



# 40 STATE NET

YEARS OF INNOVATIVE SOLUTIONS

## HEALTH & FOOD INDUSTRY TEAM

### NOTABLE CLIENTS

- 20 of the Fortune 500 (health/food categories)
- 6 of the top 10 pharmaceuticals companies
- 2 of the top 3 health insurance companies

### HOW WE SUPPORT OUR CLIENTS

- On-site visits
- Annual reports and issue reviews
- Presentations at client workshops and annual meetings
- Attendance/support at key NCSL & ALEC meetings
- Contact with state leadership and committees regarding specific provisions
- Writing issue-specific articles for publication

“  
State Net always  
delivers...”

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

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STATE NET CREATES AND SUPPORTS CUSTOMIZED INFORMATION MANAGEMENT SOLUTIONS FOR A “WHO’S WHO” OF HEALTH AND FOOD INDUSTRY CLIENTS. WITH OUR FOUR-DECADE TRACK RECORD OF SUCCESS, YOU CAN RELY ON THE MOST-TRUSTED TEAM IN GOVERNMENT AFFAIRS REPORTING.

### ABOUT OUR HEALTH RESOURCES TEAM

Our team covers more than 500 specific legislative and regulatory issues related to the health and food industries. Everyday, we read new measures for issue relevance and deliver updates to our clients. In a typical session, we screen, analyze, track and report on more than 50,000 bills and 17,000 regulations. From “Access To Care” to “Zero Tolerance”, we are knowledgeable on health-related issues.

This fast-growing unit serves 140 clients and over a thousand information consumers. Our current clients represent some of the world’s largest:

- Health insurers and PBM’s
- Medical and dental associations
- Pharmaceutical manufacturers and distributors
- Food and consumer products and services companies
- Long-Term care providers and hospitals
- Medical device and equipment manufacturers and distributors

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

MORE EXPERIENCE AND BETTER SOLUTIONS FOR HEALTH INDUSTRY CLIENTS  
800.726.4566 INFO@STATENET.COM STATENET.COM

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## HEALTH & FOOD INDUSTRY TEAM

### KEY TEAM MEMBERS

Health Resources Team members average over 15 years experience and represent some of State Net's most experienced staff.

#### Kevin Schmidt



**Director Health Resources Division**

**Years at State Net:** 20

**Education:** California State University Sacramento  
**Solution Specialty:** developing sophisticated technology-based applications for unique client specifications

#### Diana Ramsey



**Senior Client Service Manager**

**Years at State Net:** 24

**Education:** California State University Sacramento  
**Solution Specialty:** analyzing legislative and regulatory data for relevance to complex policy issues

#### Caitrin Elwell



**Client Service Manager**

**Years at State Net:** 4

**Education:** The George Washington University  
**Solution Specialty:** crafting customized reports on health care legislation and regulations

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

**Our Health Resources Team is backed by:**

1. **Research analysts who read 150,000+ bills and 30,000+ regulations with an eye toward health and food-industry 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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*It's simple: State Net helps us in managing information to meet our goals”*

*Jill Birnbaum*

*American Heart Association*

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