



0.483	0.166
0.488	7.383
21.68	0.020
0.060	40.0
144.8	

THE FUTURE. NOW.



STRATEGIC  
MANAGEMENT  
PARTNERS

# RE-THINKING TODAY FOR

## Our world is changing. Are you keeping pace?

If you had to think about your response—it could be a clear signal that you are not. Significant changes are taking place that can affect your future. If you are not prepared, these changes will certainly have a negative impact. You have the opportunity to control the outcome.

We, at Strategic Management Partners, Inc., can provide you with solid direction, focused on immediate and long-term corporate and equity growth through planning, acquisition/divestiture, raising capital, expansion into new markets or the global marketplace, or if needed, complete transition management.

With the advent of rapidly-accelerated, unlimited-access, multilingual electronic communication mediums, the world continues to get smaller. Windows of new opportunity can close quickly, leaving many CEO's and owners scratching their heads in confusion, wondering where they went wrong or why they didn't react in time.

When yesterday's strategies, investment decisions, and financing equations no longer work as well as they used to; when you need to raise expansion capital quickly; when you're faced with too many options and obstacles with too few resources and solutions; you can depend upon Strategic Management Partners, Inc. because solutions are our business—our only business.

### Our Philosophy

At Strategic Management Partners, Inc., we become committed partners with the stakeholders to modify company direction, improve the bottom line and cashflow performance, influence change, and enhance valuation. We'll build a team of experienced problem-solvers and implementors who can be productive immediately to provide practical, cost-sensitive solutions, specific to your needs, and **achieve results** in record time. Our focus on "going concern value" and "business development" yields the most beneficial valuation model results.

Client confidentiality is always maintained, especially when developing plans to strengthen a company's strategy for survival, growth, revitalization, or preparation for sale. We can locate sellers or buyers, structure agreements, and provide intermediary and negotiation services. We become the catalyst to guide the participants during this process.

We, at Strategic Management Partners, Inc., are experienced Strategists. What is a Strategist? We believe it means those who are masters at:

- S**trategic Repositioning
- T**ransition Leadership for Effective Change
- R**estructuring Operations & Processes for Control
- A**sset Recovery In/Out of Bankruptcy
- T**ransaction Structure, Merger & Acquisition Negotiation
- E**quity Capital Management & Investing
- G**enerating Value for Stakeholders
- I**nvestment Advisory & Viability Prognosis
- S**takeholder Representation
- T**urnaround and Crisis Management, Workouts

### Our Experience

Since 1988 we've become world-wide specialists in Strategic Repositioning, Corporate Renewal, Valuation Enhancement, Mergers and Acquisitions, Defense Conversion, Transition into New Market Segments, Complex Systems Integration, and Equity-Capital Management.

We specialize in providing solutions where automation is a key to success.

We've been involved in asset recovery totaling over \$85 million, and have consulted with, and operationally-run public and private companies in transition situations.



# A BRIGHTER TOMORROW.

We've been influential in business development totaling over \$820 million. We like to apply revenue-driven turnaround techniques for our clients wherever possible.

We've been involved in over 40 transactions, acquisitions and divestitures worth over \$730 million at the time of transaction in a diverse set of industries—from spinoffs, to stand-alone deals, to combining companies into strategic entities, to taking companies public.

## Our Credentials

Over \$80 million in privatization restructuring funds were raised in Slovenia. We are in the process of raising \$50 million for the Strategic Equity Capital Investment Fund to focus on venture investing in troubled situations where we can take control. We have alliances with other capital sources for investment when we are the management.

Strategic Management Partners, Inc. has substantial experience advising private companies, corporations, governments, and individuals on the strategic and mechanical issues of corporate development, operating management, and equity investing.

We maintain a database of proven professionals who can be called upon to bring depth to any assignment whenever needed. We were co-founders of the Enterprise Management Consortium, a group of seven firms aligned to provide services to the U.S. Government Department of Justice in enterprise management situations.

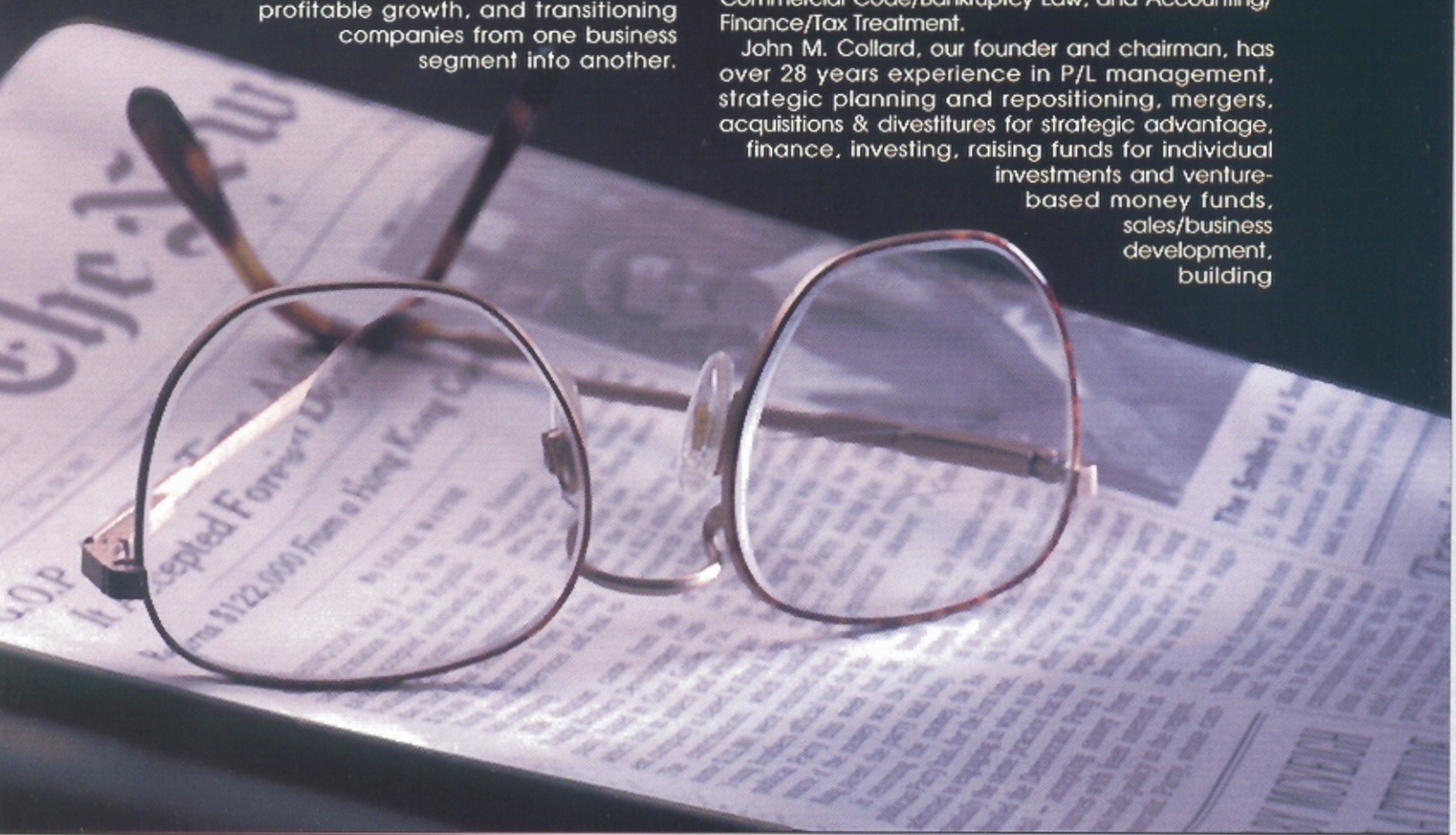
Our documented success stories capitalize on building organizations, managing companies to profitable growth, and transitioning companies from one business segment into another.



We are particularly adept at taking federal government contractors into commercial and international marketplaces and vice versa. We transform companies from demand economy to a free, competitive-market environment.

Strategic Management Partners, Inc. is staffed by professionals who have undergone rigorous testing and background reference checks, who have impeccable references and accomplishments, who possess no less than 20 years of senior operating management or transition-management experience, who strictly adhere to the international Turnaround Management Association's Code of Ethics, and who have passed an examination test for comprehension and understanding of the Body of Knowledge given by the Association of Certified Turnaround Professionals on Management Practices/Cash Flow Enhancement, Uniform Commercial Code/Bankruptcy Law, and Accounting/Finance/Tax Treatment.

John M. Collard, our founder and chairman, has over 28 years experience in P/L management, strategic planning and repositioning, mergers, acquisitions & divestitures for strategic advantage, finance, investing, raising funds for individual investments and venture-based money funds, sales/business development, building



selling and marketing teams, and operational auditing, in public and private companies, as well as in both healthy and troubled situations. He maintains a top-secret security clearance, and is one of only 95 individuals in the world to earn the coveted Certified Turnaround Professional (CTP) designation.

What does the CTP designation mean to you?

- I. Confidence in hiring only trained, qualified professionals who meet stringent criteria.
- II. Professionalism in the caliber of work completed.
- III. Thorough knowledge of the basic business model, the troubles that plague a struggling company, the law, and the bankruptcy and recovery processes.
- IV. Integrity in validating our findings, accurate reporting, and ethical behavior during the engagement.
- V. Clear, concise, timely communications during the entire process.
- VI. RESULTS

Mr. Collard is past chairman of the Turnaround Management Association (an international professional association with over 2,500 members), serves on the T.M.A.'s Board of Directors, and serves on the Association of Certified Turnaround Professionals' Board of Directors.

He is a distinguished author and speaker on the topics: Owner/Director Risk, Early Warning Signs Pinpoint Trouble, Strategic Repositioning, Prepare A Company To Cash Out At Maximum Value, Venture & Equity Investing, Incentive-Based Management.

He's been an advisor to President Clinton's National Economic Council, Bankruptcy Working Group and Technology Reinvestment Programs, The World Bank, EBRD, and numerous investor groups.

He taught Western transition management and equity capital investing techniques to Boris Yeltsin's Bankruptcy Law Reform Delegation and Russian officials and business leaders in Moscow, Ljubljana, Slovenia and Toronto.

While the majority of his work has been based in the U.S., he's run companies and subsidiaries in the UK, Germany, Canada and Slovenia; has acquisition and business development experience in Canada, Europe, Central Europe, the Far East, and Middle East; has spent eight months raising an \$80 million privatization restructuring capital fund in Slovenia, and has consulted with EBRD and The World Bank on turnaround and privatization.

He claims to be most comfortable of all; however, managing at the CEO level for companies ranging from \$10-to-\$100 million.

Strategic Management Partners, Inc. has been named twice to the Top 12 Outstanding Turnaround Management Firms by Turnaround & Workouts Magazine, and Mr. Collard has been honored by the Turnaround Management Association as the 1993 recipient of their award for Outstanding Contribution

to the Corporate Renewal Profession, as well as other prestigious recognitions as a business leader.

Both Mr. Collard and Strategic Management Partners, Inc. have been featured and quoted in such notable publications as The Wall Street Journal, Washington Post, Baltimore Sun, London Times, Newsweek, Forbes, Money Magazine, Commercial Law Bulletin, Corporate Board, Military Engineer, and many more.

We invite you to thoroughly review the credentials of our firm and our founder, and to call us to set up an appointment to discuss how the lessons we've learned during past successes may apply to your situation.

You can feel confident in knowing that you'll have a vast resource of qualified, proven, experienced consultants or managers—whether in top management, finance, sales management or general management—whenever and wherever needed.

If you'd like additional information about any of the following topics, please let us know. We'd be happy to share it with you. Active Leadership to Enhance Value, Developing Strategies, Corporate Governance, The Process of Renewal, Walking A Tightrope of Risk, International Transition Management, Business & Operating Management, Generating Revenues to Grow, Balancing Change-Planning versus Reacting, Mergers, Acquisitions & Divestitures, Turnaround and Crisis Management, Bankruptcy Services & Avoidance, Re-Energizing the Sales Force, Building An Effective Selling Team, Money Management & Equity Capital Investing, Experts for Speaking Engagements, Articles on Turnarounds & Investing Around the World

### How To Find Us

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