



Curriculum Vitae

Dr. H.R. (Rainer) Ibowski

PROFILE SUMMARY

Rainer Ibowski is a systems specialist with more than 35 years of senior management experience including corporate management and leading positions in project/program management of various large-scale projects particularly in public transportation and railways, in regenerative energies, and in power transmission and distribution. This includes the evaluation and promotion of public-private partnerships (PPP) and concession projects, and the leadership of macro-economic, industrial and transportation studies for governmental institutions, with international business experience in Europe, North and Central America, Middle East and North Africa, and Southeast Asia.

EDUCATION

University of Bonn, Germany, and Jülich Research Center, Germany
Graduation as Diplom-Physiker (Diploma in Physics)
Post-graduation Dr. rer. nat. (Ph.D.) in Physics

EXPERIENCE

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| 2017 – today | Volunteer at Senior Expert Service (SES), Bonn, Germany
Consultancy in Regenerative Energy |
| 2015 – today | Author/Publisher of Books on Mobility, History and Genealogy |
| 2014 – 2015 | Consultancy and Procurement of Rolling Stock and Management of Sustainable Urban Investment (SUI) including Transportation Oriented Development for Light Rail Transit in Edmonton, Alberta, Canada (PPP Project Valley Line)
Key Involvement: Proposal Writing, Technical Reviews, Cost Estimates, Peer Reviews, Member of Bid Management Committee |

- 2014 Project Director, Feasibility Study for a new Railway Causeway between the Kingdom of Bahrain and the Kingdom of Saudi Arabia for King Fahd Causeway Authority and World Bank (Main Focus on Sustainable Alignment, Economics, and Financing)
Key Involvement: Management of International Team, Editing of Documents, Preparation and Management of Senior Client Meetings and Workshops, Initiatives for Financing and PPP
- 2013 – 2015 Consultancy and Procurement of Rolling Stock for Light Rail Transit in Ottawa, Ontario, Canada (PPP Project Confederation Line)
Key Involvement: Co-operation between Vehicle Supplier and Project Team, Technical Reviews, Liaison with End-customer (City of Ottawa), Field Trips, Preparation and Execution of Meetings and Workshops with City Representatives
- 2006 – 2013 SNC-LAVALIN INC., Vancouver, British Columbia, Canada
Vice President, Mass Transit
- Program Manager, Consultancy and Procurement of Rolling Stock; Canada Line, Vancouver, British Columbia, Canada (PPP Project)
Key Involvement: Program Manager for Rolling Stock, Supervision of Hyundai-Rotem Manufacturing, International Co-operation, Technical Reviews, Preparation and Execution of Workshops with Supplier and with the City,
- Consultancy Translink Fleet Extension, Vancouver, British Columbia, Canada
Key Involvement: Quality Control of Bombardier Manufacturing in Mexico
- Consultancy Prasarana Fleet Extension, Kuala Lumpur, Malaysia
Key Involvement: Quality Control of Bombardier Manufacturing in India
- Consultancy and Owner's Engineer for Prasarana Fleet Extension, Kuala Lumpur, Malaysia
Key Involvement: Technical Reviews, Advisory Role in Negotiations between Client and Supplier
- Project Director, Road and Rail Link between Sochi and the Mountain Clusters (Winter Olympics 2014), Client: Russian Railways, Moscow, Russia

Key Involvement: Proposal Writing, Proposal Negotiations, Director of Sochi Office, Management of International Team, Political and Client Liaison, Presentations for International Olympic Committee

Consultancy for Third Line Rapid Transit in Kuala Lumpur, Malaysia
Key Involvement: Analysis of Potential Vehicle Technology

Consultancy for MEGA Ahmedabad, Gujarat, India, Client: KPMG India
Key Involvement: Advice and Assistance of Vehicle Procurement

Consultancy for New Trainsets for Sochi Winter Olympics 2014,
Client: Russian Railways, North Caucasus Branch, Sochi, Russia
Key Involvement: Technical Reviews, Maintenance and Manufacturing Location Selection (Russian Railways abandoned international participation at a later time)

Vehicle Manager, Toronto Airport Rail Link (PPP Project)
Key Involvement: Procurement, in particular Requests of Expression of Interests, Technical and Commercial Evaluation, Negotiations with Preferred Supplier (the PPP project was abandoned by SNC-Lavalin because of financing short-falls at a later time)

Proposal Director, Project Management for Metro Line #1, Panama City, Panama

Proposal Director, Project Management for West Bay People Mover System, Doha, Qatar
Key Involvement: General Outline, Proposal Management, Client Relations

Leading Participation in Global Business Development

- Mumbai Metro Line #2 (PPP Project)
- Calgary West Leg LRT Extension
- Metro Doha, Qatar
- Union Railway, Abu Dhabi, UAE (in particular PPP Initiatives)
- Oman National Railway
- Various Light Rail Projects in Korea including Incorporation of Bi-lateral Joint Venture
- Marketing Strategies for Vietnam
- People Mover for King Abdullah Financial Centre, Riyadh, Kingdom of Saudi Arabia
- Light Rail System for Riyadh, Kingdom of Saudi Arabia

- Corniche Tramway, Abu Dhabi, UAE
- People Mover for Education City, Doha, Qatar
- Metro Tripolis, Libya
- Light Rail System, Bogota, Columbia
- Sub-urban Commuter Railways, Mexico City, Mexico

Key Corporate Projects

- Establishment of South East Asian and Middle East Presence
- Liaison with Asian Development Bank, Manila, Philippines
- Acquisition of Interfleet, Evaluation Team

2005

Instructor, Member of Faculty
University of Calgary, Schulich School of Engineering
Lectures on Mass Transit for Post-graduate Students of Civil Engineering

2002 – 2006

Independent Consultant

Program Manager, Consultancy and Procurement of Rolling Stock for Canada Line, Vancouver, British Columbia, Canada (PPP Project)
Key Involvement: International Co-operation with Vehicle Supplier, Technical Reviews, Preparation and Execution of Workshops with Supplier and with the City

Member of Advisory Team, Senate of Berlin, Germany,
General Advice in regard of Urban Transportation

Consultancy for Calgary Airport Authority, Calgary, Alberta, Canada
Business Development on Airport Property in particular Development of Aviation Industry

Key Involvement: Analysis of Potential Industries, Contacts with Key Candidates, Presentations

Consultancy for Alberta Government, Edmonton, Alberta, Canada
Business Development in Alberta in particular Diversification, Promotion of “Alberta Advantage”

Key Involvement: Presentations in German Speaking Countries

Consultancy for New Carrier, Calgary, Alberta

Rolling Stock for High-speed Corridor Edmonton-Calgary

Key Involvement: Analysis of Rolling Stock, Technical Reviews, PPP Analysis

Consultancy for Caltech Group, Calgary, Alberta, Canada
Shale Gas Project (Cracking) Proposals in Alberta
Key Involvement: Support of Project Team

Team Leader, Consultancy for Siemens AG, Braunschweig, Germany
Establishment of a Tri-lateral Merger with Algerian Railways in regard
to way-side maintenance and signaling
Key Involvement: Team Leader, Negotiations with All Stakeholders,
Respective Presence for Siemens in Algeria, Development of
Memoranda of Understanding among All Partners, Presentations

1979 – 2002

SIEMENS AG
Various Positions, Functions and Locations

2001 – 2002

Senior Advisor, Siemens AG, Transportation Systems Group (today
Siemens Mobility), Erlangen, Germany
Head of Special Task Force for International Co-operations,
Mergers and Acquisitions
Key Involvement: Team Leadership, Joint Venture with Algerian
Railways

1994 – 2001

Vice President, Siemens Canada Ltd., Mississauga, Ontario, Canada
Member of Executive Management
P/L Responsibility in excess of CAD 1 Billion

Key Achievements:

- Top performance of business unit and high marks on leadership for several years in a row
- Business development and proposal management for urban transportation projects; executive customer relations with major railways and transit authorities in Canada, USA and Mexico
- participation in US High-speed discussions in different states
- Business development of industrial systems and services, in particular, mining, oil and gas, power transmission and distribution, marine and pulp and paper industries
- Executive responsibility for the entire infrastructure and industrial systems business
- Development, promotion and establishment of PPP/concession projects in particular in the transportation and power utility sector

- Business “Ambassador” for Alberta
- Reports and presentations at corporate headquarters in Germany
- Participation in the review of business processes, particularly marketing and sales and project management, SAP introduction, ISO certification
- Governmental affairs and representation of Siemens Canada in respective professional and trade associations

1989 – 1994

General Manager, Siemens AG, Transportation Systems Group (today Siemens Mobility), Erlangen, Germany

Executive responsibility for marketing strategies, strategic communications; Group Spokesperson

Participation in business development and proposal teams for

- High Speed trains, in particular for Korea (with predecessor of Hyundai-Rotem), Taiwan, Mexico, the Boston-New York-Washington Corridor (with General Motors and AEG) and Florida
- Manager of the German ICE (high speed train) demo tour in the US
- Head of government affairs committee of German Transrapid Consortium (magnetic levitation trains)
- Participation in the development of performance specifications for the high-performance electric locomotive Europrinter
- Marketing and communications for mass transit and main lines, e.g. BTS Bangkok, Light Rail Ankara, Metro Athens, Light Rail Tunis, Light Rail Guadalajara, Subway Taipei, various US LRT systems, signaling Danish Railroads, intercity link AVE/Renfe Spain, commuter trains in Lisbon, Europrinter locomotive for various European railroads, GM/EMD diesel electric locomotives
- Editor and publisher of major transportation articles and magazines, news releases, corporate brochures, internet appearance
- Management, organization and content of international marketing conferences with 500+ attendees, regional marketing and sales briefings
- Governmental affairs and participation in professional and trade associations
- Lectures on transportation (guest lecturer)

1979 – 1989

Director, Interatom GmbH, Bergisch Gladbach, Germany
(then subsidiary of Siemens Power Generation)

- Head of team “techno-economic evaluation” (technology assessment) responsible for strategizing various business developments, among others nuclear process heat; coal gasification and liquefaction processes, solar thermal energy, photovoltaics, and nuclear spin-off technologies
- Marketing, sales, project management of macro-economic and energy demand studies for Greece, Libya, Egypt and the European Union
- Outline of Siemens business strategy for Photovoltaics; participation in the acquisition team for ARCO Solar
- Communication of regenerative energy projects (solar power plants in Spain, photovoltaic power supply of Greek islands, low-energy suburb Likovrissy of Athens for German and Greek government)
- Advice for business strategies in MENA
- Business development in (then) USSR and GDR
- Nuclear research reactor JANUS in Indonesia
- Promotion of Liquid Metal Fast Breeder Reactor and Pebble Bed High Temperature Reactor in Europe
- Governmental and Industrial affairs, representative in various committees (national and European)

PROFESSIONAL ASSOCIATIONS (past and present)

International Public Transit Union (UITP)

American Public Transit Association (APTA)

Canadian Urban Transit Association (CUTA)

Member of the Board of Directors of the Van Horne Institute, Calgary, Alberta,

Member of the Board of Directors of Canada Eurasia Russia Business Association

COMMUNITY SERVICES

Member of the Council of the City of Bonn (among others Planning and Transportation Committees)

High School Teacher for Physics and Mathematics (in Germany)

LANGUAGES

English, German, French (basic), Spanish (basic), Dutch (basic)

INTERNATIONAL EXPERIENCE

European Union, Germany, Austria, Spain, Greece, Cyprus, Russia, Libya, Egypt, Morocco, Lebanon, UAE, Oman, Qatar, Turkey, Korea (South), Vietnam, Malaysia, Thailand, Indonesia, India, Mexico, Panama, Columbia, Canada, USA

REFERENCES

Upon request