Camillo Archuleta is a recent MBA graduate from the Isenberg School of Management. He is currently working with the UMass Innovation Institute (UMII). In his role with UMII he is industry facing and is actively engaged in business development across many industries. Before enrolling in Isenberg, Archuleta held the position of Commercial Lines Underwriter for a large P&C carrier located in Worcester, MA. As an underwriter, he had the opportunity to review the operations and risk characteristics of many businesses across multiple industries. Most of his exposures were located in the Northeast but he also wrote business across the entire country. A fundamental business problem in the insurance industry is the management of risk and a key component of risk is the concentration and proximity of both property and people that are covered. As a company, the insurer has to think about how much value they are comfortable with covering within particular geographic area.

Archuleta quickly saw disconnect between the goals of management and the tools that underwriters had available to them in order to do the proper risk analysis. During his time as an underwriter, he continuously built maps and tools that would help people make better decisions. Archuleta never had any official training in the use of GIS systems. He learned everything thing that he could through ESRI MOOCS and other free courses. His ability to see problems from a spatial perspective gives him a unique filter and ability to understand complex situations.

While at Isenberg, Archuleta developed a passion for processes and the way that businesses operate. There is a clear benefit to incorporating spatial analysis when making business decisions. The greatest contribution that he can make at this time is from the business perspective. He does not have the strongest GIS skills but he does have a growth mind-set and an eagerness to move the field of spatial analysis further into how businesses think about problems and opportunities.

**Position Statement**

As a recent MBA graduate from the Isenberg School of Management, I believe that there are many ways in which I can help contribute to the workshop and program. In the past, I worked the property and casualty insurance industry. For three years, I worked as a commercial lines underwriter and I had the opportunity to review the operations of hundreds of businesses, primarily across the Northeast but also across the country. A fundamental business problem in the insurance industry is the management of risk. A key exposure is concentration of risk. As a company, we had to think about how much value we were comfortable with covering within a half-mile square.
I quickly saw a disconnect between the goals of management and the tools that underwriters had available to them in order to do the proper spatial and risk analysis. During my time as an underwriter, I continuously built maps and tools that would help people make better decisions. I have never had any official training in the use of GIS systems. I learned everything thing that I could through ESRI Moocs and other free courses. However, all of the things that I did learn helped me when I reentered the classroom as a Graduate Student. My ability see problems from a spatial perspective gave me a unique filter and ability to understand complex situations.

While at Isenberg, I have also developed a passion for processes and the way that businesses operate. In my time at Isenberg, I had the opportunity to learn core concepts of lean operations. I see an intersection between spatial analytics in business and how a business functions. The greatest contribution that I can make at this time is from the business perspective. I do not have the strongest GIS skills at this time but I do have a growth mindset and I am eager to move the field of spatial analysis further into how businesses operate and think about problems.