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# THE BEN BARNES GROUP STRATEGIC PARTNERSHIPS, INC.

# PRESS RELEASE

For immediate release

## Ben Barnes Group, Strategic Partnerships pair expertise

Firms expanding business offerings relating to government procurement, P3s

AUSTIN (10/14/11) - Two highly successful, Austin-based consulting firms are now partnering to bring a new dimension to the services they offer clients. The Ben Barnes Group, founded and led by former Texas Lt. Gov. Ben Barnes, and Strategic Partnerships, Inc. (SPI), founded and led by former Texas statewide office-holder Mary Scott Nabers, are pairing their business and government expertise to expand both firms' service offerings. Through their newly formed joint venture, Gemini Global Group, the two companies will focus on procurement assistance, government affairs and business development. They will also specialize in working with firms interested in public-private partnership (P3) opportunities.

"We could not have found a better firm to partner with than the Ben Barnes Group," said Nabers, president and CEO of SPI. "The depth and breadth of assistance we can offer by pairing the expertise from both firms make our service offerings unique throughout the country."

Barnes was equally as enthusiastic about the joint venture. "In a very short period of time, we've contracted with numerous new clients," he said. "Our success rate has been good, increasing our optimism about future potential."

With offices in Austin and Washington D.C, the Ben Barnes Group has a global practice and for the last 25 years has provided a range of consulting services including strategic planning, advocacy at both the state and federal levels, crisis management, regulatory representation, business development, procurement consulting and policy guidance.

SPI is a 16-year-old government procurement consulting and national research firm. Its team of consultants and subject matter experts includes former public sector executives and decision-makers from all levels of government. The SPI Team has provided procurement consulting, strategy development, government affairs assistance, communication outreach, research, training and advocacy for clients since 1995.

Both firms have long-standing client relationships with numerous Fortune firms.

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#### About the Ben Barnes Group:

The Ben Barnes Group (<u>www.benbarnesgroup.com</u>), a 25-year-old government affairs firm, has a global presence and represents numerous Fortune firms, trade associations and business groups.

### About Strategic Partnerships, Inc.:

SPI (<u>www.spartnerships.com</u>) is a 16-year-old government procurement and national research firm based in Austin, Texas. Its staff of consultants, researchers and budget analysts are all former government executives.