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### **Col. Tom Stautz (US Army, Ret) Joins SMI**

Col. Tom Stautz (US Army, Ret.) has joined Strategic Marketing Innovations (SMI) as a senior advisor. He brings more than 30 years of private and defense sector experience in program management, product development, business development and defense acquisition, much of it within the military's special operations community.

"Tom is a proven leader and brings an exceptional array of experience to SMI. By combining his technical and business background with his military experience, he provides the company and our clients with a unique understanding of the federal government and the ability to translate the complicated requirements into successful business and product-development strategies. His experience in technical innovation and commercialization fits perfectly in the SMI business philosophy," says Ted Lynch, President and CEO of SMI. "We are pleased that Tom chose to join the SMI team."

Mr. Stautz served in the direct operational units of the Army's Special Forces. In addition, he has more than 15 years managing numerous Research, Development and Acquisition programs – most with accelerated schedules - or as the Director of various organizations supporting the Special Operations or Special Programs community. He holds an MBA in Acquisition Contracts Management from the Florida Institute of Technology and an MA in Strategic Studies from Deakin University, Australia.

SMI is a comprehensive government relations firm that specializes in helping clients secure funding for strategic initiatives.

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