

# Press Release

The INSIGHT Group

1/20/2022

*Building INSIGHT's Thought Leadership*



## Steve Schmidt joins *The INSIGHT Group*

***The INSIGHT Group* announced today that Steve Schmidt, former Senior Manager of Continuous Improvement at DuPont Pioneer, has joined the executive consulting firm as a Partner.**

Steve brings more than 30 years of Agribusiness thought leadership in seed and commercial production agriculture, continuous improvement, change management, project management, leadership, and sales operations to The INSIGHT Group.

*"I am excited that Steve is joining the agribusiness team at The Insight Group,"* said Joe Foresman, INSIGHT's Practice Leader for Agribusiness Consulting. *"His expertise in process improvement as well as knowledge of commercial production agriculture expands our capabilities to help customers address complex business challenges."*

Working with business leaders over his tenure, Steve developed programs and project portfolios

valued at over \$750 million of bottom-line improvement.

Steve has significant experience on both sides of the supplier-customer continuum in his experiences with his family's large agricultural production operation and his career at DuPont Pioneer. Steve is excited to leverage his experiences to help INSIGHT's clients identify value and service opportunities in today's dynamic agricultural industry.

*"Steve brings highly sought after practical knowledge and thought leadership to our already fast growing Agribusiness Practice. We are both delighted and fortunate to have Steve join our team,"* said Tom Esposito, INSIGHT's Co-Founder and Chairman.

At INSIGHT, Steve will be a key member of the Agribusiness Practice where he will bring his significant operational experience to help create high value for clients.

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

## Contact Information:

[www.insight-group.com](http://www.insight-group.com)

[steve.schmidt@insight-group.com](mailto:steve.schmidt@insight-group.com)

## The INSIGHT Group

...

*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.

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