

Mahmoud Ali A. Elsayed

Technology Advisor · Transformation Consultant · Trainer of 4,000+ Professionals

Cloud, AI and security transformation advisory for governments and enterprises — with the enablement programs that make change stick.

m.ali@asits.info

+20 114 123 8085

linkedin.com/in/maae ·

maae.asits.info

English · Arabic · Portuguese

ADVISORY PROFILE

Strategic advisor and hands-on practitioner with **20+ years in enterprise IT** and a training record of **4,000+ professionals certified since 2009**. Consults at the intersection of **cloud transformation, AI adoption, cybersecurity and enterprise architecture** for governments, financial institutions, healthcare and oil & gas operators across **32 countries**. Distinct advisory position: a consultant who has also **carried quota, built channels and run delivery** — so roadmaps come with commercial reality, vendor fluency and an enablement plan, not just slides.

30+

ADVISORY
ENGAGEMENTS

4,000+

PROFESSIONALS
TRAINED

32

COUNTRIES

5

SECTORS

SELECTED ADVISORY & TRAINING ENGAGEMENTS

National cloud adoption roadmap — government

Advised a public-sector program on **sovereign cloud strategy**: workload classification, data-residency policy, operating model and a phased migration roadmap adopted at program level.

AI readiness & adoption — oil & gas

Designed an **AI adoption strategy** for an energy operator: use-case portfolio, data and governance prerequisites, build-vs-buy guidance and an executive enablement track.

Open-source & Linux migration — enterprise

Led **Linux and open-source platform migrations** reducing licensing exposure and vendor lock-in — including administrator re-skilling programs that made the change durable.

Compliance capability building — financial & healthcare

Built internal **GRC and security capability** (ISO 27001, PCI-DSS, PDPL) through paired advisory + training engagements: the client's team passes the audit, not the consultant.

ADVISORY & ENABLEMENT CAPABILITIES

- **Transformation advisory:** cloud strategy and migration (Azure, AWS, OCI), AI adoption, enterprise architecture, digital operating models, business-case development.
- **Security & compliance advisory:** ISO/IEC 27001, SOC 2, PCI-DSS, PDPL/GDPR readiness, risk assessment, business continuity and resilience planning.
- **Training & enablement:** curriculum design and delivery across Linux, networking, cloud, security and ERP — from engineer bootcamps to executive briefings, in English, Arabic and Portuguese.
- **Vendor-neutral evaluation:** RFP support and technology selection across the enterprise ecosystem (Microsoft, AWS, Oracle, Fortinet, Palo Alto, Juniper, Arista, F5, Odoo).

CONSULTING DOMAINS

Cloud Transformation

AI Adoption Strategy

Enterprise Architecture

Cybersecurity & GRC

Sovereign Cloud

Digital Transformation

Linux & Open Source

IoT / OT Convergence

ERP / CRM Strategy

Business Continuity

Data Protection

Technology Selection

TRAINING PRACTICE

4,000+ certified since 2009

Engineer tracks Linux · network · security · cloud

Executive briefings AI · cloud · cyber risk

Partner academies ERP implementation & GTM

Trilingual delivery English · Arabic · Portuguese

GLOBAL REACH

GCC

6 countries

MENA

7 countries

Africa

10 countries

LATAM

7 countries

N. America

2 countries

3

continents

A note on discretion. Government and financial-sector engagements are delivered under NDA; anonymized case detail and references are available in confidence.

PROFESSIONAL EXPERIENCE

Independent Consultant — Technology & Business Advisory

Feb 2026 — Present

Self-employed · MENA, GCC, Africa & LATAM (remote & on-site)

- Advise on **cloud migration, sovereign cloud, AI adoption, GRC and go-to-market** for vendors and enterprise clients.
- Lead pre-sales end to end: discovery, solution design, proposals, RFP responses and **executive presentations**.
- Founder of **HAiCapita** (AI transformation venture) and **O'System** (business platform).

Indirect Sales Head — Channel Sales

May 2025 — Feb 2026

Omniful · SaaS logistics platform · Abu Dhabi, UAE

- Designed partner programs and enablement plans that scaled the ecosystem to **five continents within a year**.

Regional Strategic Partnerships Development Manager

Jan 2024 — May 2025

Odoo · SaaS/ERP · Dubai, UAE

- Guided **CRM/ERP implementations for major GCC enterprises**, keeping commercial commitments and technical delivery aligned.

Sr. Solution Area Technical Consultant → Territory Account Manager

Jun 2022 — Feb 2024

Microsoft · Cloud/Security · Cairo, Egypt

- Led cybersecurity practice development and directed **Azure/AWS migrations** for government and large financial institutions.

Subject Matter Expert — Operations

Nov 2018 — Jun 2022

Western Union & TripAdvisor · São Paulo, Brazil · Cairo, Egypt

- Designed and optimized **operational process models** for distributed LATAM and EMEA teams.

Founder & Technical Operations Lead

Jul 2009 — Present

ASITS · Giza, Egypt

- CRM/ERP delivery (**Dynamics 365, Odoo**) and technical leadership bridging engineering and business.

Technical & Business Instructor

May 2009 — Present

Independent · Egypt, Brazil, Africa & GCC

- Training across **networking, cybersecurity, cloud, AI and IT management**; sales and communication coaching — 4,000+ professionals.

CERTIFICATIONS

CISSP · CISM · CCSP	ISC2 · ISACA
ISO/IEC 27001	Lead Auditor
AWS	Solutions Architect
Microsoft Azure	Fundamentals
Oracle	Cloud Infrastructure
Fortinet	Cybersecurity
Cisco · Microsoft	CCNA · MCITP
CompTIA	A+ · N+
PMP · LSSGB	program & process
DevSecOps	for Managers

FRAMEWORKS & METHODS

ISO/IEC 27001	SOC 2	PCI-DSS
PDPL · GDPR	NIST CSF	
TOGAF-aligned EA		
Cloud Adoption Frameworks		

ENGAGEMENT MODELS

Advisory retainers	executive & program level
Assessments	cloud · security · AI readiness
Transformation programs	strategy through delivery
Corporate training	on-site & remote, EN-AR-PT
Speaking & workshops	conferences & executive briefings

EDUCATION

MBA — International Business	IPAC, France · exp. 2026
B.Sc. Computer Systems Eng.	Univ. de Franca, Brazil · 2013
B.Sc. Electrical Eng.	HTI Cairo, Egypt · 2012

LANGUAGES

Arabic	native · C2
Portuguese	bilingual · C2
English	proficient · C1
Spanish	intermediate · B1