

DATE

Dear :

Scrivner Leon Group, LLC (SL Group) welcomes the opportunity to respond to the XXX, Inc.' RFP for lobbying consulting services. Our knowledge of the XXX suite of businesses will enable the SL Group team to hit the ground running and immediately meet the needs of all aspects of the company. We will provide hearing and mark up briefings, organize meetings with key Members and staff, assist in signing cosponsors onto legislation and letters, as well as engage in defensive lobbying when the need arises.

#### EXPERIENCE

The SL Group Government Relations team is made up of bipartisan former Hill staff. Our team approach means that clients have access to all team members, their talent and networks. We have a focus on the Commerce and Judiciary Committees in both chambers. We have worked for senior members of the House Energy and Commerce Committee and developed working relationships with Majority and Minority staff on the key Committees. We regularly attend Committee hearings and provide summaries of the hearings for clients and serve as the eyes and ears of the client on Capitol Hill. Our network goes beyond the Commerce and Judiciary Committees into House and Senate leadership as well.

Pete Leon would serve as the point of contact for XXX. Mr. Leon was Legislative Director to Rep. Eliot Engel (NY) who serves on the House Energy and Commerce Committee, and once worked for Rep. Nancy Pelosi, who now serves as the Democratic Minority Leader (CA). Along with Mr. Leon is Mike Scrivner, who served as Chief of Staff to former Member Norman Lent (NY) the Ranking Republican of the House Energy and Commerce Committee. While at Lent, Scrivner and Roth, Mr. Scrivner and Mr. Leon represented the U.S. Telecommunications Association and AT&T.

#### KNOWLEDGE

SL Group has more than a half-century of combined experience on Capitol Hill that has enabled them to amass a strong foundation of knowledge about the telecommunications industry. While working for Rep. Eliot Engel, Pete Leon staffed the Telecommunications subcommittee during the aftermath of the 9/11 attacks and transition from analog to digital TV. His knowledge of retransmission consent, spectrum policy, broadband and Internet regulation, radio performance royalty fees and advertising supported content are exceptional. Mike Scrivner's work for the US Telecomm Association, AT&T and for Rep. Lent garnered him an understanding of the complex landscape of the telecommunications and automotive industries.

## HISTORY OF SUCCESS

Our team approach has enabled SL Group to provide successful results for clients. For example, a major technology company found itself having difficulty with the government of India. We were able to brief a key House leader regarding the situation, who in turn contacted the Indian Ambassador to the United States, which substantially contributed to the successful outcome. When the CEO of a major oil company was called to testify before the House Energy and Commerce Committee, we provided counsel and served as the “murder board” to prepare the CEO for the hearing. In our work regarding online sales tax, we have developed strong relations with the House Judiciary Committee, which has jurisdiction over the issue. We have worked to help slow the legislative process and educate House Members as to the complexity and burdens that the Senate passed bill will impose on online retailers, and negotiate a more workable solution. Finally, we have also successfully amended legislative language to allow another client’s product to qualify for inclusion in a federal funding program.

We appreciate your consideration of our proposal and welcome the opportunity to discuss it with you further. Please let us know if you have any questions.

Sincerely,

Pete Leon  
PARTNER  
SCRIVNER LEON GROUP, LLC