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General Peter Pace and SM&A Join Forces

Former Joint Chiefs Chairman Brings 40-Plus Years of Military Experience to Leading Proposal and Program Management Provider

Newport Beach, California: Former Chairman of the Joint Chiefs of Staff General Peter Pace joined SM&A as President and CEO of SM&A Strategic Advisors, Inc. SM&A is the world's leading provider of business strategy and proposal development services that ensure clients' ability to win competitive procurements, and is a leading provider of program management services. General Pace will report to Cathy McCarthy, President and CEO of SM&A. In addition, General Pace has been named to the SM&A Board of Directors, bringing the total number of directors on the Board to nine.

“As the highest ranking officer in the United States military until this past fall, General Pace brings to our company an unmatched global perspective.” said Ms. McCarthy. “Strategic Advisors will be responsible for supporting SM&A’s initiatives by building thought-leadership and business intelligence capabilities for our existing and expanding markets. We believe General Pace’s leadership, experience and perspective will be invaluable to enhancing our ability to support our clients in “win strategies” for mission critical programs.”

General Pace served for more than 40 years in the Marine Corps before retiring in October 2007 from the most senior position in the United States Armed Forces. As Chairman of the Joint Chiefs of Staff from 2005 until 2007, he served as the principal military advisor to the President of the United States, the Secretary of Defense, the National Security Council, and the Homeland Security Council during a time of tremendous change in the nation’s strategic focus. Prior to becoming Chairman, he served as Vice Chairman of the Joint Chiefs of Staff from October 2001 to September 2005. General Pace holds the distinction of being the first Marine to have served in either of these positions.

“During the past few months, I’ve gotten to know Cathy McCarthy and the SM&A leadership team and I have been impressed with the value the organization brings to both its clients and our country,” said General Pace. “As I considered my post-military career options, the opportunity to make a difference by bringing effective and efficient solutions to the military personnel in the field, and by

helping the government get what it pays for on time and on budget was the major driver in my selection process. SM&A presents me with the best opportunity to pursue these goals. I look forward to working with our team and our clients as we expand our strategic advisory services.”

“We welcome General Pace to SM&A. His leadership and experience will be key elements in continuing SM&A’s growth and in helping our clients in their business strategies. I believe the step we are taking today will provide a transformational opportunity for our company,” concluded Ms. McCarthy.

During his distinguished military career General Pace commanded at every level, starting as a rifle platoon leader in Vietnam. He served overseas in Nam Phong, Thailand; Seoul, Korea; and Tokyo, Japan. He also served as the Deputy Commander of Marine Forces Somalia and later as Deputy Commander, Joint Task Force Somalia. A 1967 graduate of the United States Naval Academy, General Pace holds a Master’s Degree in Business Administration from George Washington University and attended Harvard University for the Senior Executives in National and International Security programs. The General is also a graduate of the Infantry Officers’ Advanced Course at Fort Benning, Ga.; the Marine Corps Command and Staff College in Quantico, VA; and the National War College at Ft. McNair, Washington, DC.

SM&A is a privately held management consulting firm founded in 1982. By providing strategic insight, capture and proposal management consulting, and comprehensive program services solutions, SM&A leads clients to Pursue, Win and PerformSM on competitive procurement projects. SM&A’s corporate offices are located at 4695 MacArthur Court in Newport Beach, California. For more information, call 949-975-1550, email clientservices@smawins.com, or visit www.smawins.com.

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