

Strategic Management Partners, Inc. Celebrates 25 Years Turning Around Troubled Client Companies

Strategic Management Partners, Inc. is celebrating 25 years in the business of turning around troubled client companies, advising company board of directors, and advising private equity investment and recovery. www.StrategicMgtPartners.com

November 24, 2013 (FPRC) -- Strategic Management Partners, Inc.: turnaround managers ready to run troubled companies, recover assets from investments gone bad, advise boards of directors and investors on company viability in distressed situations. We provide strong interim and operational leadership, strategic planning, financial, defense conversion, 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.

When we enter an interim CEO engagement we have three goals to accomplish: 1) Gain control of a dire situation, stabilize work environment, establish breakeven, 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 investors and all stakeholders.

John M. Collard, Chairman, Strategic Management Partners, Inc., said "We are proud of the work that we have done and our many success stories. Turnarounds are like re-beginnings – they must build teams, differentiate and sell products and services, raise capital, and grow." Collard continued. "I have witnessed many changes in the business of turning around troubled companies in 25 years. Today, while Interim CEO engagements are important, there is a trend toward adding advisors in the role of outside directors at the company, or recovery fund experts in private equity fund management. The key is to recognize that there is trouble and bring is leadership who can make a difference."

Our Principal:

John M. Collard is a Certified Turnaround Professional (CTP), and a Certified International Turnaround Manager (CITM), who brings 35 years senior operating leadership, \$85M asset and investment recovery, 45+ transactions worth \$780M+, and \$80M fund management expertise to run troubled companies, serve and advise company boards, and raise capital. John has parachuted in as the Interim CEO and serves as an outside director. John is Chairman of Strategic Management Partners, Inc. in Annapolis, Maryland, USA. John is inducted into the Turnaround Management, Restructuring, and Distressed Investing Industry Hall Of Fame, Past Chairman of Turnaround Management Association (TMA), Chairman of Association of Interim Executives (AIE), and Senior Fellow of Turnaround Management Society (TMS).

The Firm:

Strategic Management Partners, Inc. (www.StrategicMgtPartners.com 410-263-9100) is a turnaround management firm specializing in interim management and executive CEO leadership, asset and investment recovery, board and private equity advisory, and raising money. The firm has

been advisor to Presidents Bush (41 & 43), Clinton, Reagan, and Yeltsin, World Bank, EBRD, Company Boards, and Equity Capital Investors on leadership, governance, turnaround management and equity investing. SMP was named Maryland's Small Business of the Year, and received the Governor's Citation. Turnarounds & Workouts Magazine has twice named SMP among the 'Top Outstanding Turnaround Management Firms'. American Business Journals named SMP among the Most Active Turnaround Firms in Baltimore, Washington, and Mid-Atlantic Region. Global M&A Network Turnaround Atlas Awards named SMP as Boutique Turnaround Consulting Firm of the Year.

Primary Areas of Expertise:

Turnaround and Crisis Management
Interim Executive CEO Leadership in Turnaround or Unexpected Situations
Leadership and Management in Troubled Investments
Investing in Underperforming Distressed Troubled Companies
Recovery Fund Management and Advisory
Private Equity Advisory
Asset Recovery for Investors
Recovery Assessments Before Investing that Next Tranche
Company Viability
Building Companies to Create Value
Mergers & Acquisitions
Corporate Renewal Governance
Revenue Driven Turnarounds
Defense Conversion
White Collar Fraud and Misrepresentation
Litigation Support
Raising Money

Industry Expertise:

Commercial, Federal, International New Market Penetration
Middle Market and Small Business
Manufacturing
Job Shop Manufacturing
Engineering and Professional Services
Computer Processing/Services
Software Development
Systems Integration
Integration Solutions
Communications
Defense Electronics
Aerospace
Federal Government Contracting
High-Tech
Finance
Fabrication
Printing.
Marine Services
Real Estate Development and Construction

Reference:

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