

Craig Spearman has a diverse background and has demonstrated achievement, leadership, and maturity over many years. He has the ability to set goals and achieve them by motivating and equipping people, often when circumstances are new, complex, or difficult.

Craig began his professional career in 1967 with Southern Bell Telephone Company, where he had management assignments in operations, public affairs, and marketing. During this period, he served as Bell's District Manager in Brevard County and in Orlando, Florida. After serving as marketing General Manager at Bell, he joined Exxon Enterprises, Inc., as Vice President of Marketing for the Qwip Division. He joined Exxon Office Systems in 1980 as Vice President Market Requirements and Support, with worldwide responsibilities and offices in Stamford, CT and Geneva, Switzerland. Craig began working with insurance software systems in 1982 when he joined The Travelers as Senior Vice President of Marketing for the EBS Division, which produced and distributed independent agency automation and company interface systems. Within eighteen months, EBS captured the dominant market share of agency automation systems.

In 1984, Craig founded Software Design Group, Inc. (SDG) in Orlando and served as its President and CEO until the company was acquired by Science Applications International Corporation (SAIC) in 1989. SDG designed and developed custom software for property/casualty and life insurance applications in the US and Canada. SDG's systems facilitated distributed processing of insurance transactions and supported marketing, underwriting and new business, claim management and policy service functions. When purchased by SAIC, SDG had 50 employees and was generating \$5 Million in annual sales.

At SAIC, Craig managed the company's Office Automation Products Division, and he directed the development and worldwide distribution of SAIC's Image Processing System, MOSAIC, which runs on local area networks with IBM mainframe and smaller database and image servers.

In 1990, Craig founded ExtraPoint, an information systems and management consulting firm located in Lake Mary, FL. ExtraPoint provides consulting services to insurance company executives on enterprise strategy, information for decision support, strategic information technologies, data warehousing, and productivity and profit improvement. ExtraPoint's MatchMaker™ software enables companies to transition from product line to customer marketing and management. Other products, designed and built by Craig, are based on the EdaptAble.Net™ adaptable application frameworks for the enterprise. Craig has been creating and implementing successful commercial software systems for nearly twenty-five years.

Recently, Craig has served clients with the following:

- Designed and implemented initiative, “Managing the Turnaround”, with senior executives of a regional property/casualty insurance company that led to restoration of profitable operations;
- Led Y2K remediation planning and implementation efforts that resulted in replacing or upgrading every computer system and software during a period of twelve months—from mainframes to laptops—for a regional Property/Casualty and Life Insurance company;
- Audited \$10 million software development project for an insurance company and served as expert witness for the company in prosecution of successful litigation against a vendor for contract violations and fraud, substantially reducing losses;
- Rescued several troubled large-scale software development projects by taking over management, conducting software audits and performance tests, implementing standards and controls, delivering product, and upgrading and mentoring clients’ staffs;
- Was chief architect, designer, and implementer for a new data warehouse and web-enabled reporting application for a third party administrator (TPA) of sophisticated, investment-based life insurance products underwritten by major insurance carriers such as The Travelers, MONY, Sun Life of Canada, AEGON, and others;
- Was chief architect, designer, and project manager for a new Java Enterprise system for TPA of sophisticated life insurance products that interfaced remote clients via Web-enabled applications to legacy home office-based insurance administration systems, facilitating a new business model for operations of the TPA;
- Designed, architected, and implemented new enterprise system (named Fred.Net) using Microsoft’s .Net distributed application environment for use by insurance companies for statutory accounting, auditing, and information analysis and reporting for profit improvement. Fred.Net is implemented with ExtraPoint’s EdaptAble.Net distributed enterprise application frameworks;
- Was lead architect and planner for enhancing and implementing a legacy Java application on a cluster computing platform to allow TPA of sophisticated life insurance products to pursue very large-scale business opportunities via use of distributed, massive parallel processing for a fraction of the cost of high-end host computers.

- Implemented calculation engine for sophisticated, investment-grade life insurance products for a major insurer.

Craig has been speaker at industry conferences on information technology and image processing, and he has authored numerous custom software application systems used by insurance companies.

An active community leader, Craig has served as President and General Campaign Chairman for the Heart of Florida United Way, President of the Orlando Central Business District, Inc., and President of the John Young Museum and Planetarium (now called the Orlando Science Center). He has served on public boards appointed by the City Commissions of Orlando and Lake Mary, Florida, the Orange County Commission and the Secretary of State of Florida. These included the Orlando Central City Neighborhood Development Board, Florida Fine Arts Council, Orange County 911 Board, Lake Mary Business Advisory Board, Lake Mary Charter Revision Commission, and Lake Mary Planning and Zoning Board. He served as Chairman of the Board of The Adoption Centre, Inc.--an Orlando-area agency for the adoption of hard-to-place children. He served on the Board of Directors of two Orlando-area banks.

Craig is active in his church and recently led the Faith and Science Group of Central Florida. He was a founder and served voluntarily as CEO of Science Speaks, Inc., a Florida non-profit corporation that sponsored public symposia on the intersection between science and Christianity.

Education: Graduated With Honors from University of Florida, BA in English, 1967. Member of Phi Beta Kappa and Phi Kappa Phi honorary societies.

Craig lives with his wife, Marcia, in Morganton, NC.