

Abdulelah AlMayman

CEO | Cloud Solutions Company KSA

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SUMMARY

Abdulelah AlMayman is a pioneering CEO renowned for transforming nascent divisions into market-leading enterprises. With a strategic acumen that spans technology, healthcare, and banking, he has built Cloud Solutions Company into the largest healthcare system provider in KSA, growing annual revenue from zero to over 500M SAR. His leadership is marked by a deep commitment to national digital transformation and the creation of impactful, localized technological solutions aligned with Saudi Vision 2030.

EXPERIENCE

CEO — Cloud Solutions Company

September 2017 – Present

- Established from scratch The Largest Health Care System Provider and Integrator in Saudi Arabia. Drive a company's business vision towards successful market share, rapid growth and expansion. Turned a small Division in HMG into a totally Saudi brand comprehensive and advanced Health Information Systems that drive efficiency, effectiveness, safety, cost effectiveness and equilibrium. The Company today operating in 6 Countries and providing more than 12 Products to the Clients. Took Company Annual revenue from ZERO to more than 500M SAR Annually with average yearly growth more than 23%. Reached the most implemented HIS system in KSA within 4 years from establishment as per KLAS report 2021. More than 50+ Hospitals are running/operating with the company's products. Develop 12 Products that are aligned with the Saudi Vision 2030 by enriching the Local Content. The 12 products are registered in Local Content & Government Procurement Authority (LCGPA). Market Study, Competitor Analysis for the 12 Products and Build a Comprehensive Products Development and Roadmap for the 12 Products. Comprehensive Business Development including build the Market Analysis, Products Costing, Product Forecasting and ROI for all the 12 Products. Build the Marketing Strategy and Plans for the company and the 12 Products. Signing more than 30+ international Partnership to present and complement company offering to the market. Clients oriented and provide best-in class and innovative technology solutions for clients Private and Government healthcare sectors across Middle East. Drives cross-cultural and multi-functional teams to exceed goals and objectives. Skilled in realizing financial plans, achieving the P&L targets, managing corporate resources and improving business models. Creating, Heading and Participating with the different Company's Boards and Committees (such as Board of Directors, Advisory Board, Cybersecurity Committee, Business Continuity Committee, etc.).

CIO and Vice President — Dr Sulaiman AlHabib Group (HMG)

September 2012 – September 2017

- Built the 5 years Digital Transformation Strategy and Executed it. The Strategy converted HMG from a complete paper based environment to a Complete Digital Environment. Standardizing all IT processes according to ITIL Framework and got the ISO20000 Certificate for the organization. Define and Implement all Cybersecurity measures according to International and National standards. Got the ISO27001 for Information security for the organization. Centralizing all IT operations to reduce the cost and improve the operation efficiency such as (Service Desk, SOC, NOC, Data Center, etc). Built a modern-day Infrastructure and Solutions Architecture to carry on all Digital Transformation Strategy and Plans. Helped HMG to get many awards in Technology and Digital Transformation Such as Best Hospital implementation of the year and Best New Comer, etc. Help HMG to get many International and National Accreditations by adopting Technologies such as JCIA, AABB, CBAHI, etc. Heading all functions of Information Technology including Software Development, Telecommunications, Infrastructure and Operations Support, Analysis, Testing and Training. Division's operation was across multiple geographic locations which spanned across Middle East in Saudi Arabia, UAE and Bahrain with 24/7 operations. Have been one of the prime contributors in making Habib Medical Group (HMG) as one of the best private sector healthcare organization in Middle East by Building and offering state of the art IT solutions and unique functions.

Business Specification Head — Samba Financial Group

February 2011 – September 2012

- Managing Business Products Developments and Specifications for the Core Banking Migration Project from Business side. The project (50+ Million USD) is covering all Bank's operation sites across 5 countries: Saudi Arabia, Qatar, UAE, UK (London) and Pakistan. Managed role responsibilities including: Business Requirements Gathering, Business Analysts and writing the BRDs for the entire Bank Line of Businesses, Training the Super Users and End Users, Roll out Strategy, Bank's Operation Readiness, User Acceptance Test (UAT), Data Cleanup, and Data Migration.

Banking Applications Service Engineering Section Head — ALINMA Bank

June 2007 – February 2011

- Managing Core Banking System Unit which includes CRM, Branches and Investment Unit. Managing ERP & ECM Unit. Managing BSS Unit which includes Market Risk, Credit Risk, Blacklist, Statements printing, Greeter, Safe Box and other small special & Ad Hoc projects applications. Manage the Business requirements, Implementation and UAT for all Backend applications (Core Banking, CRM, CSR, Teller, Treasury Systems, Corporate Systems, credit risk, Market Risk, Asset management, Brokerage, etc). Acting as Bankwide UAT Manager to manage The Bank UAT for all Backend system and Bank Channels. Acting as Bank Soft Launch Manager to manage the Bank Soft Launch till the Commercial Launch. Manage all the back Systems and Channels. Acting as SAMA Relationship Manager to manage the relationship with SAMA to Join: SJN, SARIE, SPANII, SADAD.

American Express Products Manager — Saudi Investment Bank

June 2007 – February 2011

- Started as Backend Systems Developer, then promoted as Senior System Developer, then as Senior System Analyst to develop various Applications and Backend systems. Promoted as American Express Products Manager to manage different AMEX Applications.

EDUCATION

Bachelor's Degree, Information Systems

King Saud University · Riyadh · 1996 – 2000

College of Computer and Information Sciences

SKILLS

Team Management, Team Building, Business and Product Developments, Banking Sector Operations and Technologies, HealthCare Sector Operations and Technologies, Startups Business, Sales and Marketing Strategies, Market Studies, Business Process Optimizations and Improvements, KPIs Setting and Monitoring, Strategic Alliances & Partnerships, Problem Solving & Decision Making

PROJECTS

Building 12 Saudi Brand IPs

Develop in less than 5 years 12 Saudi Products that penetrate the market and be the most implemented HIS software in KSA.

Digital Transformation Leader

Have been one of the prime contributors in making Habib Medical Group (HMG) as one of the best private sector healthcare organization in Middle East by Building and offering state of the art IT solutions and unique functions.

Greenfield Bank Establishment

Have been one of the prime contributors in Developing and implementing all Banking applications for ALINMA Bank. Played major Roles inside IT that help the Bank to launch their products and operations commercially.

LANGUAGES
