

## **ANDY NESTER**

Andy is working with the Lake County Chamber as our Business Consultant for our Lake County SBDC HUB. He is currently working with over 20 local businesses in that role.

Andrew C. Nester has over 50 years of experience in business management, business consulting, senior marketing and sales, and engineering positions with various high technology and Internet related companies.

Andrew founded and served as President/CEO of two Wireless Broadband Solution Providers the first which set up and operated one of the first commercial wireless, broadband, Internet service provider operations in the U.S in 1996. In addition, he was President/CEO of two software companies. One provided office automation software, systems, and support to the medical practice management and legal practice management markets, the other served the Funded Health Care Market.

As an independent consultant, Andrew has helped companies develop, improve and turn around various aspects of their businesses including operations, financial management, business planning, marketing and sales programs, restructuring and facilitated strategic alliances including acquisitions and funding.

Andrew has given seminars, written and published articles as well as written guides on business management, marketing, funding and strategic alliances. He also help found SofTech a technology associations for tech businesses in Sonoma County. To support this effort he founded and facilitated a CEO Coaches Huddle.

Andrew has a Bachelor's Degree in Electronic Engineering. Additionally, he received the acclaimed Xerox sales training and has completed various marketing and management courses at university extensions. He served in the U.S. Navy and was honorably discharged as Radarman 2nd Class.