

Dr. M. Sayf Abdelrahman

Chief Executive Officer | Information-Driven Healthcare Profitability Strategist

Current Role: CEO, Topmed (Health Catalyst MENA Partner)

Location: Dubai, United Arab Emirates

Tenure: 20+ Years Corporate Experience

EXECUTIVE OVERVIEW

Dr. M. Sayf Abdelrahman is a highly distinguished medical physician and executive leader possessing a unique corporate trifecta across **Medicine, Information Technology, and Strategic Management**. With over two decades of cross-functional leadership in the MENA region, he has pioneered specialized systems for **Information-Driven Profitability Management** within structurally declining or highly competitive healthcare environments.

As the CEO of Topmed, the exclusive MENA service partner to American data-analytics giant **Health Catalyst**, Dr. Sayf guides corporate groups, private capital, and government institutions through large-scale digital transformations, optimized Revenue Cycle Management (RCM), and continuous operational value generation.

CORE BUSINESS & OPERATIONS PHILOSOPHY

Instead of this: Relying on standard cost-cutting metrics that degrade healthcare clinical delivery quality...

Do this: Deploy **Innovative Cost-Saving** frameworks structured as modern, unlimited operational arts that replace traditional harmful cost-reduction metrics.

Instead of this: Assuming financial survival depends completely on securing additional market share or aggressive extra-sales...

Do this: Implement customized data architectures and predictive analytics pipelines to uncover and systematically extract **extra-profits in the absolute absence of extra-sales**.

PROPRIETARY METHODOLOGIES & BUILT TOOLS

Throughout his executive career across major healthcare networks, Dr. Sayf has built, scaled, and trademarked several clinical and financial business tools:

- **RECOBox (RCM Innovation):** Rejection Compensatory Box mechanics deployed to systematically reduce payment denials and automate complex claims recovery.
- **ICCC Framework:** The Integrated Control & Customer Satisfaction Committee operational model, synthesizing quality patient metrics with rigorous internal controls.
- **Transparent Health Insurance Systems:** Developed initially in project collaboration with IBM to build data-driven parity between providers, corporate clients, and insurance payers.

EXECUTIVE LEADERSHIP & EXPERIENCE

Chief Executive Officer

Topmed Progressing Humanity (Health Catalyst MENA Regional Partner)

Jan 2020 – Present | Dubai, United Arab Emirates

Directing regional commercial execution and strategy for Topmed. Facilitates the deployment of Health Catalyst's massive data-informed cloud platform (leveraging 100M+ patient records and trillions of analytics facts) into major MENA healthcare networks to catalyze massive financial, clinical, and operational performance improvements.

Chief Executive Officer (Ryada Healthcare Management)

Saudi German Hospitals Group / Private & Public Partners

Jan 2014 – Jan 2020 | Dubai, UAE

Served as executive head of Ryada Healthcare Management, driving the principal business optimizations and strategic frameworks across Saudi German Hospitals Group. Under his tenure, regional client partners successfully scaled operations to serve over 35,000 active patients per day.

Group Revenue Cycle & Strategic Business Director

Saudi German Hospitals Group

Feb 2012 – Jan 2014 | Jeddah, Saudi Arabia

Key Milestones Achieved:

- **Decreased financial denials** and insurance payer rejections by a substantial 35%.
- **Expanded business portfolios** with Tier-1 insurance groups and Third-Party Administrators (TPAs) by 30%.
- **Pioneered multi-disciplinary process innovations** including automating the Group's multi-facility Revenue Cycle Management (RCM) infrastructure.
- Secured an **exclusive healthcare outsourcing agreement** with Unilever Middle East, alongside strategic direct-contracting frameworks with Saudi Aramco and the Ministry of Health (MOH).
- Co-founded and designed the complete operational pricing, KPIs, and corporate risk models for the homecare subsidiary 'Al Marouf'.

Strategic Advisory, Turnarounds & Institutional Board Support

Select List of Leading Regional Corporate Entities Supported

2005 – 2012 | MENA Region

Provided institutional turnarounds, healthcare systems building, startup launches, and organizational transformation models to notable entities including:

Abraaj Capital • Humania Capital • Saudi German Hospitals Group • MEAHCO • IHCC • Al Borg Laboratories ME (Director of Operations) • Al Mokhtabar (Senior Director of Operations) • USA Autism Clinic (Founder/MD) • Ezz Industries (Co-founder, Captive Health Insurance) • Gold's Gym Arabia • Cumberland Insurance • Ministry of Health and Population of Egypt (WHO Programs Implementation Doctor).

Live Medical Television Host / Interviewer

The Egyptian Satellite Company, Nilesat

May 2008 – Nov 2010 | 6th of October City, Egypt

Successfully delivered over 90 hours of live-to-air expert medical, strategic, and healthcare industry programs.

ACADEMIC PROFILE & CORE CREDENTIALS

MSc in Global Healthcare Management

University of Liverpool

2014 – 2018 | Innovation Technology Focus

MSc in Health Informatics (Subspecialty)

Minufya University

2005 – 2007 | Family Health Data Systems

Diplomas & Accreditations in Business Intelligence

IBM International

2003 – 2004 | Data Modeling, Warehousing & DB Admin

Grade: Excellent

Bachelor of Medicine & Surgery (MBChB)

Cairo University

1994 – 2000 | Grade: Very Good with Honors

Certified ICD-10 Professional V10

Australian International Classification

2014 | Grade: Excellent

MSc Residency Program in Family Medicine

Minofya School of Medicine

Post-Graduate Medical Specialty