



John M. Collard

John is chairman of Strategic Management Partners, Inc. an Annapolis, MD-based turnaround management firm specializing in investing private equity in underperforming companies, corporate renewal, investor post acquisition support, asset recovery, transition into new markets, and M&A. He is a nationally recognized expert in interim executive leadership, corporate governance, strategy formulation, change management, and equity investing. He has 35 years executive operating experience in rapid growth, transition and turnaround environments; can account for new business totaling \$670mil systems integration plus \$280mil commercial; \$85mil asset recovery; participated in 40+ transactions (acquire, divest, roll-up, IPO) worth \$780mil; and has been exposed to equity investing management through co-raising and co-managing an \$80mil venture fund.

John has strong operational leadership, strategic planning, financial, sales and marketing acumen developed building organizations in large and small companies, including as President of public & private middle-market companies providing solutions to Commercial, Federal, International, and Privatization market segments. Enterprises range from start-up to \$100+mil. He has had unique success repositioning underperforming firms, identifying strategic business initiatives, and dealing with issues. He served in senior C-Level executive positions at Network Technologies Group, Inc., Lockheed Martin, Computer Sciences Corp, Delta Data, Trans Union, Sowers Printing, RJO Enterprises, Cyber Dyne Corp. and other private enterprises in confidential engagements. He has been a board member and advisor of privately held companies and equity investment funds. He is currently considering raising the \$50-\$100 million Strategic Equity Capital Fund to invest in distressed, underperforming, and special situations.

He is Past Chairman of the Board of the Turnaround Management Association. He is one of 300 individuals in the world to earn the Certified Turnaround Professional (CTP) designation. *Turnarounds & Workouts Magazine* has twice named SMP among the 'Top 12 Outstanding Turnaround Management Firms'. He is frequently asked to speak or for quote on the topics: *Owner/Director Risk, Early Warning Signs Pinpoint Trouble, Equity Investing in Underperforming Companies, Incentive Based Management, and Value Creation Model*. He has been advisor to Presidents Bush², Clinton's National Economic Council, EBRD, World Bank, and Boris Yeltsin's Russian Privatization Agency; on small business issues, technology reinvestment, turnaround management and equity investing techniques. He is a graduate of Southern Illinois University (SIU) and studied design with R. Buckminster Fuller. He is inductee to SIU Alumni Hall of Fame. He currently serves on External Advisory Board to Chancellor and CoBA Dean at SIU. He has a Top Secret security clearance.