

SKA Global Partners is a Wellington-based technology advisory practice. We bring C-suite technology execution experience to New Zealand organisations navigating modernisation, AI adoption and engineering transformation — as a practitioner, not a framework. Our principal, Senthil Parameswaran, spent 10 years as Chief Digital Officer at Arab Bank Group, leading a 470-person global engineering organisation across 29 countries. We have done what we advise.

10 yrs

Chief Digital Officer,
Arab Bank Group

470

engineers led in a
global organisation

29

countries
of operation

400+

engineer capability centre
built from zero

WORKING WITH NEW ZEALAND ORGANISATIONS

Based in Wellington

Registered in New Zealand and led from Wellington, working with clients across the country.

Who we work with

Banks, government agencies and large corporates facing significant technology decisions.

Global scale, applied locally

A decade of regulated banking technology leadership across 29 countries, brought to long-term New Zealand relationships.

THREE ADVISORY SERVICES

01 AI-Native Engineering Assessment

1 week · Fixed fee

Most technology organisations are running at 10–20% of the productivity they could achieve with AI-native engineering practices. We assess your current state, identify the gaps, and give you a clear, actionable roadmap to 60%+ AI-assisted development — with governance recommendations for regulated environments.

We have delivered 85–90% AI-assisted development in production, at enterprise scale, with a full audit trail. This is not a framework exercise.

DELIVERABLES

- Current-state assessment
- Gap analysis
- AI engineering roadmap
- Governance recommendations
- Quick wins, implementable in 30 days

BEST SUITED FOR

CTOs, CIOs and Heads of Engineering considering or already piloting AI-assisted development.

Scoped for one engineering organisation, with access arranged in advance.

02 Digital Transformation Diagnostic

3–6 weeks · Fixed fee

Before committing \$5–20M to a technology transformation programme, spend a fraction of that on a diagnostic that tells you whether you are solving the right problem. Most transformation programmes fail not because of execution, but because the problem was misdiagnosed at the start.

We review your current technology estate, strategy, team structure and delivery model, and give you an independent view of what needs to change and in what sequence.

DELIVERABLES

- Technology estate assessment
- Strategy alignment review
- Prioritised transformation roadmap
- Risk and dependency map
- Board-ready recommendation

BEST SUITED FOR

CEOs, CIOs and CDOs planning or mid-way through a major technology transformation.

03 Offshore Delivery Model Advisory

2–4 weeks · Fixed fee

Offshore engineering models fail for predictable reasons — unclear ownership, weak governance, cultural misalignment, and talent structures that optimise for cost rather than capability. We built a Global Capability Centre in India from zero to 400+ engineers and know exactly where the model breaks down.

For New Zealand organisations relying on offshore or outsourced engineering, we provide an independent review of what is working, what is not, and what to change.

DELIVERABLES

- Offshore delivery model review
- Root cause diagnosis
- Remediation roadmap
- Feasibility study, where relevant
- Board-ready business case

BEST SUITED FOR

CIOs and CTOs with underperforming offshore or vendor delivery models, or weighing up an offshore capability of their own.

HOW WE ENGAGE

Start small

Every engagement begins with a defined, fixed-fee diagnostic. No open-ended retainers, no ambiguous scope. You know what you are getting before you commit.

No conflict of interest

We are independent — no software vendor relationships, no implementation partnerships that bias our advice. We recommend what is right for the client.

Practitioner, not framework

Every recommendation is grounded in having lived the decision — not in applying a methodology. We tell you what we would do, and why.

Start with a 30-minute conversation

A direct conversation with the principal. No obligation.

BOOK calendar.app.google/XhmaGWtVPjJZZu8q6
WEB www.skaglobalpartners.com