

# Press Release

The INSIGHT Group

10/1/2020

*Building INSIGHT's Thought Leadership*



## Tom Penningroth joins *The INSIGHT Group*

***The INSIGHT Group* announced today that Tom Penningroth, Former Director of DuPont Production System (Lean) and Master Black Belt Program Manager at DuPont Pioneer Hi-Bred, has joined the Management Consulting firm as a Partner.**

Tom Penningroth brings more than 20 years of high achievement in the important areas of productivity improvements and change management leadership to The INSIGHT Group

Prior to INSIGHT Tom was a thought leader at DuPont Pioneer in the areas of operations management, business improvement, organizational health (culture) and customer needs assessments. As a Master Black Belt, Six Sigma Program Manager and DuPont Production System (Lean) Director, he worked on-site with business teams in more than 20 countries, building continuous improvement programs and

leading project portfolios worth more than \$100 million in bottom-line value.

*"We are very fortunate to have Tom join our team. Tom's achievements in process excellence and cultural change management will add significant capacity to our ability to help our clients transform to the Services and Solutions Business Model which we believe will be the dominant operating model for the future. Tom has a practical understanding of the cultural and business model issues facing most product focused firms who want to rapidly add services and solutions revenue to their business"* said Tom Esposito, INSIGHT's Co-Founder and Chairman.

As DuPont Pioneer explored services in 2004 and then digital business expansion in 2016, Tom was called on to lead voice of customer work, at-the-customer projects, and first-of-a-kind service development. It is through this work that Tom has become a believer and practitioner of The INSIGHT Group's methodology.

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

In 2011, Tom's work expanded to encompass large-scale business transformations—including business acquisition (DuPont integration of Danisco) and merge-spin (Dow-DuPont spinoff Corteva Agriscience). Working alongside the best consultants in the field of culture and change management, Tom has become an experienced business transformation coach.

*“With its share of margin challenges over the last five years, Agribusiness firms are looking for ways to provide custom innovative solutions for their customers which often require new approaches in the demand creation and delivery processes. In spite of the pandemic we have seen our clients launch new products and services with great success. Tom’s*

*expertise will enable us to deliver even greater value helping our clients launching new innovative products and services”* said Joe Foresman, leader of INSIGHT’s Agribusiness Practice.

At INSIGHT, Tom will focus on helping our clients improve their services and solutions business processes as well as helping navigate the transformational changes required to effectively develop and grow a high-value services and solutions business. Tom will spend most of his time growing and expanding our offerings in the agriculture and food industry segment with a particular focus on implementing strategies and actions to help our clients be more successful as they re-enter into the ‘business new normal.,

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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 or 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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