



VENABLE SNAPSHOT

More than 600 attorneys in 9 offices; headquartered in Washington, DC

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The American Lawyer's AmLaw 100

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94 practice groups ranked, "Best Law Firms" *U.S. News & World Report-Best Lawyers 2012-2013*

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76 attorneys and 29 practice areas ranked, *Chambers USA 2013*

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Counsel to 38 of the Fortune 100

HONORS

"Influence 50" rankings, *The National Law Journal 2011-2013*

PRACTICE FOCUS

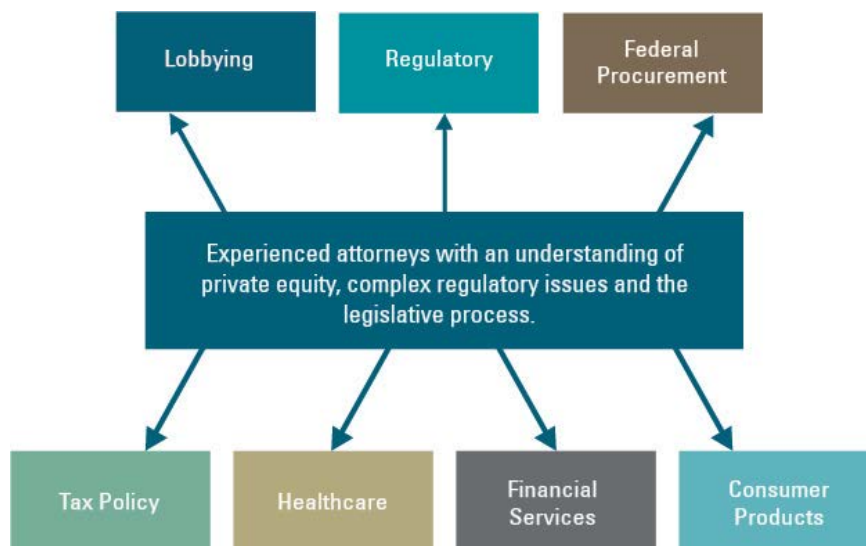
- Advocacy and issue management
- Appropriations and federal grants
- Congressional investigations
- Congressional testimony
- Energy
- Federal funding
- Financial services
- Health and pharmaceuticals
- Homeland security
- International trade
- Legislative drafting and strategy
- Maritime/global commerce
- Tax
- Telecommunications
- Transportation

FEDERAL LOBBYING, PROCUREMENT, AND REGULATORY SERVICES FOR PRIVATE EQUITY FUNDS AND THEIR PORTFOLIO COMPANIES

Helping Businesses Thrive in a Highly Regulated Economy

With the federal government playing a larger role in all segments of the U.S. economy, Venable is uniquely positioned to create value for you and your portfolio companies. Headquartered in Washington, DC, Venable has leading practices in the areas of **federal lobbying, regulatory, and government contracts/procurement**. We combine this experience with deep, substantive knowledge in a wide range of industries, including those of particular importance to funds, such as **healthcare, consumer products, banking and financial services, tax policy, cybersecurity, and energy**.

Moreover, to maximize value for fund managers we can provide these services across a fund's portfolio at a bundled rate. This allows you and your portfolio companies to leverage Washington DC in an efficient, cost-effective manner.



SERVICES PROVIDED

Lobbying

Venable assists portfolio companies and fund managers influence legislation and regulations. Our team includes former members of Congress, congressional staff, Cabinet members, and key agency professionals. We have experience in all aspects of federal government affairs and can help you use the legislative process to your advantage. We help your portfolio companies improve their business model and ensure that Congress and regulators keep your issues in mind when making policy decisions. This can include fending off potentially damaging legislation, obtaining favorable guidance from regulations, or having Congress weigh in on important issues.

HANDS-ON EXPERIENCE

Many Venable attorneys and Legislative professionals have had distinguished careers in the government, including as

Cabinet Secretaries

Members of Congress

U.S. House and Senate staff

White House staff

They also have experience working in or with a broad range of federal departments and agencies, such as

Consumer Financial Protection Bureau

Federal Communications Commission

Federal Trade Commission

Food and Drug Administration

Securities and Exchange Commission

Commodity Futures Trading Commission

Department of Commerce

Department of Health and Human Services

Department of Homeland Security

Department of Energy

Department of the Interior

Department of Justice

Department of State

Department of the Treasury
as well as positions in state and local governments

Example: Venable represents a group of after-market suppliers/manufacturers, insurance companies and consumer groups concerned about the anti-competitive effects of excessively long design patents for key automotive repair parts. The group is concerned that by aggressively enforcing these lengthy design patents, car makers are compromising public safety, eliminating competition and increasing the cost of auto repair for consumers. Venable informed lawmakers as to why a lengthy design patent period is bad public policy and was a key political force associated with introducing legislation to shorten the design patent enforcement period. This legislation, if enacted, will preserve after-market competition and benefit consumers by increasing access to after-market repair parts.

Federal Procurement and Contracts

Our Government Contracts group helps a wide range of companies do business with the federal government. Our clients include large corporations, middle-market companies, and small and minority-owned businesses. We have contacts at many of the defense and civilian agencies that actively purchase goods and services from private companies, and we use these relationships and our experience to assist in all aspects of government contracting at the federal, state, and local levels.

Regulatory

Assessing current and future regulatory activity that could impact the value of an investment is critical for PE fund managers. Many of our attorneys and legislative advisors came to the firm from distinguished careers in federal and state government. Nearly 100 of our attorneys worked in government before joining our firm. Many were top-ranking officials in positions throughout the executive and legislative branches, including many senior leaders at agencies responsible for regulatory initiatives. Before you make an investment, we can provide substantive analysis of the issue so that you can understand the landscape of potential regulatory pitfalls.

Our experience also allows us to help your portfolio companies remain in compliance, avoid government inquiries and, if necessary, manage investigations. We have guided Fortune 500 corporations, midsized and smaller companies, and nonprofits through Washington's regulatory labyrinth. We have particular experience representing clients before agencies that regulate the sale of goods and products to consumers, including the Federal Trade Commission (FTC), Food and Drug Administration (FDA), Consumer Financial Protection Bureau (CFPB), and Federal Communications Commission (FCC).

KEY SUBSTANTIVE AREAS OF FOCUS

Healthcare Policy

Venable partner Congressman Bart Stupak helped write the Affordable Care Act, and our Healthcare group has a deep understanding of the federal healthcare regulatory framework. Venable provides advice on a vast array of issues, including managed care, group practice development, corporate and business matters, employee benefits and labor relations, malpractice insurance and risk management, medical staff issues, patient care and ethical issues, payment/reimbursement compliance and regulation, and strategic planning and transactions. We represent acute care, chronic and specialty hospitals, hospital networks, physician groups, nursing homes, life care communities, healthcare insurance payors, outpatient clinics, self-insurance trusts, professional and trade associations of healthcare providers, and professional corporations and partnerships.

Consumer Products and Services

The Consumer Products and Services Group advises companies on a core set of legal disciplines that relate directly to the process of developing and promoting new products or services, including:

- protecting the product or service from theft and/or infringement;

- determining what claims can be made about the product or service; and
- introducing the product or service to the marketplace.

Venable has built an integrated Consumer Products and Services Practice Group of attorneys who understand not only the legal issues at hand, but also the business implications of choices made across the entire product development and marketing life cycle. We represent companies on matters related to acquisition, protection, and enforcement of intellectual property, advertising, regulatory compliance, and product liability.

Banking and Financial Services Regulation

Venable has one of the country's leading financial regulatory practices and has experience at all of the principal federal financial regulatory agencies tasked with regulating the day-to-day activities of our financial services clients. Our team includes a former Acting Director of the Office of Thrift Supervision (now OCC), an Assistant General Counsel, Federal Deposit Insurance Corporation (FDIC), a Chief Counsel for the Minority on the Senate Banking Committee and others. The core of our practice consists of advising in the organization, regulation, and supervision of banks, thrifts, their holding companies and affiliated companies. We advise on all aspects of state and federal banking laws, and regularly represent clients before federal and state regulatory agencies.

Federal Tax Policy

Venable has considerable experience in federal tax policy. As Congress continues to debate comprehensive tax reform – an issue that will have an impact on virtually all companies – Venable is monitoring Congressional hearings, reports and statements made on the subject. We send out regular updates on the subject, sometimes several times a day, so you and your companies know exactly what is going on.

Cybersecurity

Venable is perfectly positioned to assist clients with their data security, privacy, and intellectual property needs from its base of operations in the Baltimore-Washington corridor, the epicenter of cybersecurity in the United States. Cybersecurity is both a national security issue and an ongoing persistent threat that confronts all of our clients daily. Venable partner Rear Admiral (Ret.) Jamie Barnett possesses a rare combination of experience in cybersecurity, national defense, homeland security, emergency communications, public safety communications, and technology policy.

Privacy & Data Security

Venable's privacy and data protection attorneys navigate the complex relationship between privacy and operations by providing an integrated approach to legal and business solutions in areas such as electronic commerce, financial services, homeland security and government surveillance, telemarketing, and medical privacy. With the increased risks and costs of privacy breaches, our attorneys place particular emphasis on acquisition, aggregation, national and international transfer, disclosure, and usage of personal data. Our attorneys are well-versed on the evolving U.S., Canadian, European, and Asian regulations and policies governing our clients' businesses and are also involved in developing and drafting the major statutes and regulations in the field. We understand the issues and regulations related to data collection, Federal Trade Commission and State Attorneys General marketing rules, mergers and acquisitions, information disclosure, authentication processes and technologies, and international privacy requirements.

Contact Scott Gluck at 202.344.4426 or segluck@Venable.com for more information, or visit us online at www.Venable.com.



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AREAS OF PRACTICE

Private Equity
Legislative and Government Affairs
Political Law

BAR ADMISSIONS

District of Columbia
California

EDUCATION

M.B.A., University of Southern California, 2007
J.D., Columbia University School of Law, 1996
B.A., University of California at Berkeley, 1992

Mr. Gluck's practice focuses on federal government affairs and regulatory work involving financial entities with a particular focus on private equity funds and their portfolio companies.

Mr. Gluck assists private funds, particularly middle-market private equity funds, on a variety of legislative and regulatory matters including providing political analysis and legislative intelligence. Mr. Gluck is also familiar with the process by which private equity firms obtain a Small Business Investment Company (SBIC) license from the U.S. Small Business Administration. He is deeply familiar with federal, state and local "pay-to-play" rules regulating political involvement and fundraising activities by investment advisers.

Mr. Gluck works with the Association for Corporate Growth (ACG), a leading trade association for middle-market private equity funds and their intermediaries, lenders and portfolio companies.

Prior to joining Venable, Mr. Gluck served for five years as vice president and legal counsel at Markstone Capital Group, a Los Angeles-based private equity fund. During the 2009-2010 election cycle, he served as Director of Special Initiatives for the National Republican Congressional Committee.

After graduating from law school, he worked for two top Los Angeles-based law firms where he practiced securities law and litigation. Mr. Gluck also received an MBA from the University of Southern California, and is well-versed in both legal and business issues.

Mr. Gluck has written numerous articles on the intersection of politics and private funds, including the weekly *Private Fund Update* highlighting relevant legislative and regulatory items. To subscribe to Mr. Gluck's weekly newsletter, please visit <http://info.venable.com/private-fund-update/>.