



Paul Nielsen is an Alumni of Chicago's Loyola University and Boston's Harvard University graduating as a Certified Mergers and Acquisitions Advisor (CM&AA) and Cyber Security Risk Advisor (CSRA) through these institutions. He holds registration as a Certified Practising Business Broker (CPBB), is a Certified Machinery & Equipment Appraiser (CMEA), Licensed Real Estate Agent and Justice of the Peace (Qual).

Paul is a Fellow of both the Australian Institute of Business Brokers (FAIBB), the International Institute of Directors & Managers (FIIDM) and is an Senior Business Analyst (SBA) with the International Society of Business Analysts.

He has served as a Director, 3 term Chair and is the current Cyber Security Ambassador for the Council Of Small Businesses Organisations Of Australia (COSBOA) whose membership includes 33 Peak SME Industry Bodies with a direct reach to over 600,000 SME's in Australia and is the 'architect' of COSBOA's Cyber Security Program. COSBOA represents the interests of some 3.2 million SME's in Australia on Policy matters to Federal and State Governments and Key Federal Government Departments including the ATO, ASIC & ACCC and others.

For three successive terms Paul was the elected Chair of the Australian Institute of Business Brokers Ltd. The AIBB's members facilitate the transfer of AUS \$2 - \$3 billion* in completed Business Sales annually throughout Australia.

In 2009 Paul completed the Australian Institute of Company Directors Corporate Governance course and in 2011 he gained accreditation as a Sponsor with the Australian Small Scale Offerings Board (ASSOB) and is accredited with ASIC to facilitate Capital Raisings using the ASSOB platform.

Additional Industry affiliations include Membership of the Australian Institute of Company Directors and since 2007, Membership of the Chicago based Alliance of Mergers and Acquisitions Advisors which has over 900 affiliated offices worldwide to facilitate International Transactions and cross border investments (both Buy & Sell side). Paul is an experienced line Manager and has held Senior Executive roles in Australian Public and Private Companies over the past 42 years.

On the Public Service front, Paul has given advice to the Australian Tax Office (ATO) Red Tape Reduction Steering Committee, the ATO's Goods & Services Tax (GST) Advisory Committee, the Australian Competition & Consumer Commission's (ACCC) Small Business and Franchising Consultative Committee the Federal Government's Productivity Commission, the National Parliament's House of Representatives Standing Committee on Tax and Revenue and has been an active member of the Australian Defence Force Reserves Support Council (DFRSC).

After participating in the Prime Minister's Round Table on Cyber Security and 'retiring' from Public Service in 2017, Paul created a specialist division of his Private Consultancy Practice to address the risk of Cyber Crime to Australian SME's. In 2018, Paul graduated from Harvard University's Cyber Risk Program achieving a final mark of 94.6% at examination and has provided advice to the Department of Home Affairs on cyber strategies for SME's survival. Today Avantia Cyber Security provides Cyber Security Audits and comprehensive advice to protect SME's from Operational; Legal; Reputational & Recovery Risks to their businesses and works closely with the Australian Cyber Security Center's to implement the "Essential 8".

He regularly meets with Federal Government Ministers, Shadow Ministers, Senior Parliamentary Secretaries, Department Heads and Senior Advisors including the Treasurer and Prime Minister in Parliament House, Canberra on matters affecting SME's in Australia. Paul is a Registered Government Lobbyist with the Attorney Generals Department.

Currently, he has Directorships in Two Private Companies (In Health Care and Business Services) where he holds an equity position and is Chair of the One World Orphans Fund, a Not For Profit Charity in addition to Consulting as a Specialist Business Advisor, Intermediary and Non Executive Director where he negotiates a range of Corporate Agreements and Transactions including MBO's, MBI's, Joint Ventures, Public Unlisted and Private Company divestments, Capital Raisings and Mergers & Acquisitions of SME's with Revenues up to AUS \$ 100 million in his area of expertise in the Health Care, Manufacturing, Wholesale, Import/Export/Distribution, IP, IT and Professional Services areas.

Paul provides his Clients with specialised Business and Equipment Valuations to Australian Circuit & Family Court Standards, conducts seminars for Legal Firms on SME Valuations for Family Court matters; manages Entity Re Structures and Business Development for a wide range of SME's and conducts comprehensive Cyber Security Audits in conjunction with his hand picked team of experts. Other Corporate consulting engagements include recruiting CEO/Board members, providing Strategic Advice for Companies and NFP's to meet their objectives whilst project managing the Change Management process with Succession Planning advice and execution.

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