

# Press Release

*The INSIGHT Group*

1/10/2022

*Building INSIGHT's Thought Leadership*



## Doug Halbert joins *The INSIGHT Group*

***The INSIGHT Group* announced today that Doug Halbert, Former Vice President & General Manager of Tech Data Global Services Delivery, has joined the executive consulting firm as a Partner.**

Doug brings extensive global operational experience in the rapidly changing product and services business environment working, at firms ranging in size from multi-billion-dollar public companies to private start-ups. Doug has an impressive record delivering high growth while restructuring environments with a specific focus on operations and logistics. Doug has held senior global executive roles for Tech Data, Avnet, Hewlett Packard, Agilent Technologies, and Acterna. He was also Chief Operating Officer at WAGIC, Inc., Senior Vice President of Operations at Brilliant Telecommunications, and Executive Vice President of Global Operations and Symmetricom. Doug has an enviable track record

as a Global executive having worked extensively with teams across Japan, China, Singapore, Malaysia, Korea and Western Europe. He was also a key member of the Executive Team that took Agilent Technologies public. In addition to his leadership roles, Doug has many operational accomplishments to his resume:

- ✓ Led the development and implementation of Tech Data Services global delivery and project management office for services and solutions,
- ✓ Managed businesses and partners in > twenty countries,
- ✓ Reduced operational costs >\$300M at Agilent

Doug is a leader in building and operating all aspects of best-in-class products and services delivery businesses achieving high levels of customer service, financial performance and quality.

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

*"We continue to add to our services and solutions industry leadership team. Doug brings us a great combination of 'How To' experience, having successfully run significant products and services development and delivery organizations, as well as being an industry 'thought leader' with a pragmatic approach to helping clients implement innovative services and solutions that address the challenges*

*currently facing global technology logistics / supply chains and services businesses"* said Tom Esposito, INSIGHT's Co-Founder and Chairman.

At INSIGHT, Doug will be responsible for their Technology Product Lifecycle and Supply Chain Management Services & Support Practices.

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## The INSIGHT Group

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*The INSIGHT Group* is a 'Best Practices' 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, Syngenta, Avnet, and many small and medium size firms.

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