



Ned Calder

Partner

Ned Calder joined Innosight in 2007 and is a Partner and Co-Head of Innosight's Industrial & Technology Solutions practice. He leads Fortune 100 engagements in a range of industries, including high-tech, automotive, materials, manufacturing, aerospace and defense.

He has worked extensively on helping companies to find, develop, and commercialize high-potential growth opportunities. His work has also focused on helping companies to institutionalize new growth innovation capabilities through the design and deployment of a broad range of enablers. These include new structures and processes to identify and commercialize new growth innovation, cultural transformation programs, training and action learning programs, innovation governance bodies, and overall capability transformation programs.

Ned is also a leading thinker on current issues facing technology and industrial companies, such as the Industrial Internet of things, technology road-mapping and business model innovation. His work has appeared in many leading publications including Sloan Management Review, Harvard Business Review, and Forbes.

Prior to joining Innosight, Ned worked with a range of science- and engineering-based organizations, such as NASA and Atlas Scientific. Ned also co-founded a number of start-ups including a Cambridge-based biotechnology start-up that is developing biological systems for energy production.

Ned holds a Bachelor's Degree in Physics from Northwestern University and a Masters of Science from the Massachusetts Institute of Technology.

PUBLICATION HIGHLIGHTS

“Why It's Not Too Late to Build Your Own Industrial Internet Platform,” *IndustryWeek*, 2017.

“A New Go-to-Market Model for the Industrial Internet” *IndustryWeek*, October 2015

“How Industrial Systems Are Turning into Digital Services” *Harvard Business Review*, June 2015

“How to Identify New Business Models” *Sloan Management Review*, December 2011