



For Immediate Release
8 November 2015

Al Faisal Holding selects SAP and Clariba to deploy business software solutions to support its expansion plans

DOHA, Qatar – 8 November 2015 – Al Faisal Holding, one of Qatar's leading private companies, has signed a five year agreement with SAP, the market leader in enterprise application software, to deploy SAP business solutions. These solutions will enhance the integration of Al Faisal Holding's operations as the Group continues its strategic expansion across a number of different sectors.

Under the agreement, Al Faisal Holding will deploy business planning and consolidation ("BPC") solutions and business intelligence ("BI") solutions from SAP. The project is being implemented by Clariba, one of SAP MENA's leading business partners specializing in analytics. Clariba designed the bespoke solutions package through a step-by-step consultation process with Al Faisal Holding.

Established in the 1960s, Al Faisal Holding has played a major role in the development of Qatar's economy and infrastructure, and has operations across a range of key vertical industries, including hospitality, property, construction, trading, transport, entertainment, education and services. Al Faisal Holding selected SAP's BPC solution as it combines planning and consolidation modules, eliminating the need for separate software licences. The BPC solution will be soon implemented, providing Al Faisal Holding with increased control over planning and budgeting activities across separate companies in the Group and allowing it to optimize operations.

Once the BPC solution has been deployed, Al Faisal Holding will next year implement the BI solution, allowing the Group to create dashboards for better business insight, including support for mobile users.

HE Sheikh Faisal Bin Qassim Al Thani, Chairman and CEO of Al Faisal Holding, said:

"As we expand our business operations and continue to play a key role in the development of Qatar's economy in line with the 2030 National Vision, we need even greater insight into our business operations and to enhance the integration of the many different and successful companies that now make up Al Faisal Holding. By partnering with a global technology leader such as SAP and its partner Clariba, we can be confident that we will obtain the level of clarity needed to achieve these objectives and to maintain our market-leading position."

Mr Gergi Abboud, Managing Director, Gulf & Pakistan SAP MENA, commented:

"Al Faisal Holding is a key player in Qatar's economic growth and its leadership team believes in leveraging a solid digital platform to execute on their growth plans. SAP's solutions will give Al Faisal Holding real-time insight and control over its business operations, allowing faster decision-making and timely action around market opportunities in Qatar's growing economy."

Luca Spinelli, Clariba General Manager – Qatar, added:

"SAP's solutions will give Al Faisal Holding increased control over budgeting and planning across its operations and will also help it unlock the enormous power of BI. The potential of what Al Faisal Holding can achieve with this solution is considerable and we look forward to helping the Group achieve the best results."

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Photo Caption: (left to right) Luca Spinelli, General Manager – Qatar, Clariba, Sherif Shehata, Chief Information Officer (CIO) – Integrated Information Systems – Middle East, HE Sheikh Faisal Bin Qassim Al Thani, Chairman and CEO, Al Faisal Holding, Gergi Abboud, Managing Director, SAP Gulf and Pakistan;

About Al Faisal Holding

Incorporated in 1964, Al Faisal Holding Company LLC (“Al Faisal”) is one of Qatar’s largest privately held diversified industry groups, owned by His Excellency Sheikh Faisal Bin Qassim Al Thani. Al Faisal operates through its subsidiaries and associated companies in a variety of sectors, including real estate, construction, hospitality, trading, transportation, entertainment, education, services and information technology. Al Faisal’s investments include its interest in Aamal Company Q.S.C, one of Qatar’s largest, most diversified and fastest growing companies, in addition to investments in a range of sectors across Europe, MENA region and the United States of America.

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About SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 258,000 customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit www.sap.com

[About Clariba](#)

Clariba, an SAP Gold partner, is an independent, analytics consultancy that provides industry-focused solutions for enterprise performance management, business intelligence and organisational alignment.

Our customers are leaders in telecommunications, retail, healthcare, transportation & logistics, oil & gas, and banking sectors across EMEA. For more information, visit www.clariba.com.

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