



# 40 STATE NET

YEARS OF INNOVATIVE SOLUTIONS

## BUSINESS SERVICES GROUP

### HOW WE SUPPORT OUR CLIENTS

- On-site visits
- Annual issue reviews
- Presentations at client workshops, meetings, and conferences
- Contact with state leadership and committees regarding specific provisions and procedures
- Writing issue-specific articles for publication
- Responding to ad hoc client requests

### NOTABLE CLIENTS

- 5 of the 6 largest telecommunications companies
- the nation's 2 largest retail companies
- The National Conference of State Legislators
- American Legislative Exchange Council

*“State Net’s staff always goes above and beyond to make sure their client’s needs are met.”*

**State Net**<sup>®</sup>  
A LexisNexis<sup>®</sup> Company

STATE NET CREATES AND SUPPORTS INTELLIGENT SOLUTIONS FOR A WHO’S WHO OF AMERICAN BUSINESSES AND ASSOCIATIONS. WITH A FOUR-DECADE TRACK RECORD OF SUCCESS, YOU CAN RELY ON THE MOST-TRUSTED TEAM IN GOVERNMENT AFFAIRS REPORTING.

### ABOUT THE BUSINESS SERVICES GROUP

Our team covers the broad spectrum of issues at the intersection of government and business. Clients rely on us for solutions that help them stay ahead of shifting legislation and the increasingly regulated environment in which they conduct business.

### TACKLING A COMPLEX FRAMEWORK OF ISSUES

Every day, we review new measures for relevance to these issues and deliver updates to our clients. In a typical session, we screen, analyze, track and report on more than 46,000 bills and 8,000 regulations. From emerging technology and human resources to retail-specific issues, we deliver insight and expertise.

Serving more than 500 people at 150 organizations, our range of clients extends to all sectors of the economy. We support the nations’ preeminent business leaders from industries including:

- Emerging Technology
- Electronics and Telecommunications
- Retail
- Labor and Human Resources
- Energy and Environment
- Transportation
- Construction and Machinery
- Education

### YOUR EXPERT PARTNER

- An extension of your team; dedicated to your organization and responsive to each individual staff or association member
- Committed to meeting your expectations and needs; continually refining our approach to help you achieve success
- Devoted to providing targeted information so that you are not overwhelmed with irrelevant data
- Proactive in identifying emerging issues in this rapidly changing environment

MORE EXPERIENCE AND BETTER SOLUTIONS FOR BUSINESS  
800.726.4566 INFO@STATENET.COM STATENET.COM

## BUSINESS SERVICES GROUP

### KEY TEAM MEMBERS

Clients rely on us for our expertise in legislative and regulatory reporting, substantive knowledge of critical issues and thorough understanding of the legislative process. The core strength of our team is this experience combined with unreserved dedication to our clients' success.

#### Marci Wasserman



**Executive Director Client Services; Director Business Services Years at State Net: 10**

**Education:** BA Law and Society, Univ. of California Santa Barbara

**Issue Expertise:** Technology Sector, Human Resources, Large Associations

**Solution Specialty:** developing custom applications and services for individual clients needs

#### Tina Cleary



**Senior Client Service Manager**

**Years at State Net: 16**

**Issue Expertise:** Telecommunications, Transportation, Manufacturing

**Solution Specialty:** crafting customized search and reporting solutions

#### Trinette Wilson



**Client Service Manager**

**Years at State Net: 2**

**Issue Expertise:** Energy, Environment, Employee Relations/Human Resources

**Solution Specialty:** supporting and managing multifaceted client programs

*“Our State Net representative is extremely knowledgeable and has the rare ability of making us feel that we are her only customer.”*

Our Business Services Group is backed by:

1. Research analysts who read 150,000+ bills and 30,000+ regulations with an eye toward business issues
2. State-specific managers with expertise in the unique processes of state legislatures and regulatory agencies
3. IT professionals who craft technology based solutions
4. Help Desk Staff who provide first-level support, troubleshoot problems and answer process-related questions

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