

International Conference on Enterprise Resource Planning

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Speaker's Profile

Mr. Sajjad Syed

Managing Director, SAP Pakistan



Sajjad Syed joined SAP Pakistan as the Managing Director in January 2008. With his extensive experience in ERP Sales and other management role in a career spanning over fifteen years, Syed has helped SAP gain a major foothold in the ERP market.

Prior to his joining SAP, Sajjad has had extensive experience of working in the IT industry and has also served the Punjab IT Board and was one of the Founding Members of the Board.

Syed is a Bachelor of Science from Rensselaer Polytechnic Institute in Computer and System Engineering in 1993. In 2005, he completed the Executive Master Program from LUMS.

Mr. Sohail Wajahat Siddiqui

Chief Executive Officer, Siemens Pakistan



Mr. Sohail Wajahat Siddiqui is one of the most prominent Chief Executive Officers of the corporate sector in Pakistan. As the first Pakistani Head of Siemens Pakistan, he has propelled the company to grow by 233% because of his dynamic and distinctive leadership qualities thus providing a role model to attract foreign investment to Pakistan.

Siemens Pakistan under the leadership of Mr. Siddiqui has played a formidable role in the phenomenal growth of the telecommunication sector by providing complete technical infrastructure to three out of five mobile network service providers. He also pioneered the introduction of SAP ERP solutions in Pakistan which has revolutionized and brought about transparency in the working of major Public and Private sector organizations including Audit Department of Government of Pakistan. Under his able leadership Siemens Pakistan for the first time exported finished Engineering goods to Middle East and other parts of the world. He initiated the Siemens University Ambassador System Program at LUMS in establishing School of Science & Engineering and on going research collaboration of LUMS and Siemens in the area of IT.

His contributions to the national cause include setting up of the first telemetry project for the documentation of water distribution to the four provinces. The government of Pakistan recognizing his business acumen has also nominated him as member of EPZA, TDAP, EDB, and PEC. He is also on the BOGs of IBA and member of the Legend Trust Fund, Sindh. He is currently Chairman of Sindh Red Crescent (Hilal-e-Ahmar). He also had the distinction of being the President of Overseas Investors Chamber of Commerce and Industry comprising of more than 200 members. As President of MAP (Management Association of Pakistan) he had for the first time in Pakistan organized a gathering of top marketing leaders of the world which took place in March 2006 and immensely enhanced the image of Pakistan in the global corporate world. Mr. Siddiqui was also a member of the committee that chalked out the Engineering vision 2010 for Pakistan.

The President of Pakistan on 14th August 2006 had announced Sitara E Imtiaz which was presented to him in a special ceremony on 23rd March 2007.

Mr. Ashraf Kapadia

Managing Director, Systems Ltd.



Ashraf Kapadia is a very senior IT Professional with over 37 years of experience in the IT Industry. He started his career by joining IBM Corporation as an Apprentice Systems Engineer in 1971. After 30 years with IBM, he left to join Visionet Systems, Inc. as Vice President (Operations) in New Jersey, and is currently working as the Managing Director of Systems Limited. With over 900 employees worldwide, Systems Limited is the oldest and one of the largest IT services company in Pakistan

During his long career, he has worked in various technical and managerial positions in Pakistan, England, France, Italy, United Arab Emirates, and the United States of America, and has been involved in many large and complex projects.

Ashraf Kapadia is currently a member of the Board of Directors of Visionet Systems, Inc. and Systems Limited. He has also served as the President of the Pakistan Software Houses Association (P@SHA), member of the Board of Directors of the Pakistan Software Export Board (PSEB), Chairman of the Computer Society of Pakistan (CSP), and member of the Management Committee of the Karachi Institute of Information Technology (KIIT).

Mr. Noor-us Samad

Head of Sales- BU ITS, Siemens Pakistan Engg. Co.Ltd.



Mr. Noor-us-Samad has been an integral constituent of Siemens Pakistan for the past 10 years. He commenced his career at Siemens Pakistan as SAP Trainee consultant in 1998. With interminable efforts and continual devotion both as SAP consultant and Project Manager, he successfully delivered Six (6) full life cycle SAP implementations in leading Pakistani organizations such as Pakistan Refinery, Siemens Pakistan, Indus Motors, Thal Limited, Atlas Honda and Pakistan Petroleum. He is a qualified Project Manager and SAP consultant.

Mr. Noor never restrained himself as Technical consultant and proved that his skills and aptitude were even exceedingly beneficial at a greater level such as line management. He was, thus, promoted as Business Manager in May 2006 where he was assigned the responsibility to manage sales of SAP solutions. He accepted it as a challenge and developed a dedicated team of sales, pre-sales, and marketing in Karachi, Lahore and Islamabad. With his team, he productively managed to add 15 new names in Siemens SAP implementations in year 2007-2008.

Mr. Noor us Samad is known for his “**visionary style**” of leadership as he defines the future for followers and moves them towards it. Mr. Noor a possessor of an astonishingly productive and dynamic career is now leading his team from front as a Head of Sales for BU ITS and his outstanding propensity are immeasurable assets for Siemens Pakistan.

Mr. Kashif Siddiqui

Principle CRM Product Solutions Consultant, Oracle

Kashif Siddiqui, Principal CRM Product solutions Consultant for the ASEAN region, joined Oracle SAGE (South Asia Growth Economies) in Aug. 2003 as an applications sales consultant. He transferred in from Oracle Corporation USA, where he was a (CRM) Applications Implementation specialist with Oracle’s Consulting division since April 1999. He has been deeply involved in several CRM consulting projects, including a number of rapid implementation type engagements. He has demonstrated expertise in all the

key pillars of CRM, i.e. Service, Sales and Marketing modules. He has been fully engaged in all aspects of the implementation of CRM applications at a number of sites, including two Oracle CRM 'Showcase' Reference customers. Clients have ranged in size from dotcoms to Fortune 100 companies, in the United States, Europe and Asia Pacific Region. His skills are both functional and technical. He has two Masters degrees, an MBA in Marketing, and a Masters in Public Health, from the Netherlands, and the United States respectively, as well as a BSc Degree from Rutgers University in New Jersey.

Mr. Siddiqui has also been fortunate to have had the opportunity to advise clients in a number of industries, and to champion the benefits of CRM applications throughout his tenure at Oracle. He has developed almost single handedly the entire CRM market in the South Asian region apart from India. He has helped organizations in several industries with the planning and implementation of CRM Solutions, including requirements gathering, solutioning, business process mapping and the inculcation of Best Practices with respect to CRM solutions. He is a CRM Specialist, with expertise in all the major CRM Packages including : Siebel CRM (OnPremise and OnDemand), Peoplesoft CRM, Oracle CRM. His skills include, developing CRM Strategy, Implementation of the strategy, as well as post implementation support, maintenance and training.

Mr. Umar Rafi

Principal Consultant, Oracle



Umar is the Principal Consultant, based out of Dubai, for Oracle Financial Services (previously i-flex Solutions), for the Middle East region. He is responsible for providing Technical and Business Consulting services to large FSI accounts.

Umar's areas of technical expertise cover Enterprise Architecture and Middleware. His areas of Business expertise cover Core Banking, Basel II and GRC; primarily around Oracle's FLEXCUBE, Mantas and Reveleus product suites. Umar's FSI experience, for Oracle Financial Services, in Pakistan, covers the Program Management for the successful launch of Barclays, Pakistan. Prior to joining i-flex Solutions,

Umar managed the Canadian operations for FRS Global - a Luxembourg-based software company, specializing in Risk Management and Regulatory Compliance Reporting for FSIs.

Mr. Waqar Nisar

Chief Information Officer, Sui Northern Gas Pipeline Ltd.



Waqar Nisar has been associated with IT Industry since more than 32 years. He has served as an IT Head in Banking, Brokerage, Telecom, Health Care, Education, Transport and Utilities Sectors since 32 years

He has started his professional career from UBL Computer Division in 1977. In 1979, he moved to USA and serve the companies including National State Bank, Chase Bank, International Telephone and Telegraph (ITT). In 1989, he joined IT Consulting Services Company with major clients including Citigroup, Corning, New York City - Board of Education, IBM Consulting Services

Mr. Nisar came back to Pakistan in 2001, and started as Director IT, Pakistan Railways, HQ, Lahore. Setup IT infrastructure and started computerized and on-line ticketing, Payroll of 96,000 employees and several in-house systems.

In 2007, he joined Sui Northern Gas Pipeline Limited (SNGPL) as CIO, started company-wide Business Process Re-engineering (BPR), ERP, Customer Care and Billing, SNGPL-wide Call Center outsourcing for Gas emergencies.