

CY SMITH

Operating Partner • Board Director • Strategic Advisor

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The most valuable opportunities rarely emerge from solving a single problem. They are created by connecting ideas, technologies, capital, partnerships, and people in ways that unlock new sources of enterprise value.

Cy partners with founders, CEOs, boards, private equity firms, family offices, and investors to accelerate growth, commercialize innovation, navigate strategic change, and build businesses positioned for long-term success. While his career has spanned enterprise software, telecommunications, supply chain, advanced analytics, manufacturing, and real estate, one theme has remained constant: integrating strategy, capital, partnerships, technology, and execution to create new sources of enterprise value.

Throughout his career, Cy has founded multiple technology companies, raised more than **\$30 million** in angel and venture capital, negotiated multiple eight-figure strategic partnerships and enterprise agreements, built executive leadership teams, and earned **24 U.S. and international technology patents**. His career reflects a consistent pattern of transforming emerging technologies, overlooked market opportunities, and ambitious ideas into scalable businesses, sustainable competitive advantage, and enduring enterprise value.

Across three founder-led companies—**Advance Technology Consultants, AirSage, and ketteQ**—Cy challenged conventional thinking, pioneered innovative business models, and transformed emerging technologies into successful enterprises. Each company served a different market, yet all shared a common objective: commercializing innovation, creating sustainable competitive advantage, and building enduring businesses.

Today, Cy serves as an Operating Partner, Board Director, and Strategic Advisor, partnering with ownership teams and executive leadership to accelerate growth, strengthen strategic positioning, raise institutional capital, commercialize innovation, and lead transformational initiatives. Drawing on decades of experience as a founder, CEO, inventor, and advisor, he enables organizations to integrate strategy, capital, partnerships, technology, and execution to create long-term value.

Cy believes that enduring enterprise value is created when strategy, capital, partnerships, technology, and execution operate as an integrated system. He is known for asking insightful questions, aligning diverse stakeholders around a shared vision, and translating complex strategic challenges into practical execution. His approach combines long-range strategic thinking with a relentless focus on execution, ensuring that vision is translated into measurable business outcomes.

Organizations engage Cy not simply because of what he has accomplished, but because of how he thinks. He brings clarity to complexity, challenges assumptions with insight and respect, aligns people around a shared vision, and enables leadership teams to see possibilities where others see obstacles. Every engagement begins with the same question: What opportunity are others not seeing? That question has defined his career—and continues to shape the organizations he serves today.