

We bring C-suite technology execution experience to banks and financial institutions across the UAE and the wider Gulf 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 ORGANISATIONS IN THE UAE AND THE GULF

### Regional banking experience

Ten years as Chief Digital Officer at Arab Bank Group, with experience across the UAE, Saudi Arabia, Jordan and Egypt.

### Present in the region

Regionally mobile and available for on-site engagements across the Gulf.

### India capability centre expertise

Built a Global Capability Centre in India for Arab Bank, from zero to 400+ engineers.

## THREE ADVISORY SERVICES

### 01 Global Capability Centre & Offshore Delivery 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 banks considering a Global Capability Centre in India, we offer a full feasibility and blueprint engagement — location selection, legal entity structure, talent market assessment, governance model and a board-ready business case.

#### DELIVERABLES

- Offshore delivery model review and root cause diagnosis
- Remediation roadmap or feasibility study
- Location recommendation
- Board-ready business case

#### BEST SUITED FOR

CEOs, CTOs and CFOs of banks considering a capability centre in India; CIOs with underperforming offshore models.

## 02 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 banking 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.

## 03 Digital Transformation Diagnostic

3–6 weeks · Fixed fee

Before committing US\$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.

### 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](https://calendar.app.google/XhmaGWtVPjJZZu8q6)  
**WEB** [www.skaglobalpartners.com](https://www.skaglobalpartners.com)