



Strategic Management Partners, Inc.



John M. Collard *Resume*

*Turnaround Executive • Outside Director •
Asset Recovery • Distressed Equity Investing •
Business Development • M&A Transactions*

Summary:

Expert in turnaround management, interim executive leadership, outside director corporate renewal governance, asset & investment recovery, investing in underperforming companies. 35 yrs executive operating experience in rapid growth, transition & turnaround environments; new business totaling \$950mil+; \$85mil asset investment recovery; participated in over 45 transactions (acquire, divest, roll-up, IPO) worth \$780mil; have been exposed to private equity investing through co-raising and co-managing an \$80mil venture private equity privatization fund.

Strong operational leadership, strategic planning, finance, 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 markets. Enterprises range from start-up to \$100+ mil.

Industry expertise: Manufacturing, Job Shop, Federal Government Contracting, Defense, Engineering Services, Computer Processing/Services/Software/Integration, Communications, Electronics, High-Tech, Aerospace, Fabrication, Finance, Construction, Real Estate Development, Commercial Printing, Wholesale, and Marine Services. Unique success dealing with critical issues.

Certification—Honors:

Turnaround Atlas Award: Turnaround Consulting Firm of Year (Boutique) — Turnarounds & Workouts named SMP among Outstanding Turnaround Mgt Firms — Maryland Small Business of the Year, and Governor's Citation — Prince Georges Business Leader of Year — John Entered Turnaround Management, Restructuring, Distressed Investing Industry Hall of Fame — Past Chair, Association of Interim Executives — Past Chairman, Turnaround Management Association — Inducted into Southern Illinois U Alumni Hall of Fame — Certified Turnaround Professional — Certified Int'l Turnaround Manager — More — Top Secret Security Clearance

Career History:

Dec '88 to Present Chief Executive Officer, President, Strategic Management Partners, Inc., Annapolis, Maryland

Turnaround management firm specializes in investing in underperforming distressed troubled companies, strategic repositioning, asset recovery, M&A, interim CEO executive leadership. Confidential Clients. Select engagements: CEO of Network Technologies Group, Inc. CEO of Xcellent Ventures, LLC. Director, COO, Chief of Start-Ups of CyberDyne, an R&D private equity fund bringing Photonic transistor technology to market. CEO of CyberCom. Raised 60mil ECU (\$80mil US) from banks with troubled portfolios, Slovene Government, and EBRD; managed a venture asset management fund, to invest in underperforming enterprises. Contractor to World Bank; developed course to teach western turnaround management & equity investing techniques. Interim COO of commercial printer; restructured company, hired management team and sales force, reestablished bank relations, revenue up 30%, productivity up 20%, gained positive cash flow and profitability. President, COO of Delta Data Systems, a \$25mil NASDAQ traded manufacturer (TEMPEST) of microprocessor based equipment; orchestrated turnaround, divested subs (UK, Germany) and services division to raise \$3.4mil, built \$6mil backlog. Interim Exec, COO of \$59mil telecom firm; created plan and entered commercial market, developed management team, improved win ratio to 45%, implemented incentive structure, and divested S/W operation. Advisor to COO of \$33mil weapons system defense contractor; repositioned company to enter environmental market, created vision statement, designed Bid Information Review process and incentive based compensation, finalized three major wins, divested international sub for \$10mil. Other turnarounds include companies in manufacturing, electronics, engineering services, communications, software, systems integration, small business government contractor, real estate, construction, healthcare, and finance.



Career History (continued):

Jun '87 to Nov '88 Executive Director/VP, Computer Sciences Corporation, Fairfax, Virginia

As Deputy to President of \$200mil Division, identified strategic business initiatives, developed plan to enter Commercial S/I market - \$4mil revenue booked, and negotiated AT&T teaming alliance on Treasury TMAC; won \$1.4B total award, \$300mil for CSC

Feb '78 to May '87 Reached Executive Director, Martin Marietta (now Lockheed/Martin), Bethesda, Maryland MMDS, a \$480mil Operating Systems Integration Division

Member, Task Force formed by president of Martin Marietta, developed strategic plans to enter Commercial Systems Integration Market. Executive Director: built start-up business unit to pursue computer, communications and systems integration programs in Federal and Commercial sectors; grew to \$14mil revenue, \$56mil firm contract backlog, 80 employees. Director, New Business Development: acquired Mathematica \$35mil and Oxford Software \$6mil - DBMS, productivity S/W; created strategy to Win \$102mil DOL and \$225mil Navy Contracts. Director: managed \$21mil commercial operation providing manufacturing and banking software solutions; shifted focus, grew sales, 4 major wins totaling \$76mil, cut costs, grew unearned revenue reserve \$2.1mil, backlog \$53mil; resulting in turn from (\$2.5mil) loss to \$3.2mil profit. Director: turned troubled hospital information systems division from (\$2.4mil) loss to \$1.8mil profit, completed fulfilling contracts, sold division to Baxter Travenol for \$6mil. Manager of Business Development: restructured remote computing service (RCS), software support and communications network pricing algorithms to transition from commercial into federal markets (Armed Services, NASA, Labor, Etc.); during 14 months won 12 multi-year contracts that produced over \$370mil during full contract life. Managed network operations (Satellite, Fiber Optic, Microwave, Terrestrial) bandwidth allocations.

Feb '74 to Jan '78 Self employed consultant, Denver, CO

Provided computer simulation, parametric modeling, financial viability analyses, and valuation services to advise investors acquiring companies and investments, totaling \$20mil. Developed methodology to value loan portfolio, prior to resale, for Security Pacific Mortgage Corp. Purchased and rezoned land for six B. B. Andersen Development Co. HUD housing projects.

Jul '69 to Jan '74 Financial Analyst, Trans Union Corporation, Chicago, Illinois

Provided operational auditing, investment, disclosure, tier structure and tax consequence analyses, and participated in 20 acquisitions, 4 divestitures, 4 role/start-ups, including start of Trans Union Credit Reporting Corp., and build-up and IPO of Ecodyne, totaling \$500mil revenue or leased asset size, and \$350mil in price paid or received.

Accomplishments:

Advisor to Presidents Bush⁴³ Business Advisory Council; Clinton's National Economic Council, Bankruptcy Work Group, Bankruptcy Review Commission, Defense Technology Reinvestment Program, Commission to Promote Small Business; Bush⁴¹ NEC, Technology Commercialization Initiative — Yeltsin's Privatization Agency, Law Reform Delegations — European Bank for Reconstruction and Development on Restructuring and Turnarounds — World Bank on Western Turnaround Management & Equity Investing Techniques

Professional Affiliations:

Board of Directors: Turnaround Management Association; Association of Interim Executives; Turnaround Management Society; private companies. — Assn Corporate Directors, Assn Corporate Growth, American Bankruptcy Institute, CLLA, Advisory Board to Chancellor SIU. Company outside director.

Education / Personal:

BS, Southern Illinois University, 1969, Financial Management, Architectural Engineering — Studied design with R. Buckminster Fuller — Advanced M&A Study, Kellogg Graduate School Mgmt, Northwestern U — CTP Advanced Education, Northeastern U — Big 4 Audit Training — US Citizen

Author/Presenter:

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