

**STATE
PARTNERS
LLC**

State Partners, LLC is a professional services and consulting organization focused on assisting its clients in business development endeavors in the State, Local, Higher Education, and Federal Government space. When required we will also provide traditional lobbying services to assist our clients in meeting their objectives.

State Partners' professional staff is dedicated to your success in the Government Marketplace. Our advisors all have significant experience in government procurement and sales.

Our consultants will work with you to assist in formulating sales and marketing plans, sale strategies and tactics, and project related strategies and tactics.

State Partners Affiliates

All State Partners Affiliates have significant experience in government procurement consulting

The Capitol Strategies Group, LLC

Government Partners, LLC

One Eighty Consulting

Gotham City Partners

Adams & Zottarelli



United We Stand

STATE PARTNERS, LLC

**GOVERNMENT
PROCUREMENT
CONSULTING**

A D V O C A C Y

A D V I S E M E N T

**M A R K E T
I N T E L L I G E N C E**

**S T R A T E G I C
P L A N N I N G**



WWW.STATEPARTNERSLLC.COM

WHY MARKET TO STATE GOVERNMENTS?

Government procurement is BIG Business. Most reliable sources estimate that from \$600 to \$800 billion is spent by government each year, with approximately half spent at the state government level. Strangely, less than 5% of all U.S. companies do business with the government.

Although selling to government entities has some drawbacks, there are many positives including:

Reliable Revenue—Government clients never go bankrupt, move away or pose collection issues.

Marketplace Credibility—Companies that win government contracts, in many cases, can increase customer confidence.

Steady Revenue—Many companies find that government customers are steady and remain loyal if the products and services are acceptable.

HOW WE WORK

State Partners, LLC provides consulting services under contract. In most cases, our fees are based upon the level of effort and time required to accomplish specific objectives.

OTHER SERVICES

State Partners will also accept engagements that include sales force training and overall marketing and sales planning assistance. In many cases, our professional staff can save clients significant time and resources by providing advice and market intelligence prior to engaging a potential government customer.

We also will assist clients in gaining a higher level of understanding of the procurement process itself, including contract negotiations and providing additional insight into the interpretation of requirements.

We would be happy to discuss how we might be of service to you and your organization. Just call or email.



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