

## **Automatic Identification and Data Collection**

**Andrew Nathanson**

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### **Detailed Biography:**

Drew has more than 15 years experience in industrial enterprise program management, general management, strategy consulting and business development.

As a consultant and senior management advisor, Drew has worked with a broad range of companies in a number of basic and advanced AIDC technologies, including: RFID, kiosks, bar code scanning, mobile printing, wireless sensors, and data acquisition.

At VDC, Drew is responsible for the firm's multi-million-dollar AIDC and RFID technology practices. In this capacity, Drew works closely with VDC clients, analysts, consultants, and senior management to design, execute, manage, and deliver proprietary research and syndicated programs. Some of Drew's most recent assignments have included:

- Management and execution of the following VDC research programs
  - 2005 RFID Business Planning Service
  - 2006 AIDC Global Industry Business Planning Service
- Defining a commercial market and technology development strategy for a leading RFID solutions provider Identification and introduction of new technologies and distribution partnerships for leading and emerging RFID and AIDC solutions providers

Prior to joining VDC, Drew launched and served as Principal of BlueFlame, a management consulting firm focusing on the advanced materials and sciences industry and their related tech markets.

Drew began his career with Integrated Separation Systems as a production manager for high volume automated PAGE Gel manufacturing and analysis. At Boston Optical Fiber, Drew managed all product design, development, production, PR and marketing activities for the Plastic Optical Fiber and associated product lines.

Drew is a graduate of Clark University (BS, biology and chemistry) and Northeastern University (MBA, concentration in high-tech).