



**JOHN M. COLLARD, CHAIRMAN
STRATEGIC MANAGEMENT PARTNERS, INC.**

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| Areas of Expertise: | Turnaround Management Asset Recovery Corporate Renewal Governance Crisis Management Business Development & Management Strategy Formulation & Implementation Bankruptcy Services or Avoidance Corporate White Collar Fraud | Interim Executive Leadership Investing in UnderPerforming Companies Investing in Distressed Troubled Companies Equity Capital Management Mergers & Acquisitions (M&A) Corporate Growth & Revitalization Operating Losses & Declining Revenue Trends Unexpected Business Leadership Interruption |
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Firm Profile: Strategic Management Partners is a nationally recognized turnaround management, corporate renewal and equity capital investing firm. Helping clients support litigation, recover assets, restore value to troubled portfolio companies, prepare entities for 'cash out' at maximum value, and invest private equity in underperforming opportunities.

Expert Profile: Mr. Collard is a recognized expert in executive leadership in turnaround situations, corporate renewal governance, strategy formulation, and investing in underperforming distressed troubled companies. He has 35 years senior and C-Level operating experience in rapid growth, transition and turnaround environments; \$85mil asset recovery; \$920mil new business; participated in over 40+ transactions (acquire, divest, roll-up, IPO) worth \$780mil; and exposure to private equity investing management carried interest model through co-raising/managing an \$80mil fund.

Mr. Collard has strong operational leadership, strategic planning, financial, sales and marketing acumen developed building organizations in large and small companies, including President of public & private middle-market companies providing solutions to Commercial, Federal, International, and Privatization market segments. He has had unique success repositioning underperforming firms, identifying strategic business initiatives, and dealing with the real issues.

Mr. Collard is a Certified Turnaround Professional. He has Top Secret security clearance. He frequently speaks or quotes on: Owner/Director Risk, Early Warning Signs Pinpoint Trouble, Corporate Renewal Governance, Equity Investing in Underperforming Distressed Troubled Companies, Value Creation Model, Defense Conversion, and Change Leadership Style to Get Results. He studied design with R. Buckminster Fuller.

Professional Experience: 1989-Present. Chairman, Strategic Management Partners, Inc., Annapolis, MD
1987-1989. Executive Director/Vice President, Computer Sciences Corp., Fairfax, VA
1978-1987. Executive Director/VP, Martin Marietta, Bethesda, MD [Lockheed Martin]
1974-1978. Investment and M&A Consultant, Denver, CO
1969-1974. Financial Analyst, Trans Union Corporation, Chicago, IL

Professional Highlights: Advisor to Presidents Bush², Clinton, and Yeltsin, World Bank, EBRD, Company Boards, Equity Capital Investors on executive leadership, turnaround management and equity investing. Past Chairman, Turnaround Management Association. *Turnarounds & Workouts Magazine* has twice named SMP among 'Top 12 Outstanding Turnaround Management Firms'. Maryland Small Business of the Year, received the Governor's Citation. Serves on numerous boards of directors and advisory boards.

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www.StrategicMgtPartners.com or www.StrategistLibrary.com