

Press Release

The INSIGHT Group

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Building INSIGHT's Thought Leadership

Jay Connor and Walt Howell join *The INSIGHT Group*



Jay Connor



Walt Howell

The INSIGHT Group announced today that Jay Connor, former Executive VP for Hewlett-Packard, and Walt Howell, former executive at CSC, have joined the business services consulting firm as Partners.

Jay Connor has 37 years of executive, operational, and sales experience in the IT industry. He has worked in executive VP positions for HP, Compaq and Digital Equipment, holding the roles of Worldwide VP, COO for Professional Services for Compaq and Global Practice VP of Consulting and Integration for HP. At *INSIGHT*, Jay's broad experience will focus on providing solutions that best

satisfy our clients' needs in the areas of account management, service and sales management, financial strategy, and mergers and acquisitions. For more on Jay at *INSIGHT*, click [here](#).

Walt Howell is an accomplished senior executive with more than twenty years' experience in information technology services and software as well as twenty years in commercial banking. He played leadership roles in the transformation and growth of IBM Global Services, American Management Systems, Computer Associates, and Computer Sciences Corporation. At *INSIGHT* Walt will bring his extensive experience and deep

The INSIGHT Group



The INSIGHT Group is a management consulting firm dedicated to assisting product-based companies implement high growth services and solutions business plans and strategies. We help clients design and execute broad transformational initiatives including go to market strategies as they extend their product portfolio to include delivering capabilities as a service. Our partners are experienced line executives with a proven track record of helping our clients transform from a product-focused company to services and solutions led company.

understanding of technology services and financial services to help customers build, transform, and improve their ability to sell and win highly profitable mega-opportunities while fostering long-term relationships. For more on Walt at *INSIGHT*, click [here](#).

For more information on *The INSIGHT Group*, visit our website at www.insight-group.com