

# Press Release

The INSIGHT Group

2/15/2021

*Engaging the 'Business New Normal'*



## **Jay Connor named Managing Partner; to Lead Strategic Account Management & Sales Process Practices at *The INSIGHT Group***

***The INSIGHT Group* announced today that Jay Connor, former executive at Hewlett-Packard, has been named Managing Partner at the executive consulting firm.**

Jay has been a Partner at INSIGHT for the past five years. He recently led projects that focused on sales and strategy issues in the Value Added Resale (VAR) market, structure, and organization of a Project Management Organization (PMO), and consulting in the M&A strategy of a software and services company. He has also recently co-authored three briefs for INSIGHT that focus on the evolving changes in the Service Business model.

Jay's prior professional experience included VP positions at Hewlett-Packard (HP), Compaq, and Digital Equipment. He has held leadership and general management positions that included responsibility for HP's Global Account Organization, Pre-Sales, Professional

Services and Finance over a 38-year career in the IT industry. During his career Jay also had responsibility for several transformational initiatives, co-leading the integration of services for HP and Compaq, the integration of Professional Service for Compaq and Digital Equipment, and the development of Go-to-Market strategy for HP/EDS. He also led 10 significant M&A acquisition programs.

*"We are pleased to have Jay expand his leadership role at Insight. His IT industry experience combined with his services expertise bring significant value to our clients...especially as the infusion of digital capabilities and computing technology transform the Services Business Model,"* commented Ed Petrozelli, INSIGHT's President and CEO.

Prior to joining INSIGHT Jay was Chairman of the Board of Directors for DiCheng, a Beijing network services company and a member of the Board of Directors for Digital GlobalSoft, an India listed services company.

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

At INSIGHT, in addition to leading the Strategic Account Management and Sales

Process practices, Jay will co-lead INSIGHT's Mergers and Acquisition practice.

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## The INSIGHT Group

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*The INSIGHT Group* is a 'Best Practices' executive management consulting firm. We create client value through the development and execution of profitable, high-growth strategies, business plans and implementation support for all elements of our clients' businesses. With the rapid infusion of digital capabilities & computing infrastructure into the Services Business Model coupled with the current drive to provide / deliver more elements remotely, INSIGHT has taken a leadership role on understanding how this change is presenting substantial opportunities for both providers and users of fee-based services. We continually study the market to understand what new innovations are being developed and deployed, identifying 'what's working and what's not.' We use that knowledge to continually improve our industry *best of class* practices and processes. We deliver these innovative capabilities through our experienced industry thought leaders.

Our consulting and implementation services expertise help clients transition to a more responsive and competitive business model. Key to this transformation and our record of consistently delivering business value is our knowledge and operational understanding of the "Solutions & Services" business model. INSIGHT is uniquely positioned to deliver significant value to product focused firms who are aggressively pursuing a services and solutions strategy to complement their legacy product strategy. This includes designing and helping to implement best-in-class global sales coverage and plans that optimize services, solutions, and product success.

Our highly skilled consultants have demonstrated successful achievements as line and staff executives in Fortune 50 enterprises plus our consulting *practices, methodologies, and business processes* have been proven in field use with multiple clients. Engagement successes to date have been with enterprises in the Information Technology, Telecommunication, Distribution, Manufacturing, Process, Agriculture and Healthcare industries.

INSIGHT's client list includes some of the world's most successful firms... DuPont, IBM, HP, Siemens, Xerox, Tech Data, BMC Software, Becton Dickenson, J&J, Keysight, Pioneer Hi-Bred, Avnet. And many small and medium size firms.

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