout the country...and the sessions have been extremely well received by some of the largest government contractors in the world.

Each session is customized for a client's specific goals, targeted jurisdictions and service offerings.

The sessions are true 'knowledge transfer workshops' where sales teams interact with former decision makers and collaboratively develop go-to-market strategies for profitable upcoming opportunities in their territories.

Each session is made even more productive because of the customized research and opportunity identification that is provided prior to the sessions. Sales reps walk away with a roadmap to upcoming opportunities and capture-strategies ready to implement.

Contact Reagan Weil for complete details

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About SPI:

For over 15 years, **Strategic Partnerships, Inc. (SPI)** has been a pioneer in partnering public and private sector entities.

The SPI Team can point to contracts worth billions of dollars that it has helped clients identify and capture.

The **Strategic EDGE Workshops** are unique and have been extremely successful.

All workshop sessions are facilitated by a team of former government decision makers assisted by seasoned researchers. The result is a high-impact knowledge transfer session designed to increase sales in a short period of time.