

## Norb Biderman

President & Founder, Growth Enterprises

---

Norb Biderman is President & Founder of Growth Enterprises, LLC. His practice began in December, 2015 following 36 years of service with 3M Corporation.

**Guiding Principle:** uncompromising integrity, ethics, candor and passion. From “theory to practice to results.”

**Professional Background:** Prior to formation of Growth Enterprises, LLC, Norb started his career at 3M in 1979 after completing a BS in Organization Management at Quincy University. During his 36-plus years of service at 3M, Norb held numerous business management leadership positions, domestically and internationally. Highlights included P&L management of 3M’s pressure sensitive packaging systems business unit, the development and execution of 3M’s Defense Market business, and, 3M’s efforts in strategic accounts. Norb was the principal responsible for the development & execution of the Corporate-to-Corporate Strategic Relationship Agreement with one of the nation’s largest Defense Market Prime Contractors. The focus of this agreement centered on three driving principals:

1. Affordability
2. Innovation
3. International Expansion

At Growth Enterprises, LLC, the practice primarily concentrates its efforts in five core, private/public market sectors:

1. Aerospace & Defense
2. Energy
3. Strategic Natural Resources
4. General Industrials
5. Economic Development

He provides thought-inspired, leading work in market insights, growth strategies (core & adjacent), innovation & commercialization, business model design & transformation, brand building, strategic account management, program/project management, offset/countertrade, and, networking/matchmaking.

Norb is also a thought-leader in the processes and practices that ensure successful commercialization of high technology. He was selected from among hundreds of candidates in 34 states for the prestigious *Architect of Defense* award for his work with small businesses and their efforts to commercialize innovations through the defense industry. He was subsequently elected to the Defense Alliance’s Board of Advisors (Defense Alliance is one of the nation’s three *Advanced Defense Technology* industry clusters, funded in part by the U.S. Small Business Administration and endorsed by the U.S. Department of Defense).

