



Craig Weber

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Craig Weber is the Senior Vice President responsible for Celent's insurance practice. Mr. Weber's research is focused on insurance trends, distribution issues, and new business and policy administration. He is the author of Celent's annual independent producer surveys, and the primary author of the popular Insurance Software Deal Trends studies. Recent consulting clients have engaged Mr. Weber for policy administration and new business vendor analyses, an assessment of potential document automation strategies, and custom versions of Celent's producer survey.

Mr. Weber's comments on insurance and technology topics have appeared in *USA Today*, *The Chicago Tribune*, *AP Newswire*, *Best's Review*, *Business Insurance*, and *Technology Decisions*, and he recently appeared on CNBC's *On the Money*. He has written numerous columns for publications such as *Insurance Networking & Data Management* and *Insurance & Technology*. He is a frequent presenter at industry events, including the LOMA/ACORD Systems Forum, LOMA Policyholder Service, IASA, and A.M. Best E-Fusion.

Most recently, he was general manager of **Building2 Information Group**, a research and advisory services firm that provided market-entry assistance to US companies expanding to Japan. In that role, he was responsible for all aspects of developing the firm's research business, including project design and marketing of reports.

Mr. Weber received his master of arts degree in Communication from **Emerson College** and is a summa cum laude graduate of **Saint Michael's College**, with a bachelor of arts degree in journalism.