



Although well into his career in the wireless industry, in early 2017 Justin Chase decided to take a risk and make his side business a primary focus. Volterra Systems came to the Nampa Idaho SBDC location after the business outgrew the home office and Justin sought help to scale the business. What started in 2014 as a couple of guys doing some cell site installation work has grown into 10 employees, and the business is on track to do more than \$2M in revenue in the next year.

The SBDC has been very helpful in growing the business, in myriad ways. In the last 4 years, the Business Coaches have helped with contract negotiation, sales and marketing strategy, company mission and values, rebranding the business, and even assisting in the PPP process after COVID caused shutdowns in projects the team was working on. Also in 2020, the business was certified with the Dept of Veterans Affairs as a Service-Disabled Veteran Owned Small Business, and in 2021 certified the same with the National Veteran Business Development Council. In addition to the SBDC Coaches, Justin has been working with the PTAC on government contracting opportunities.

2022 is looking fantastic for Justin and Volterra Systems. The team is focused on growth and expansion, and they are grateful the SBDC will be there to support that growth!