

Why Executive Smarts?

Executive Smarts Advisors ARE NOT analysts, report writers, or all things to all people. We solve specific business problems, teach, mentor and transfer our knowledge to our client's organization.

- **Experienced advisors** ... 20+ years average
- **Breadth of knowledge** of mission critical business solutions
- **Focus** on transforming your vision to reality
- **Understanding** of business strategy execution
- **Track record** of business success
- **Shorter delivery timeframes** and hands-on work philosophy
- **Cost effective and efficient** delivery of services
- **Partnering philosophy** ...a win-win relationship with our clients
- Focus on **knowledge transfer** to make our clients self sufficient
- Focus on **rapid successes and continuous improvement...**
doing what is right for our clients

Executive Smarts

LLC

TM

Senior Level Advisors
Transforming Vision into Reality

Executive Smarts

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Who We Are...

Executive Smarts is an Advisory Group providing business strategy and performance improvement solutions for domestic and international companies. Our Advisors are senior level subject matter experts in supply chain management, financial controls, leadership development and operations management. We leverage our combined experience to help companies maximize enterprise value and profitability.

Executive Smarts Leadership



Jim Stewart - Founder and CEO

Specialization: all phases of revenue growth, corporate restructuring, strategy development and execution, mergers and acquisitions and operational turnarounds. Previous positions: Board Member, CEO and President. Texas A&M graduate.



Edwin Beall - Principal

Specialization: supply chain, global sourcing, operational turnarounds, M&A integration, process improvements and lean operations. Previous positions: COO, Board Advisor, VP-Supply Chain and Sr. Consulting Manager. Texas A&M graduate.



Jay Foersterling - Principal

Specialization: all aspects of M&A, new product development, strategic planning, and sales and marketing strategy. Previous positions: CEO and Sr. Consulting Manager. Utah State University MBA graduate.



Michael Lanham - Principal

Specialization: start-ups, IPO's and all aspects of M&A and raising capital. Previous positions: President, CEO, and COO in the Telecom software development and high tech industries. SMU graduate with BS in Political Science and Master of Public Administration.



Jim Potter - Principal

Specialization: revenue growth, financial performance, turnarounds, team building, and leadership development. Previous positions: President, CEO and COO. Graduate of Texas Tech University and SMU Graduate School's Dispute Resolution program.

What We Do...

Our Value Proposition

We are dedicated to the goals of our clients. By leveraging the real life experience of our advisors, we collectively evaluate business alternatives to develop and deploy solutions that expeditiously overcome challenges, mitigate risk and maximize returns. Our highly regarded advisors provide companies with an unparalleled combination of value, quality, agility and breadth of experience.

**To meet your needs,
Executive Smarts offers the following business solutions:**

Strategic Advisory Services

- ✦ Our advisors assess the current state of your company and build plans for strategic paths to maximize enterprise value.
- ✦ We strengthen your core business and focus your enterprise on:
GROWTH, PROFITABILITY & PERFORMANCE IMPROVEMENTS

Interim Management Services

- ✦ Focused on your specific needs, Executive Smarts provides a range of interim services where your company lacks the resources or expertise for specific business requirements including:
 - ✦ Board of Director Participation
 - ✦ Senior and mid level executive placement
 - ✦ Subject matter experts for business strategy projects

Merger & Acquisition Strategies

- ✦ Our senior advisors can help guide you through the M&A transaction to ensure that you achieve your strategic goals and maximize profit opportunities.
Specific services include:
 - ✦ Post-transaction integration
 - ✦ Acquisition targeting
 - ✦ Cost minimization
 - ✦ Due diligence

Business Optimization

- ✦ Our advisors provide relevant real-world experience and strong track-records to help your company develop strategies that capitalize on future business opportunities and provide sustainable improvements in areas such as:
 - ✦ Performance & Productivity
 - ✦ Supply Chain Optimization
 - ✦ Global Sourcing / Outsourcing
 - ✦ Cost Alignment and Profitability
 - ✦ Operational Restructuring
 - ✦ Go to Market Effectiveness