

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

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Areas of Expertise:

Asset Recovery	Interim Executive Leadership
Bankruptcy Services	Investing in Under Performing Companies
Business Development & Management	Leveraged Buyouts
Corporate Governance	Mergers & Acquisitions
Crisis Management	Strategy Formulation & Implementation
Equity Capital Management	Turnaround Management

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 governance, strategy formulation, and investing in underperforming companies. He has 35 years senior 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 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 Governance, Equity Investing in Underperforming Companies,* and *Value Creation Model*. 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. Reached Executive Director/VP, Martin Marietta, Bethesda, MD
- 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, and Equity Capital Investors on 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'. Serves on numerous boards of directors.