



Strategic Management Partners, Inc.



*Outside Director/Advisor • Leadership •
Turnaround/Transition Management •
Raise Capital • New Business Development*

Services:

Outside Director — Board of Director or Advisory Board guidance in transition, business development, capital raising, and turnaround situations. *Advisor, Leader.*

Raise Capital — Finder. Capital Raising Advisory Board. Utilize pre-existing accredited investor relationships to introduce transactions. *Find Money.*

Business Development — Improve Win Ratio. Strategy. Bid Information Review. *Acquire/Implement Business.*

Turnaround Management — Advise troubled company. Get Control. Put Plans in Place and Team to Execute. Raise Money. *Build Equity Value.*

The Firm:

SMP is a nationally recognized turnaround management firm specializing in outside director leadership, executive management consulting, asset & investment recovery, investing in & rebuilding distressed companies, business development, executive CEO leadership, private equity advisory. We are CEOs/Directors. We rebuild value. SMP Celebrates 25+ Years Serving Our Clients

Industry Expertise:

Turnaround Management, Restructuring, Distressed Investing. We bring objectivity and credibility to special situations and return stakeholder value. Transition.

Prefer manufacturing, job-shop, federal gov't contracting, defense, aerospace, engineering services, communications, information technology, software, computer, hightech, integration, electronics, fabrication, printing, real estate, construction, marine, finance, medical, and distribution.

Key Skills:

Ability to evaluate situations quickly, determine viability, problems, recovery strategy, transition/capture plan; then you can execute, raise money, conduct purchase or sale, and implement operating improvement strategies.

Background Summary of Principal:

John M. Collard, Chairman

Over 35 Years of Operating Experience in rapid growth, transition, turnaround environments

Serves on Board of Directors/Advisors

Asset & Investment Recovery of \$85mil+

*Com'l, Fed'l, Int'l New Business
Totaling \$950mil plus. Win Ratio @ 3.5 of 5.0*

Participated in over M&A 45 Transactions (acquire, divest, roll-up, pool, IPO) worth \$1.2bil

*Private Equity Investing [raise/manage] \$80mil fund
Carried Interest Model.*

Credited with 2,450 jobs saved and new growth.

Developed Bid Information Review Process (BIR)

*Developed Transition Plans to enter Commercial Systems
Integration Market. (Martin Marietta and CSC)*

*Certified Turnaround Professional (CTP)
Certified International Turnaround Manager (CITM)*

*Past Chairman, Turnaround Management Association
Past Chairman, Association of Interim Executives
Senior Fellow, Turnaround Management Society
Studied Design with R. Buckminster Fuller
Top Secret Security Clearance*

M&A Transaction Industry Segments:

*Technology (Software, Integration, Services, Hospital)
Industrial/Manufacturing (Environmental, Hardware)
Leasing (Rolling Stock, Construction, Medical)
Ocean Shipping (Flag Vessels, Charters, Containers)
Real Estate Development (Land, Communities, Wharf)
Banking and Credit Services (Systems, Services)
Import/Export (Equipment, Supplies, Services)*





Select Articles of Interest by John Collard:

Six Ways Outside Directors Impact Business Growth. Private Company Director. Directors & Boards
www.StrategicMgtPartners.com/library/pcddirectors.pdf

All Leaders Are Not Created Equal. Change Leader Style. Director's Monthly. National Assn of Corporate Directors
www.StrategicMgtPartners.com/library/dml.pdf

You Must Build Company Value Before You Can Value It. 8a Magazine. SBA's 8a Business Development Program.
www.StrategicMgtPartners.com/library/8avalue.pdf

Value Creation Model. Shareholder Value Magazine.
www.StrategicMgtPartners.com/library/svm-vcn.pdf

The Money Is Out There: Keys To Raising Capital In Tough Times. Chief Executive Magazine
www.StrategicMgtPartners.com/library/cemoney.pdf

Is Your Company In Trouble? Early Warning Signs. The Corporate Board Magazine.
www.StrategicMgtPartners.com/library/tcb.pdf

Defense Conversion, Myth or Mystery? Military Engineer.
www.StrategicMgtPartners.com/library/tmedef.html

How To Restructure A Defense Contractor. Successful Restructurings. Turnaround Corner.
www.StrategicMgtPartners.com/library/djexit.pdf

Mission Possible: Set Strategy With Mission Statement. BMDO Update. National Technology Transfer Center.
www.StrategicMgtPartners.com/library/bmdo-m.pdf

Incentive-Based Management. Show Them the Money. Fabricator Magazine. Fabricators & Manufacturers Int'l.
www.StrategicMgtPartners.com/library/fm-ibm.pdf

Liquidate the Company. Start Over. SmartCEO Magazine.
www.StrategicMgtPartners.com/library/sceoliquidate.pdf

Selling Your Medical Practice? You'll Need Exit Strategy. Physician Leadership Journal
www.StrategicMgtPartners.com/library/physicianexit.pdf

Phases & Actions in Recovery and Turnaround Process. RMA Journal. Risk Mgt. Assn. Commercial Bankers
www.StrategicMgtPartners.com/library/rmaphases.pdf

Awards and Honors: Recognized for Excellence

John inducted to Turnaround Management, Restructuring, and Distressed Investing Industry Hall of Fame

John received Interim Management Lifetime Achievement Award from Association of Interim Executives

John received SmartCEO Distinguished Leadership Award

John received Prince Georges Business Leader of the Year

SMP received Acquisition Int'l Turnaround Firm of the Year

SMP received Maryland Small Business of the Year and received the Governor's Citation

Turnaround & Workouts Magazine twice named SMP as a Top 12 Outstanding Turnaround Management Firm

SMP wins Global M&A Network's Turnaround Atlas Award: Boutique Turnaround Consulting Firm of the Year

SMP on Baltimore Business Journal's List of Most Active Turnaround Firms in Mid-Atlantic Region Every year

SMP & Collard received M&A Advisor "Turnaround Firm of the Year" and "Turnaround Consultant of the Year"

John inducted into Southern Illinois University (SIU) Alumni Hall of Fame and named Business Leader of Year. Studied Design with R. Buckminster Fuller.

President Yeltsin honored John's work for World Bank developing a course to teach Western Turnaround Management and Equity Capital Investing Techniques by naming 'Anti Crisis Management' as a new profession.

John/SMP have been called upon as advisors to Presidents Bush ^[41 & 43], Clinton, Reagan, and Yeltsin, World Bank, EBRD, Company Boards, and Investors.

John/SMP have been featured for work in turnarounds & investing and published in Wall Street Journal, Washington Post, Baltimore Sun, Warfield's, Turnarounds & Workouts, Thomson's Buyouts, Successful Restructurings, Smart CEO, Success Magazine, American Business Journals, Fabricator, Military Engineer, BMDO Update, Chief Executive, Private Company Director, Corporate Board, Directorship, Journal of Private Equity, Mergers & Acquisitions, Dow Jones, Global Banking & Finance, Shareholder Value, and many more.

John is Past Chairman of Turnaround Management Assn, a TMA Founder, serves on Past Chairman's Council, served on Oversight Committee for the Certified Turnaround Professional program, and received TMA's Award for Outstanding Contribution to Corporate Renewal Profession

Contact:

John M. Collard, Chairman
Strategic Management Partners, Inc. 
522 Horn Point Drive, Annapolis, Maryland 21403
www.StrategicMgtPartners.com
John@StrategicMgtPartners.com Or Strategist@aol.com
Call (410) 263-9100