

CY SMITH

Operating Partner • Board Director • Strategic Advisor

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Executive Profile

Growth-oriented executive, entrepreneur, operating partner, board director, and strategic advisor with more than four decades of experience founding, scaling, financing, and advising high-growth companies. Recognized for helping founders, CEOs, boards, and investors see opportunities others miss, then aligning strategy, capital, partnerships, and execution to create enterprise value. Proven track record building and commercializing innovative businesses across enterprise software, AI, supply chain, advanced analytics, manufacturing, and real estate. Trusted advisor to executive teams navigating growth, transformation, capital formation, strategic transactions, and complex business challenges.

Core Strengths

Strategic Growth & Business Scaling
Capital Formation & Investor Relations
Board & Executive Advisory
Strategic Partnerships
M&A & Corporate Development
Business Transformation

AI & Digital Transformation
Enterprise Software Strategy
Advanced Analytics & Data
Manufacturing & Operations
Real Estate Investment
Innovation & Intellectual Property

Career Highlights

Founded and scaled multiple technology companies from startup through commercialization.

Raised more than \$30 million in angel and venture capital.

Negotiated multiple eight-figure strategic partnerships and enterprise agreements.

Holder of 24 U.S. and international patents.

Built executive teams across software, analytics, AI, manufacturing, and real estate.

Trusted advisor to founders, CEOs, boards, and investors on growth, strategy, and value creation.

Professional Experience

Operating Partner | Strategic Advisor

Partner with founders, CEOs, boards, private equity firms, and family offices on growth strategy, capital formation, commercialization, AI, strategic partnerships, and business transformation.

Advisory Engagements

2015-Present

Nokia	Data strategy & location privacy governance.
Comcast	Enterprise analytics & digital transformation.
CARL	Growth strategy, capital formation & executive advisory.
Private Equity Solutions	Institutional capital & business growth.
USA Apparel	Capital raising & manufacturing transformation.
Tradeflow Capital	U.S. distribution & investor development.

ketteQ

2018-2023

Co-Founder & CEO

Co-founded AI-powered supply chain planning company and served as CEO through 2023. Raised ~\$10M and grew the business to ~\$4M ARR before transitioning leadership.

AirSage

2000-2015

Founder & CEO

Pioneered mobile location analytics through exclusive carrier partnerships. Raised ~\$10M and grew the company to ~\$12M in annual revenue serving enterprise and government customers.

Advance Technology Consultants

1988-2000

Founder & CEO

Founded telecommunications consulting firm at age 26. Grew revenue from ~\$40K to \$12M and secured a landmark ~\$50M Tier 1 carrier contract.