



C Three Business Consultants, LLC (M/WBE/DBE/WOSB)

"There is never a dull day in the IT industry."



Amy Yan's journey from a seasoned IT professional to a visionary entrepreneur is nothing short of inspirational. Yan, founder of C Three Business Consultants, LLC started her entrepreneurial journey in June of 2021, amidst the uncertainty of the pandemic.

Starting her own business was not initially on her radar. "I thought that I would retire from the IT company where I had worked for 23 years, where I grew up in Belleville, Illinois," notes Yan.

Instead, Yan recognized a profound opportunity to establish a company that not only provides top-notch technological services but also prioritizes customer empowerment and utilizes her leadership skills.

C Three Business Consultants offers comprehensive business consulting and IT solutions. On the IT side, the company provides a wide range of services, including hardware and software support such as managed IT services, procurement of computer equipment, and the installation of software solutions essential for day-to-day operations. The company is a certified reseller for Microsoft, Dell, HP, and Lenovo computer products. Yan points out, "These companies allow us to resell their products and proprietary software. We offer this in our services for new clients."

On the business consulting side of things, the focus lies on enhancing processes and procedures to help clients optimize their operations by leveraging technology to boost efficiency and profitability. "If a client says their computers and network infrastructure are outdated, we will conduct a thorough IT assessment of the client's entire network infrastructure, including how they utilize their equipment and software, and our team will make recommendations to upgrade their system," Yan highlights.

The most sought-after service for this young company, nearing its third year, is the high demand for protection against cyber-attacks. "There is never a dull day in the IT industry. Our company is always going to be needed, no matter if it is an individual or a major corporation. Mainly because there are so many things that surround technology and software in the digital age, it is inevitable that something is going to happen that needs to be fixed or remediated," remarked Yan.

With over two decades of experience in the IT industry, Yan has witnessed instances where hackers hold companies' data hostage, demanding ransom payments totaling thousands of dollars. "Many organizations lack proper disaster recovery measures, resulting in the potential for substantial financial losses. Sometimes they must pay hefty ransoms to recover what becomes compromised data, and there are those unfortunate instances where companies pay the money and never receive their data back. This is where our company comes in to ensure that clients have disaster recovery solutions in place. We go through certain assessments and implementation, and not for one time use – we do it on an annually and quarterly basis to ensure that clients are safeguarded to preempt potential threats," Yan states.

C Three Business Consultants, headquartered in St. Louis, boasts a team of three employees and serves clients both locally and nationwide. Yan holds certifications as a Minority/Women-Owned Business Enterprise (M/WBE), Women-Owned Small Business Enterprise (WOSB), and Disadvantaged Business Enterprise (DBE) across multiple states.

Yan achieved remarkable success at the beginning of her entrepreneurial journey by securing a prime contract with the U.S. Department of Homeland Security Federal Protection Services Region Six. Reflecting on this achievement, Yan states, "Securing a prime contract with the federal government from the start of my business journey is a tremendous achievement for me. It is a testament to the hard work and dedication that went into establishing my company. Additionally, I take great pride in the projects we've undertaken in my home state of Illinois."

Yan leverages her extensive IT experience beyond her company to support fellow entrepreneurs. Through partnerships with the Urban League of Greater St. Louis and the Northside Economic Empowerment Center, Yan provides guidance to aspiring business owners, emphasizing the benefits of certification, and offering support on their entrepreneurial journeys.

"I provide guidance and support to entrepreneurs, no matter what stage of their journey. Whether they are just beginning with an idea and unsure of how to proceed or have already registered their business and need assistance with tasks such as drafting operating agreements, setting up business bank accounts, obtaining DUNS numbers, and navigating IRS requirements. Additionally, I offer expertise in marketing strategies, helping companies utilize social media platforms to effectively brand and promote their businesses," Yan acknowledges.

Yan's business savvy has not gone unnoticed. Over the past three years, she has been the recipient of numerous awards and accolades, including being named one of the "Top 100 People to Know in St. Louis" by St. Louis Small Business Monthly and earning the prestigious title of "Best Consulting Firm" in recognition of her outstanding contributions to the IT industry. She was honored with the Top "STL Leaders Award" from the STL Leaders Podcast, the "Ambassador of the Year Award" from the St. Louis Council of Construction Consumers, and the "Humanitarian Award" from Feed My People for her impactful advocacy work within the community. Concurrently, Yan added another feather to her cap by becoming an anthology author in a book series focusing on GRIT (Growth, Resilience, Intention, Tenacity). Notably, the book made it to the international best-seller list last year, with Yan penning the chapter on Resilience. "I have accomplished more in these past three years than in my entire lifetime," Yan humbly states.

Yan, who is Cambodian, is affiliated with the Asian American Chamber of Commerce. Reflecting on her years of experience in the IT industry and starting a business during the pandemic, Yan embarked on her entrepreneurial journey with the goal of building generational wealth for her children. As she continues to forge ahead, it is evident that Yan's entrepreneurial spirit and determination to help others will ensure a bright future for C Three Business Consultants, and her family.