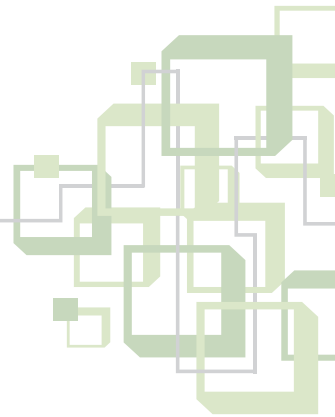


# GUIDING UNIVERSITIES THROUGH THE REGULATORY MAZE



Ensure that your university is fully licensed and compliant to use radio spectrum for research and development.

## ADDRESSING THE NEED FOR COMPLIANCE

Look inside the engineering, aeronautics, or other university research department and you'll find a bevy of new technologies on the cutting edge, just waiting to be brought to market and change the face of life and business as we know it.

Much of the work taking place in university research facilities today involves the use of radio signals, which are closely monitored and regulated by the federal government.

Radio spectrum is present in a multitude of university research projects, such as:

- GPS, E911, and other signaling/navigation technologies
- Wi-fi and wi-max networks
- Bio-tracking, radio-location, and other monitoring services
- Acoustics and other communications testing
- Space exploration technologies
- and many more

In response to recent demands for spectrum use and studies of noise floor, the government has stepped up its focus on ensuring that all spectrum use is properly licensed. At the same time, schools that are federal grant recipients are bound to strict compliance with federal laws.

As a result, it has become more critical than ever for universities to comply with the latest federal licensing and other laws.

## HOW WILL YOUR UNIVERSITY STAY COMPLIANT?

The fact is that many universities simply don't have the time or the resources available to dig through the myriad of rules, requirements, and red tape associated with obtaining government compliance.

WFS helps university research departments:

- Avoid research delays
- Maintain eligibility for grant funding
- Prevent government penalties and fees
- Shape relevant public policy

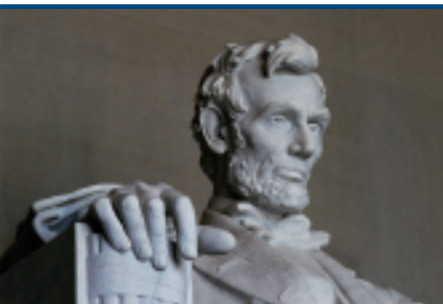
But failing to comply with the latest federal regulations could result in research delays, loss of federal funding, and even penalties adding up to thousands of dollars per day.

Universities need an experienced partner to help them get control of government compliance.

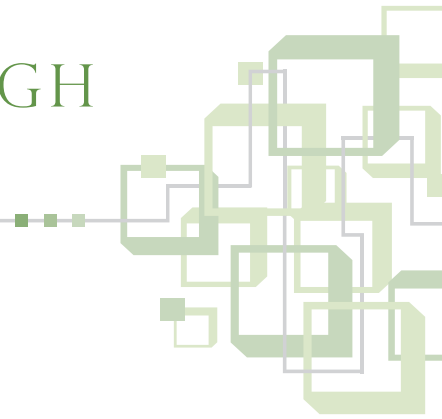
## ENTER WASHINGTON FEDERAL STRATEGIES (WFS)

WFS knows the regulatory process inside and out, and works closely with top decision makers in federal agencies to understand, influence, and drive public policy. As a result, our

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# GUIDING UNIVERSITIES THROUGH THE REGULATORY MAZE



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clients – which have included Harvard, Stanford, and Johns Hopkins universities, among others – can effectively track current policies, identify key regulatory needs, and ensure total compliance with government regulations and licensing.

Ultimately, our goal is to provide you with the tools and resources you need to deliver better and faster results, while ensuring ongoing eligibility for grant funding and protection from steep penalties and fees.

## COVERING THE FULL SPECTRUM OF REGULATORY SERVICES

WFS' complete suite of regulatory support services for universities include:

- **Licensing Support.** WFS will manage the entire process of filing and securing the appropriate FCC licenses for your department's research activities, including working directly with government regulators to persuade them to license new technologies as needed. Our goal is to establish long-term relationships with our clients to ensure continued compliance for both current and future activities once initial licensing requirements are met.
- **Regulations Training.** WFS has worked extensively to help universities and businesses comply with changing government regulations. Now our clients can gain unfiltered access to our expertise through our regulations seminars, designed to offer a close look at the risks of non-compliance, and how your faculty and students can easily avoid them.
- **Policy Shaping.** WFS gets you and your team on top of key policy issues, and in touch with key policymakers. As a result, our clients can directly participate in the discussions that shape public policy on the issues that impact their work – whether it's the radio spectrum, optical switching, or other areas that face increasing government compliance.

Let WFS create a custom package that best fits the needs of your university.

## PUTTING OUR WASHINGTON EXPERIENCE TO WORK FOR YOU

Founded in 1997, WFS puts clients on the inside track to effective government relations and strategy – helping them navigate the maze of public policy, regulatory conventions, and federal law to ensure compliance, security, and overall success.

WFS can uniquely address all perspectives, including:

- Technical
- Regulatory
- Legal
- Ethical
- Marketing
- Operations

WFS blends its deep business acumen and understanding of client needs with extensive Washington experience, which includes close contacts and communications with the Federal Communications Commission (FCC), Department of Commerce, Department of Transportation, Federal Aviation Administration (FAA), and the Department of Defense.

The WFS team is led by company founder Anne E. Linton, who has an extensive government and legal background. Ms. Linton spent five years as an attorney at the FCC, handling a wide array of regulatory matters. She has also served as legal counsel for the FCC's Auctions Division and as Special Assistant for Reinventing Government in the Office of the Chairman. Ms. Linton has a BA from Princeton University, and a JD from Boston University.



WASHINGTON FEDERAL STRATEGIES, LLC