



**W. Thomas Smith, Jr.,
Founder and Managing Partner Total Technology Ventures**

Mr. Smith is a founder and Managing Partner of Total Technology Ventures (TTV). TTV is a firm that invests in young entrepreneurs with start-up businesses aiming towards profitability. In that capacity, he serves on ten boards of directors.

He retired from IBM in 2000 after 30 years of service. From 1996 to his retirement, Mr. Smith served as Vice President, Small and Medium Business, IBM Americas. Prior to that, he was the Southern Area General Manager (appointed in 1986), with responsibility for IBM's sales, marketing, and services business for thirteen southeastern states.

Mr. Smith earned a B. S. Degree in industrial management from The Georgia Institute of Technology in 1969 and completed the executive program at Dartmouth's Amos Tuck School of Business in 1986.

Previous community involvement includes board membership in the Woodruff Arts Center, Central Atlanta Progress, and the Metro Atlanta Chamber of Commerce. He has also served as Campaign Chair for United Way of Atlanta and on Georgia Tech's Advisory Council.