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## Renaissance Strategic Advisors Adds Graham Smart to its Board of Senior Advisors

Arlington, VA – Global aerospace and defense advisory firm Renaissance Strategic Advisors today named Graham Smart to its Board of Senior Advisors. "We welcome the addition of Graham to the team. He has extensive strategic leadership on both sides of the Atlantic, which will serve our clients well as they seek to achieve market growth at home and abroad", remarked John Kenkel, Managing Partner.

Graham retired in 2010 from Thales North America as a Senior Vice President, Strategy & Business Development. Over the last 25 years Graham has worked internationally in the defense and aerospace market and has gained a strong understanding of and forged important relationships in the business, political, and government fields in the field USA, U.K. and France, as well as the wider international market. With a strong M&A background he has also sat as a Director on a variety of Boards, built teams to grow business in highly competitive markets and has operated across diverse cultural and multi-national environments.

He began his career with Pilkington PLC in the U.K., a large international glass manufacturer, as an Operational Research Analyst. He progressed in the company through roles in Organizational Development, Program Management and Marketing and then became Managing Director of the high-tech optics business at Pilkington; a business which was focused on the defense and aerospace market. Through a series of acquisitions the Pilkington Defense businesses grew significantly through the late 1980s and Graham moved to VP of Strategy, and Business Development, and Sales and Marketing of a business with a revenue approaching $1 billion.

In the early 1990s Thompson-CSF bought 50% of the Pilkington Defense Business and Graham had a strategic leadership role in a French/British Joint Venture which significantly grew its home and international business with a strong contribution from the USA. Later, in the mid-1990s, Graham moved to be Vice President in the Thompson-CSF U.K. Corporate office to lead the strategic and business development. Graham moved in 2000 to the USA to a similar role as Senior Vice President in the USA Corporate Office of Thompson-CSF (later that year Thompson-CSF changed its name to Thales). There followed a decade of strong growth in the Thales business in the USA (defense, aerospace, security, space and rail transportation) to create the multi-billion dollar business that Thales now enjoys in the USA.

Graham Smart graduated in the U.K. with an Honors Degree in Mathematics and a Master's Degree in Applied Mathematics.

Managing Partner David Scruggs noted, "Graham brings with him a deep knowledge of applied strategy in the aerospace, defense and security markets. We are very pleased to have him with us."

Renaissance Strategic Advisors is a Washington, DC-based, aerospace and defense industry advisory firm focused on corporate strategy development, strategic business development services and due diligence/M&A support services. The firm works with clients across the full lifecycle – from venture start-ups to industry leaders; and up and down the value chain – from component manufacturers to prime contractors. In select cases, the company is also able to provide venture and private equity capital via affiliates and key strategic partnerships.

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