

STATE NET

EXPERTS IN LEGISLATIVE & REGULATORY INTELLIGENCE



In your thirst for knowledge, be sure not to drown in all the information.

— Anthony J. D'Angelo, *The College Blue Book*

*I*t has been said that information is the oxygen of the modern age. But that was before the world began to move at Internet speed. Now, the amount of information we take in each day is staggering.

When State Net was founded nearly 30 years ago, the world was paper-driven and it was a challenge for government affairs professionals just to obtain legislative and regulatory information on a timely basis. Today, with the pervasiveness of the Internet, that information is more readily available. But sifting through mountains of data from disparate and frequently unreliable sources in time to take informed action can hamstring even the most well-connected government affairs programs.

State Net was created with the promise to deliver our clients the right information at the right time.

State Net's Mission

To provide our clients with the nation's most reliable, timely and authoritative information on the actions of state and federal government, enabling them to effectively respond to opportunities and quickly manage potential risks.



Brochure illustrations by Sandra Hoover

Foundation for Success

From the Fortune 500 to small state associations, our clients include successful government relations programs in every major industry across the country.

***F**rom the beginning, we recognized that still-in-their-infancy computers would be the best instrument for assimilating the volume of information from state government into a useful and valuable service.*

We invented automated systems that structured the millions of pages of legislative and regulatory data that allowed us to match information to our clients' specific needs. The sophisticated reporting systems we created became the model, and often the source, for every provider who entered the market.

Our roots as public policy analysts demand that we deliver understanding along with information. So, in addition to having the most sophisticated and timely systems for gathering, organizing and delivering the information critical to our clients' needs, we employ sources in every capitol to provide insight into the politics and players driving the action.

Then to ensure the success of the solutions we create, we add a team of client service experts whose dedication to our clients' success is only exceeded by their knowledge of the legislative and regulatory process.

Through the years, we've stuck to a simple maxim that has served our clients well. When it comes to information: minimize the quantity while maximizing the quality. That means our clients see everything they need to see without being burdened by the unessential.

Challenge: *Tracking the movement of multiple bills, often in multiple states, as they wind through the legislative process. With multiple versions of measures introduced and amended, it's critical you know, with assurance, that you are looking at the right bill and the right version.*

Solution

With one-click efficiency, State Net simplifies identification of the information you need. You have the latest legislation and regulations at your fingertips — along with all previous versions for comparison. Moreover, you are alerted on a proactive basis whenever measures you are watching are amended or changed. With State Net, you are assured of making the most effective use of your time.



LEGISLATIVE REPORTING

State Net delivers comprehensive legislative information via robust, easily accessible tools that put you in touch with the latest action in every capitol. Our services allow you to collect, analyze and share critical data so you can concentrate on action.

We cover the action in all 50 states and Congress every day of the year, reporting each critical step in the legislative process. We identify the key elements of every measure, action and deadline so you'll know everything you need to know. And our easy-to-use interface and powerful search tools mean you won't have to waste time on anything else.

Powerful tools

Built on the foundation of State Net's unparalleled database our legislative reporting tools enable you to:

- Know when measures that match your issues are introduced or amended

- Review and click on bills you want to monitor
- Store enhanced information, comments and action plans in a private database
- Click to disseminate information to colleagues or websites
- Monitor critical measures in real time
- Plan around linked hearing schedules and calendars
- Create custom reports and strategies

Political insight

Supplementing these resources, just one click brings the hottest political news directly to your desktop. State Net's veteran political reporters give you an undiluted and unbiased view of 50-state politics in the weekly *State Net Capitol Journal*. Credibly examining the nation's legislative climate, the *Journal* alerts you to issue trends and political hot spots.

Foundation for Success

State Net covers every topic from education to telecommunication, yet we focus completely on the most important issues: yours.

Challenge: Searching through hundreds of electronic and paper records of proposed and adopted state regulations to find the precise ones that impact your organization. This challenge is compounded when you try to keep tabs on hearings and revisions related to specific regulatory proposals. Even with the promising trend of more states publishing their registers on the Internet, most simply don't provide any process for linking all the relevant activity to a specific proposal or regulation.

Solution

State Net has created a unique system that links all related state activity to each regulatory proposal. The database is further enhanced by the full text of each proposed and adopted regulation. Powered by State Net's proprietary indexing system and full text searching tools, you can easily locate all regulations that impact your interests and monitor progress from proposal to adoption.





Foundation for Success

We craft solutions for some of the most recognizable names in American business. In fact, State Net is the information source for five of the nation's ten largest companies.

REGULATORY REPORTING

Regulatory information is difficult to obtain, hard to decipher, and frustrating to manage. There is a considerable gap between regulatory data in its undiluted form and information that can be assimilated and efficiently put to use.

Expert understanding

With State Net's regulatory reporting, you benefit from the same advanced systems that drive our legislative reporting services. But a key element of the service is the people who create and deliver it every day. Their expertise and hard work bridge the gap between raw data and useful knowledge.

State Net's regulatory reporting team:

- Understands the issues and nuances behind the dozens of regulatory agencies in all 50 states
- Deciphers, decodes and interprets the mountains of data from the states' regulatory agencies
- Monitors each regulation from proposal through adoption
- Links each piece of information in a way that makes it meaningful to you

Built on the foundation of State Net's comprehensive database, our regulatory reporting tools enable you to:

- Know when proposed regulations match your issue profile
- Review summaries written by State Net analysts
- Link directly to the full-text of regulations
- Reference official state sources
- Mark regulations you want to monitor throughout the process
- Click to hearing schedules and complete agency contact information
- Disseminate information to colleagues or websites

Whether you monitor regulations for compliance or seek to influence the regulatory process, State Net's reporting team will deliver regulatory resources that are timely, reliable and relevant.

Challenge: *Communicating essential information to broadly arrayed constituents in a way that is timely, manageable and effective.*

Solution

State Net doesn't stop at just helping you identify legislative and regulatory developments that are critical to your business. We also draw on our experience and technical expertise to assist you in distributing that information throughout your organization. For over thirty years, we've been designing systems to help you share knowledge and information while making the most of your internal resources. Whether you need to build a website or enhance existing resources, State Net can deliver a solution that seamlessly integrates with your system.



GOVERNMENT RELATIONS SOLUTIONS

Around the clock and around the country, thousands of enterprises, like yours, rely on us for legislative and regulatory reporting. They come to us for more than mere information. They come to us for government relations' solutions.

Managing a successful government affairs program demands that intelligence and interpretation be liberally applied to the piles of information produced by the states. Our goal: to be a partner in your enterprise who knows what is really happening in the capitols and who can decode the data and provide genuine understanding about how it affects you. We built State Net with that objective in mind.

Meeting your information needs requires sophisticated research techniques, technological expertise, attention to detail, tenacity and an unwavering commitment to accuracy. Meeting your unique program requirements calls for dynamic and responsive services and people who sincerely care about delivering value. Contributing

to your success demands the sort of commitment that turns strategy into results.

Has our approach worked? In a word, yes. State Net has a solid track record of exceeding our clients' expectations. We directly serve the nation's leading companies and associations. And through our partners, we are the information source for more than 80% of the nation's government affairs efforts. Simply put, we are the nation's leading provider of government relations solutions.

State Net delivers solutions in several service areas

Legislative Reporting

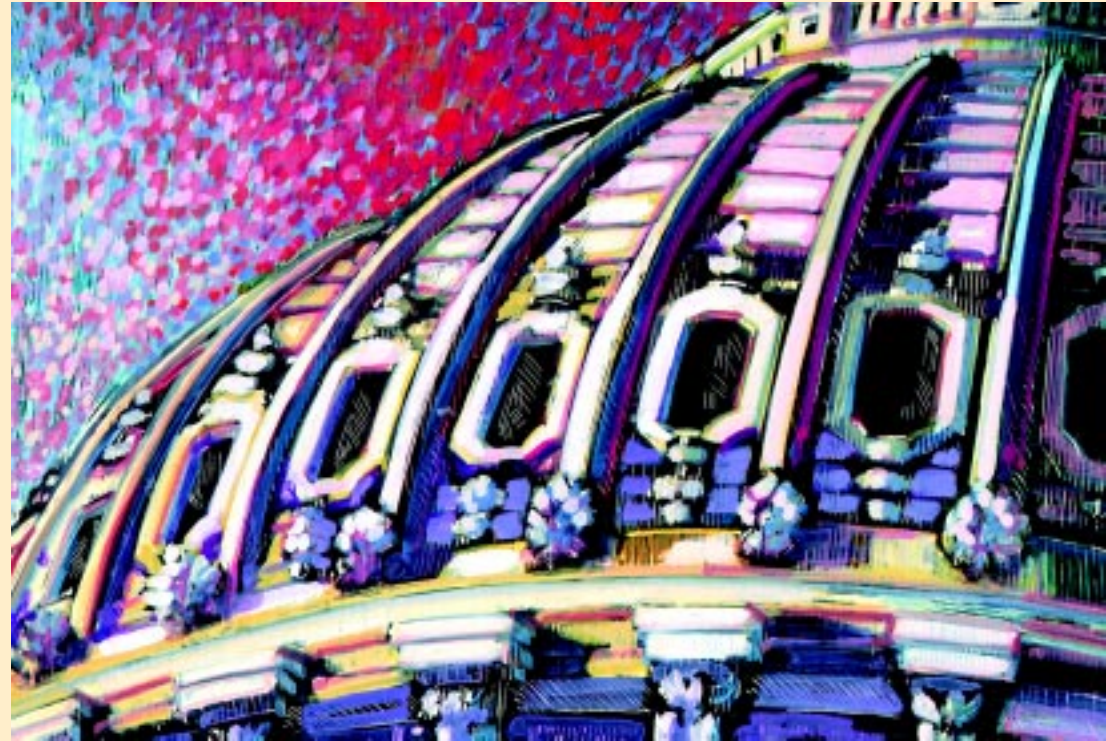
Regulatory Reporting

Custom Services

Challenge: *Managing a wide range of critical issues, determining which legislation and regulations are most significant and likely to advance. Launching a coordinated effort in support or opposition of measures, while communicating schedules and updates to dozens of stakeholders.*

Solution

In close consultation, experts in State Net's Custom Service Group review all pending legislation and regulations. By prioritizing and analyzing each measure in a database created just for your organization, stakeholders are able to quickly pinpoint information they care about. Further, when you need more research or resources, simply call your analyst at State Net. The result: organizations with myriad demands on resources are able to more efficiently, effectively and accurately manage state government information.



CUSTOM SERVICES

Legislative and regulatory information, on its own, is not enough. Enterprises need complete solutions that make it easy to capitalize on opportunities or focus on potential hot spots. Our custom services group was formed to leverage State Net's unique resources with customized consultation services that give our clients the decided edge on the political playing field.

Genuine understanding of your needs

Every client engagement starts with asking the right questions and listening carefully to the answers. This collaborative approach ensures that we have a solid grasp on what you want to accomplish and what it will take to succeed. In this process, we provide insider intelligence and analysis that gives context to what is important and meaningful. With the help of our network of experts in every capitol, we make sure that our reporting takes all the relevant issues and priorities into consideration and precisely meets your needs.

Foundation for Success

We build solutions beginning with the client. Our ultimate goal is to eliminate any roadblocks to your success.

Services that go beyond the usual

Our client-driven team has been assembled for their knowledge and hands-on experience in key industries. We multiply your staff, your capabilities and your resources, so you can focus your effort where it will have the greatest impact. Our goal — the success of your government relation's strategies.



For nearly 30 years, State Net has delivered the reliable data, legislative insight and in-depth reporting that is the foundation for success in government relations.

We deliver intelligent, timely and effective information for government affairs professionals.

If you have a stake in how government actions will affect your business, State Net can craft a program that will deliver the precise resources you need.



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