



Riaz Raihan

National Vice President, Value Engineering, Industries & Private Equity, SAP Canada Inc.

Riaz Raihan is the National Vice President of Value Engineering, Industries and Private Equity for SAP Canada, reporting directly to Mark Aboud, President and Managing Director, SAP Canada. Riaz's leads an organization that includes several teams across Canada. He is a member of SAP Canada's executive leadership team (ELT), and works closely with Chakib Bouhdary, Chief Strategy Officer, SAP AG.

Value Engineering is SAP's proprietary approach for engaging with customers to identify, quantify and realize business value from technology investments. In addition, Riaz is responsible for the **Industries** practice that provides SAP customers with deep knowledge and expertise in 26 industry verticals. The portfolio includes **Sustainability**, and Riaz's team works with Canada's leading companies on developing their Sustainability strategies.

SAP Canada's **Private Equity and M&A Practice** works with Canada's leading private-equity firms to help increase EBDITDA from existing portfolio companies; acquire new profitable businesses; and enhance the value of all acquired assets. Riaz's team also advises Canadian companies on value creation pre- and post- merger/acquisition.

Riaz has advised C-level executives at some of SAP's marquee customers. He has worked extensively in the following sectors: Hi-tech (Research in Motion, Celestica, Open Text); Telecommunications (Telus, Bell Canada, Manitoba Telecom, Rogers Communications); Energy and Utilities (Direct Energy, Ontario Power Generation, Hydro One, Enmax, Enbridge, Bruce Power); Financial Services (Royal Bank of Canada, BMO Bank of Montreal, Bank of Nova Scotia, Home Trust); Consumer Products (Maple Leaf Foods, McCain Foods); and Public Services (Government of Canada, Government of Manitoba, Purolator, City of Ottawa, City of Toronto).

Riaz's team, comprising highly experienced thought leaders with prior experience at premier management consulting firms, and industry peers, has contributed significantly to SAP's intellectual property. Prior to joining SAP, Riaz developed a broad area of expertise by working in a number of industry verticals such as energy, oil and gas, financial services, automotive and telecommunications. He was able to parlay his diverse knowledge by holding consulting and management positions with blue-chip firms including Accenture, Cap Gemini Ernst & Young and Coopers & Lybrand.

Riaz has a degree mechanical engineering and an MBA. He is a graduate of the Stanford University Management Development Program in the U.S. He is a Certified Management Consultant (CMC) with the Canadian Association of Management Consultants. Riaz is a member of MENSA.