

# Press Release

*The INSIGHT Group*

3/1/2017

*Building INSIGHT's Thought Leadership*



## Mike O'Hara joins *The INSIGHT Group*

***The INSIGHT Group* announced today that Mike O'Hara, former VP of Strategic Alliances for VCE, has joined the Management Consulting firm as a Partner.**

***Mike O'Hara*** is a proven leader with over 30 years of technology industry experience in general management, product, services and sales/sales management at IBM and ACS. He held many management and executive management positions including heading IBM's Global Financing business in the

Americas, an industry leader for IBM's Financial Services Region in Manhattan.

At *INSIGHT*, Mike will bring his extensive experience and deep understanding of managed services, solutions sales, financing and business development to help our clients improve their sales strategies, coverage models and major account sales management.

For more on Mike at *INSIGHT*, click [here](#).

*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.

For more information on *The INSIGHT Group*, visit our website at [www.insight-group.com](http://www.insight-group.com)