

## About GSS

Gateway Strategy Group (GSS) provides strategic advice, competitive intelligence, opposition research, and crisis response services for businesses, labor unions, political campaigns, and law firms.

Our research is used to drive product and public policy strategy, provide content for digital and broadcast media campaigns, brief journalists for news stories, and persuade regulators. Our clients also call on us to reveal vulnerabilities in their own record, and to develop a strategy to mitigate and respond to those vulnerabilities.

## Services

**Competitive Intelligence** - GSS provides timely, actionable research to support public affairs, political and public policy campaigns. GSS' team of researchers bring skills and experience from a broad range of industries, including tech, real estate, finance, legal and politics.

**Public Policy Strategy** - Our research can help identify stakeholders who are aligned with your competitors, uncover your competitors tactics, identify weaknesses and vulnerabilities in your competitors reputation and products, and identify proactive policies and products to respond to the needs of stakeholders and the public at large.

**Crisis Communications** - GSS gives our clients the clearest view of the landscape so that they can make the informed decisions in the short timeframe that a crisis demands. Our research can make a critical difference in a crisis, allowing our clients to overcome a negative event with new information that can change the public's perception of an issue.

## About the Founder

Sean Sullivan has more than 20 years of experience advising on high-profile political, public affairs and public policy issues for businesses, political campaigns, and interest groups.

Sean began his career in opposition research in 1999, helping elect and defeat dozens of candidates at every level of politics across the United States, including campaigns for President, Governor, U.S. Senate, and U.S. Congress. In the business sector, Sean has helped businesses navigate complex public affairs issues in 46 states and 19 countries. Sean's business clients include tech companies, law firms, real estate developers and hedge funds.

As a senior member of Airbnb's global public policy team, Sean built a global research department that developed data-driven press stories on Airbnb's positive impact in local markets, provided competitive intelligence on Airbnb's rivals around the globe, and tracked the impact of Airbnb's policy-focused media campaigns.

Sean is a graduate of the University of Chicago in Chicago, Illinois and Deep Springs College in Deep Springs, California.

Sean Sullivan  
Founder & Principal

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