



SHEEHY STRATEGY GROUP

**GOVERNMENT
PROCUREMENT SERVICES**

SECOND TO NONE

SHEEHYSTRATEGYGROUP.COM

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UNPARALLELED EXPERTISE IN ALL ASPECTS OF PROCUREMENT

For the Sheehy Strategy Group (SSG), navigating the complex state and local government procurement process and requirements is second nature.

SSG has unparalleled expertise in all aspects of procurement from finding the right contract vehicle, developing proposals, winning awards, and protesting bad bid outcomes. Our decades of experience working in and with various state agencies like the Department of General Services (DGS), Government Operations Agency, Department of Technology and others gives our clients relationships and business opportunities that simply cannot be found elsewhere.



“Tom is one of the most capable and thorough advocates in Sacramento. He is experienced in a wide range of policy arenas and able to discern the best strategy and tactics for addressing important policy concerns. His experience in the executive and legislative branches, as well as his extensive third house associations give him an edge in succeeding in any venture before him.”

LANCE CHRISTENSEN, CHIEF OF STAFF TO CALIFORNIA STATE SENATOR

OUR RELATIONSHIPS... YOUR OPPORTUNITIES

Our procurement team has strong relationships throughout all branches of government at both the state and local level. These relationships, along with our technical expertise, allow us to provide our clients with multiple procurement opportunities. We provide the strategic support necessary to build and expand our client's public sector business, sales, and marketing opportunities.

WHAT SETS SSG APART?

— KNOWLEDGE AND EXPERIENCE

As Principal and founder of Sheehy Strategy Group, Tom Sheehy is recognized as one of Sacramento's most experienced and influential lobbyists, as well as a fiscal expert. Known for his strength in developing lobbying strategy, planning and executing lobbying campaigns, Tom's ability to shape and deliver messaging in a clear and convincing manner achieves superior results for legislative and regulatory clients on difficult issues. He leads teams in complex, competitive and high-pressure environments to secure the client's desired outcome. He has also helped clients develop state department customers and contract with state agencies, thereby securing hundreds of millions of dollars in business over the years.



The SSG procurement team combines Tom Sheehy's extensive executive branch experience running the Department of Finance and Government Operations Agency along with Eric Mandell's many years of service as the State of California's Chief of Acquisitions at DGS.

In this capacity, Eric oversaw all statewide contracts and managed procurements totaling over \$10 billion in annual state spend. Eric also served as Chief of California's Office of Small and Disabled Veterans Business Enterprise (DVBE) Services as well as Acting Deputy Director of the Governor's Office of Small Business and DVBE Advocate.

ERIC MANDELL, PROCUREMENT PARTNER

Eric Mandell brings more than 40 years of proven, positive results and diverse executive level experience in the areas of external affairs, marketing, and procurements. He recently retired as Chief of Acquisitions for the State of California at the California Department of General Services (DGS). In this capacity, he oversaw all statewide contracts, generating over \$10 billion in annual spend. Previously, Eric was the Chief of California's Office of Small and Disabled Veterans Business Enterprise (DVBE) Services. He served as the Acting Deputy Director of the Governor's Office of Small Business and DVBE Advocate from 2011 through 2012. Eric has created award winning marketing efforts and campaigns for California's Breast Cancer Awareness, Enterprise Zones, Military Base Reuse, and Infrastructure and Economic Development Bank programs, as well as Sacramento WORKS for Sacramento County.



PROCUREMENT SERVICES INCLUDE...

- Identifying the best procurement contract vehicles and procedures
- Developing powerful and successful eProcurement profiles
- Developing effective outreach materials and winning sales plans
- Advising on RFP response and providing strategic assistance
- Directing introductions to State procurement executives
- Establishing Small Business & DVBE Certification & Contract Applications
- Qualifying client for California Multiple Awards Schedules (CMAS)
- Navigating software licensing and strategic sourcing
- Deciphering the fiscal and budgetary process impact on procurement opportunity
- Vendor Communications with State Agencies, Legislature and Governor's Office



"I have known Tom for nearly two decades. He has a tremendous grasp of legislative and regulatory issues in California. His ability to testify on hundreds of bills at a hearing and have command of the key fiscal facts on each one added great value to the Governor's ability to influence the legislation headed to his desk. Tom had the respect of the legislators, senior administration officials and the outside interested groups. Tom represented the Administration with the utmost candor and due diligence."

RICHARD COSTIGAN, MANATT PHELPS & PHILLIPS, FORMER GOVERNOR'S LEGISLATIVE SECRETARY

MAXIMIZE YOUR OPPORTUNITIES

SSG is a boutique firm, where client phone calls are returned promptly and emails receive a response within 24 hours so political threats and opportunities are communicated immediately, thus placing all the client's options "on the table" before it is too late to act effectively. SSG always knows the client and their business without having to search through stacks of files to answer basic questions.

Tom Sheehy is a trusted advisor and confidant who is always available as a sounding board or to answer questions and provide effective options to every difficult situation and request. He understands the importance of protecting and enhancing the client's reputation while conducting lobbying, regulatory and state contract procurement work with the utmost integrity.

"Tom Sheehy has continuously demonstrated expertise in the implementation and development of government policy and programs during the more than 15 years that I have known him. His analytical skills are extraordinary, and he is known as a trusted advisor, strategic thinker and expert in fiscal and legislative processes. His knowledge, management experience and leadership skills provide a solid foundation for his success in government affairs. "

SHANNON HOOD, MANAGEMENT CONSULTANT



OUR EXPERTISE AND RELATIONSHIPS MERGE TO BUILD AND EXPAND YOUR BUSINESS

Sheehy Strategy Group is a full-service government relations, lobbying and public strategy firm with unparalleled experience and statewide reach and depth that has helped a diverse array of clientele navigate California's political landscape before the State Senate, Assembly, Governor and state agencies.



"I've known Tom personally and professionally since I recruited him to work for the Senate Fiscal Office in 1999. We went after Tom hard because we knew he was a star. His star only rose during his tenure with us. Later, Tom served as my Chief Deputy Director for Budgets while I was California's Director of Finance. I've always thought the role of Chief Deputy was harder than that of Director—more work, more chance for error. Tom was masterful in that very trying position. Tom's exposure in all of these roles has given him a depth and breadth of knowledge on matters involving state government that will always keep him in demand by clients who need to understand, work with and persuade key political and administrative leaders in California's state government."

MICHAEL GENEST, MATRIX CONSULTING, FORMER CALIFORNIA DIRECTOR OF FINANCE



To learn more about how our expert procurement strategy can advance your business, contact Sheehy Strategy Group today.

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