



## **Riaz Raihan**

Vice President, Value Engineering, SAP Canada Inc.

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Riaz Raihan is the Vice President of Value Engineering for SAP Canada, reporting directly to Mark Aboud, President and Managing Director, SAP Canada. He also works closely with Chakib Bouhdary, Chief Value Officer, SAP. Riaz leads the national value engineering team across Canada and is a member of SAP Canada's executive leadership team. Value Engineering is SAP's proprietary approach for engaging with customers to identify, quantify and realize business value from technology investments.

Riaz has worked with and advised C-level executives at some of SAP's marquee customers. He has worked extensively in the following sectors: Hi-tech (Nortel, Research in Motion, Open Text); Telecommunications (Telus, Bell Canada); Energy and Utilities (Direct Energy, Ontario Power Generation, Hydro One, Enmax, Enbridge); Financial Services (Royal Bank of Canada, Bank of Nova Scotia); and Public Services (Government of Manitoba, Purolator).

Riaz's team, comprising highly experienced thought leaders with prior experience at premier management consulting firms, 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 various consulting and management positions with blue-chip firms including Accenture, Cap Gemini Ernst & Young and Coopers & Lybrand.

Riaz graduated summa cum laude with a Bachelor of Engineering (Mechanical) degree from Andhra University; and at the top of his class with an MBA from the SP Jain Institute of Management. He is also 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 (CAMC). Riaz is a member of MENSA.