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## Strategic Management Partners, Inc. Marks Milestone: 20 Years in Business

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Strategic Management Partners, Inc. - Turnaround Management and Equity Investing Experts

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Annapolis, MD

June 14 2008

Turnaround Management Experts bring about change: [www.StrategicMgtPartners.com](http://www.StrategicMgtPartners.com)

[Strategic Management Partners, Inc.](#) is proud to announce that it is celebrating 20 years in the business of serving its clients. The firm was founded in 1988 by John M. Collard, Chief Executive Officer, initially to help clients transition between market segments (to/from government, commercial, and international markets). The defense conversion market provided many opportunities and the firm prospered. When a federal government systems integrator fell on hard-times they brought in Collard to turn their company around. Since that engagement SMP has been involved in turning around troubled companies and advising investors on the intricacies of investing in underperforming distressed troubled companies.

During an interview with the Baltimore Sun, Collard said that when he realized '[my product is me](#)' he started his own business, [Strategic Management Partners, Inc.](#), to offer specialized services to troubled clients.

[Strategic Management Partners, Inc.](#) is a nationally recognized turnaround management firm specializing in interim executive leadership, turnaround and crisis management,

asset recovery, corporate renewal governance, and investing in underperforming distressed troubled companies. Based in Annapolis, Maryland, the company remains small and focused by design, and measures its success in terms of client company growth, assets recovered, return on invested capital, and jobs saved and created. SMP helps its clients recover assets, restore value to troubled portfolio companies, prepare entities for 'cash out' at maximum value, support litigation, and invest private equity into underperforming distressed troubled opportunities.

[The firm](#) has been advisor to Presidents Bush [41 and 43], Clinton, and Yeltsin, [World Bank](#), European Bank for Reconstruction and Development ([EBRD](#)), Company Boards, and Equity Capital Investors on leadership, corporate renewal governance, turnaround management and equity investing.

[Strategic Management Partners , Inc.](#) was named [2007 Maryland Small Business of the Year](#) and received the Governor's Citation as a special tribute to honor their selection from Governor Martin J. O'Malley, The State of Maryland.

Turnarounds & Workouts Magazine has twice named SMP among [Top Outstanding Turnaround Management Firms](#). The firm has been featured in the Wall Street Journal, Washington Post, Baltimore Sun, and [many others](#). Our principal, John Collard, has written and had published [many articles on turnaround management and investing](#).

[Strategic Management Partners , Inc.](#) has supported the Turnaround Management Association ([www.Turnaround.org](#)) since it was founded, played an active role in its leadership, and actively promotes the corporate renewal profession and the Certified Turnaround Professional Program ([www.actp.org](#)). Collard is Past Chairman of the TMA, serves on the [Past Chairmen's Council](#), and is a [Contributing Editor to the Journal of Corporate Renewal](#).

"We are very proud of our clients' accomplishments, and that we could be a catalyst to change," said John M. Collard, Chief Executive Officer of Strategic Management Partners, Inc. "We have three goals when we enter an interim CEO engagement: 1) Gain control of a dire situation, stabilize work environment and jump-start the company; 2) Establish a viable plan, rebuild an enduring management team to implement that plan; and 3) Hire our replacement. We believe true company value comes from a stable competent cohesive team of people resources committed to company growth, profitability and prosperity. We do not build-up the number of consultants on engagements because when they leave all of the value leaves with them. Instead, we utilize the client's employees and take them to the next level. We build value into the company for the employees, investors and all stakeholders."

"When we advise company boards, litigators, institutional and private equity investors on the acquisition of a distressed company or corporate renewal governance we bring together 35 years senior operating leadership experience, \$85M asset recovery, 40+ transactions record worth \$780M+, and \$80M fund management expertise. This set of

skills across multiple disciplines brings a required perspective in these intricate situations.”

[###](#)

Reference:

[www.StrategicMgtPartners.com](http://www.StrategicMgtPartners.com) [Turnaround Management Experts](#)

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[www.StrategistLibrary.com](http://www.StrategistLibrary.com) [Library of JC Articles](#)

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