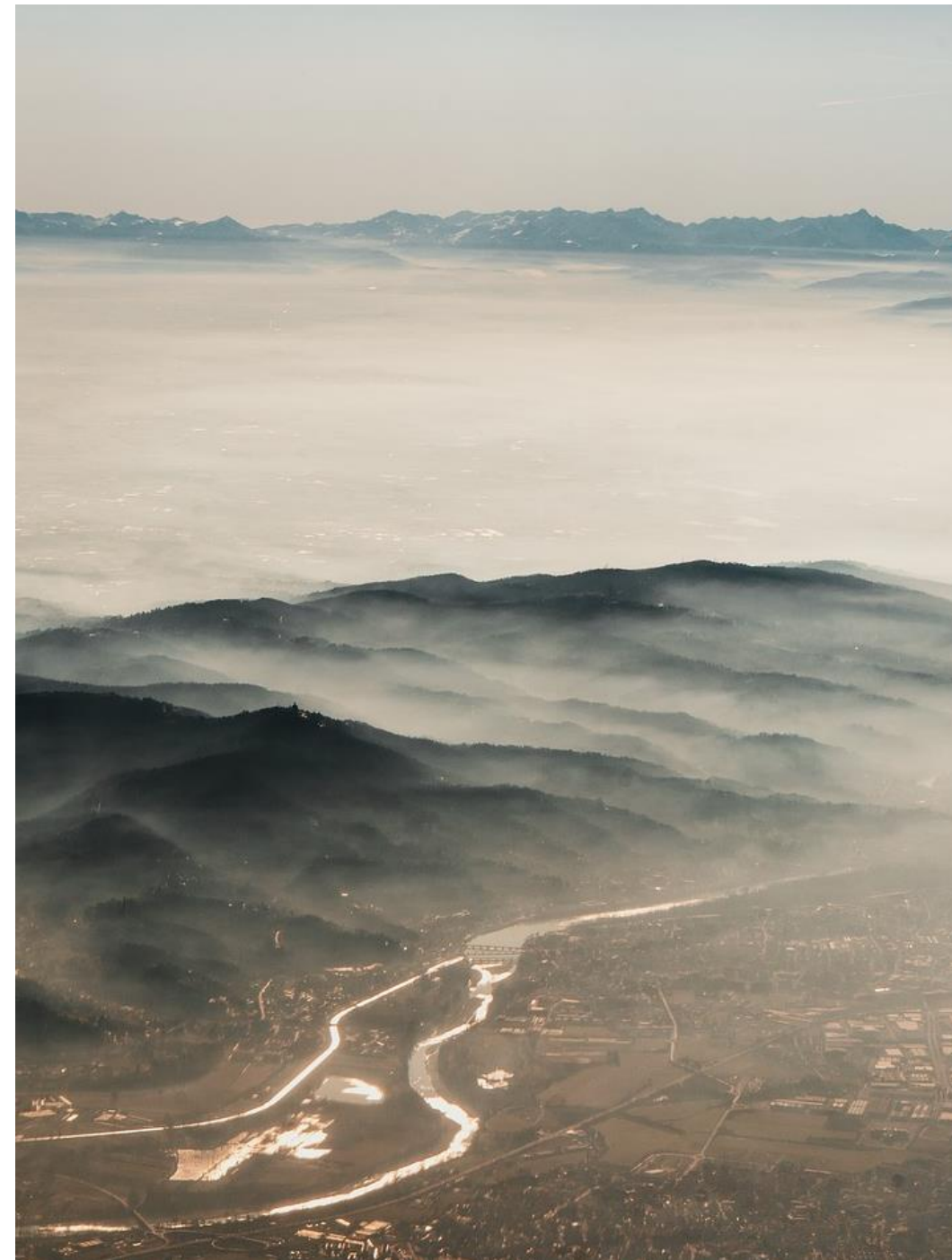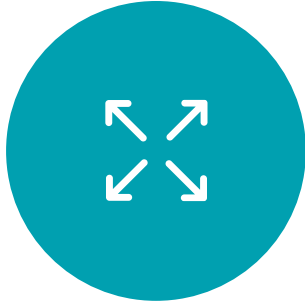# ScaleRight

Strategic Services

The zoom out

"The big picture is not just a cliché. It is the most important thing to understand and keep in mind when making decisions" - John C. Maxwell

High Level **Principles** of Engagement

Zoomed Out

Provide a zoomed out independent strategic view of the state technology and development processes

Best Practice

Provide a strategic view informed by proven engineering best practice around architecture, data security and privacy, analytics, and development processes
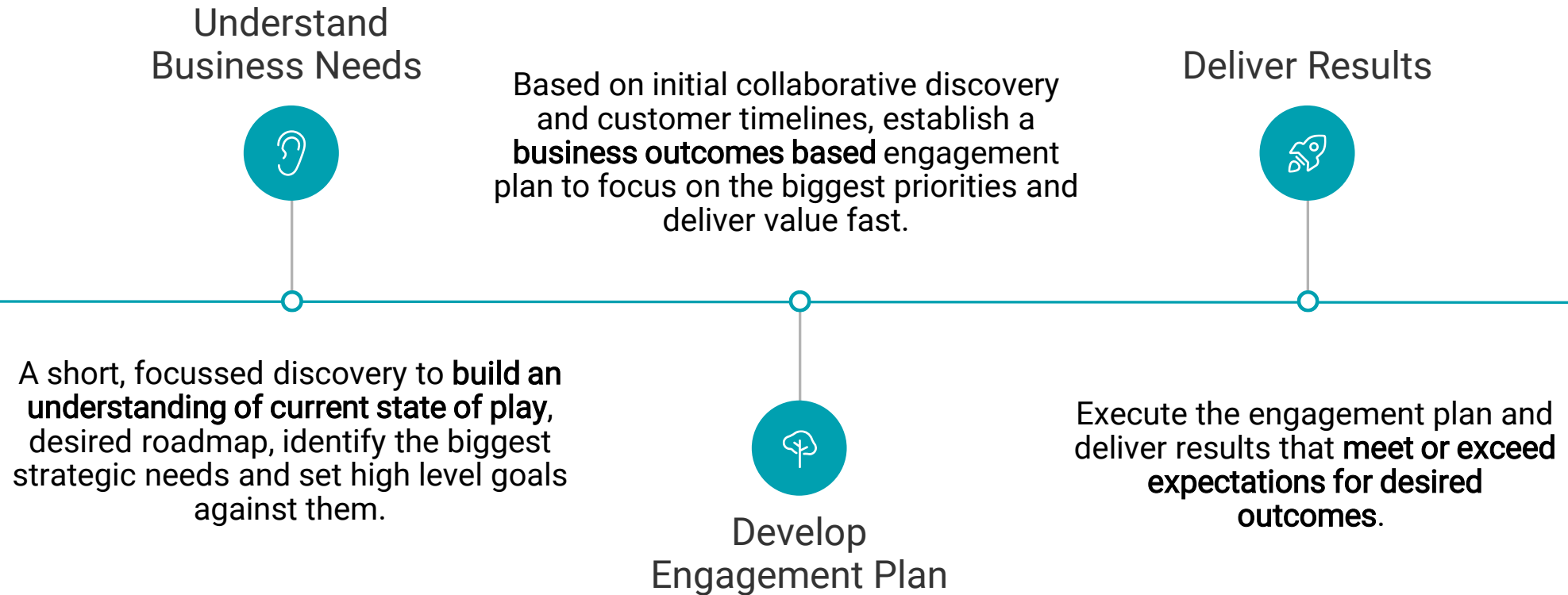
Holistic View

Examine everything that affects delivery including tech, processes, team communication and structure, work tracking, and development metrics (cycle time, release frequency, defect remediation)

These collaboration focused high-level principles of engagement will ensure that it's successful and delivers tangible benefits

High Level **Plan** of Engagement

Understand Business Needs

Based on initial collaborative discovery and customer timelines, establish a **business outcomes based** engagement plan to focus on the biggest priorities and deliver value fast.

Deliver Results

A short, focussed discovery to **build an understanding of current state of play**, desired roadmap, identify the biggest strategic needs and set high level goals against them.

Execute the engagement plan and deliver results that **meet or exceed expectations for desired outcomes**.

Develop Engagement Plan

Engaging in a short discovery will ensure that the rest of the engagement is focused, and outcomes are understood, and prioritised

Discovery

"The future belongs to those who understand the road ahead." - John F. Kennedy

Discovery Process

Spanning 5-14 days

We need to build in sufficient time to explore the architecture, team, processes, and business objectives in order to make an effective engagement plan.

Discovery timeline depends on complexity of current systems in place and business requirements.

Systems Discovery

Review of key business critical platforms, architectures, infrastructure setup, coding standards, and how they drive products customers use.

Process and Team Discovery

A pragmatic and holistic look at how teams are organised, what development processes look like, how are releases tested and managed, change management, technical planning.

Outcomes Discovery

Build a view of what the business is hoping to achieve in the medium and long term. The business outcomes need to be understood in order to work out how the technology function can be best positioned to enable those outcomes.

Key Deliverables

Discovery process will result in concrete outcomes and artefacts, ensuring it has stand alone value

Presentation summarising key outputs from strategic report

Report detailing strengths and gaps in architecture, security, scalability, team structure, and process

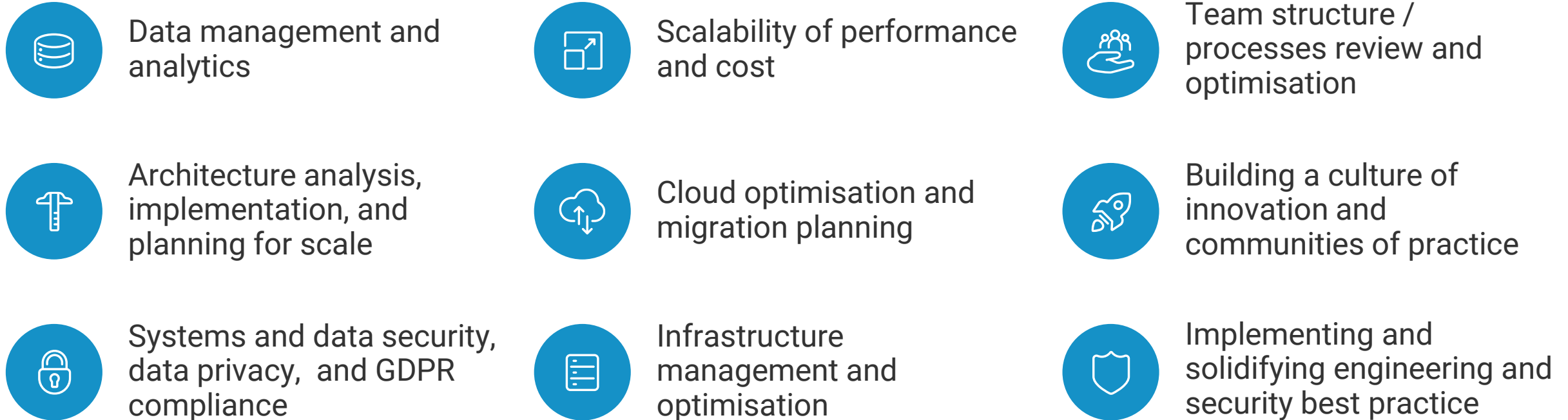High level prioritised plan to deliver objectives through flexible engagements

ScaleRight

Scope and Capabilities

Transformational CTO as a Service

"The world we have created is a product of our thinking; it cannot be changed without changing our thinking." - Albert Einstein

Transformational Focus Areas

Data management and analytics

Scalability of performance and cost

Team structure / processes review and optimisation

Architecture analysis, implementation, and planning for scale

Cloud optimisation and migration planning

Building a culture of innovation and communities of practice

Systems and data security, data privacy, and GDPR compliance

Infrastructure management and optimisation

Implementing and solidifying engineering and security best practice

A CTO's job is a business function — to align technology strategy with the business, and create an evolving execution plan to achieve the desired outcomes

Mentoring, Coaching, and Start-up acceleration

"Teamwork is the dynamic that allows common people to attain uncommon results." - Andrew Carnegie

Helping New CTOs and Founders Scale

Scaling

How to present the **best of your tech** to investors and how to **manage those investors** when they come on board. **Technical pitching** and deck building for technical sales. How to establish **growth strategies** that allow you to hit the ground running once you've raised. What should your 1, 3, 5 year roadmaps look like? planning for and **managing team growth**. Building and **retaining your team and company culture**.

Tooling and Process

Establish **tooling strategies that work** for your size and plan for scale. Build **scalable and measurable processes** based on the way you and your team work,. Cloud utilisation and **scaling strategies** with enforceable cost controls. Build a **culture of innovation** and experimentation without sacrificing **quality and predictability**.

Team and Culture

Covering all the essential **foundational concepts and strategies** to ensure your team and company get off the ground fast and in a way that can scale. What should your early **hires** look like? Should you **prioritise** experience or headcount? How do you **get the most out of a small team** while planning for expansion at the same time?

Foundational

Covering all the elements needed to plan a **strategy and architecture** that can enable **raising funds** and getting **pilot customers**. Ensuring MVP is well **planned out, strategic** in nature, and **achievable**. Techniques for **testing and refining your MVP** before even starting to build. Know what you are building!
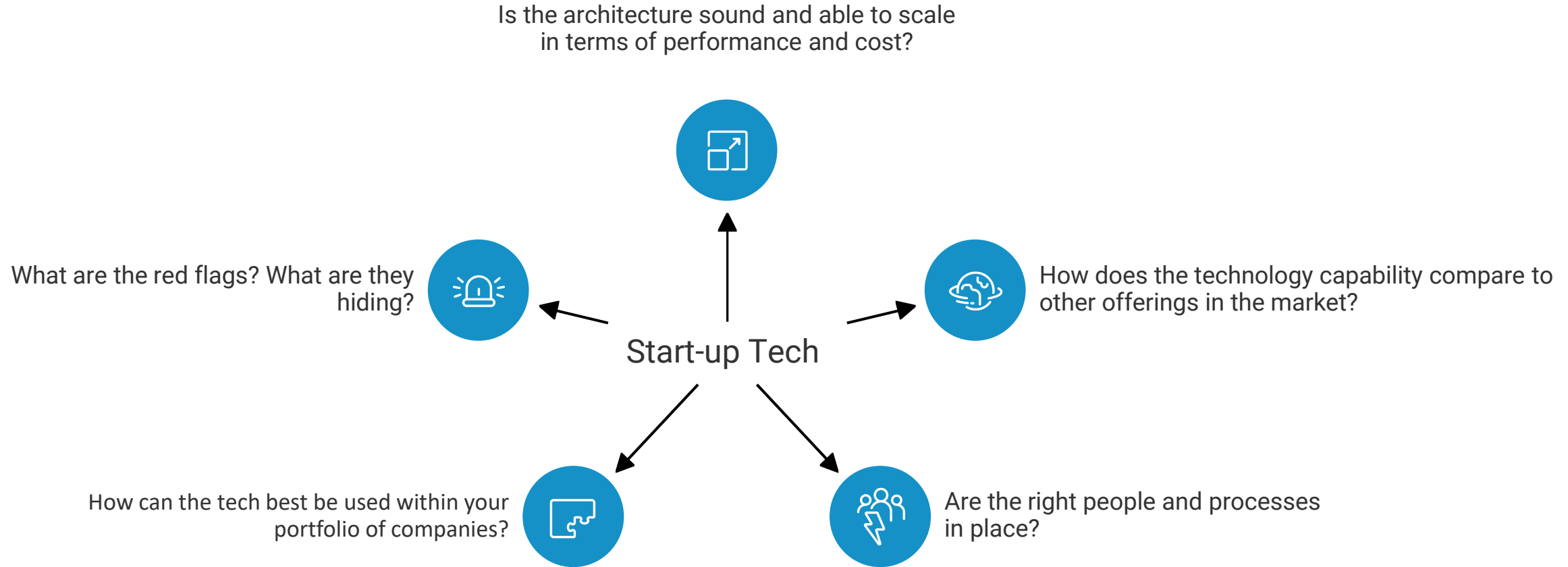
Even the best Engineers, Heads of Engineering, and Technology Directors can struggle with the role of CTO. Its a different scope / scale and requires a deep understanding of tech strategy, business, investor relations, and scaling challenges.

Technical Due Diligence for Investors

"It is a capital mistake to theorize before one has data." - Sir Arthur Conan Doyle

Technical Due Diligence

Is the architecture sound and able to scale in terms of performance and cost?

What are the red flags? What are they hiding?

How does the technology capability compare to other offerings in the market?

Start-up Tech

How can the tech best be used within your portfolio of companies?

Are the right people and processes in place?

With extensive knowledge in mobile, enterprise-level platforms, AI/ML, and architecture; as well as experience in guiding multiple companies through various funding rounds and assisting them in scaling, I have the experience to help any Private Equity, Venture Capital, or Angel Investor evaluate the technological value of a prospective acquisition.

Case Studies and Testimonials

- Company was trying to release a platform for their new computer vision security focussed product for 2 years unsuccessfully.

- Ran an 11 month engagement to transform the engineering function, identify architectural and infrastructure weaknesses, and deliver the long awaited platform

- Delivered a production quality platform in 6 months, able to handle 500 simultaneous high definition streams per server and detect weapons, fighting, people and vehicles crossing forbidden areas, identify people from watchlist, track an individual's movement on a map across multiple cameras, all in real-time.

- Transformed a struggling team that was bleeding out people to a highly functional and engaged team with well understood development and quality processes.

- Presented the core technology to investors and ran the investor led DD process. Resulting in the company being acquired.
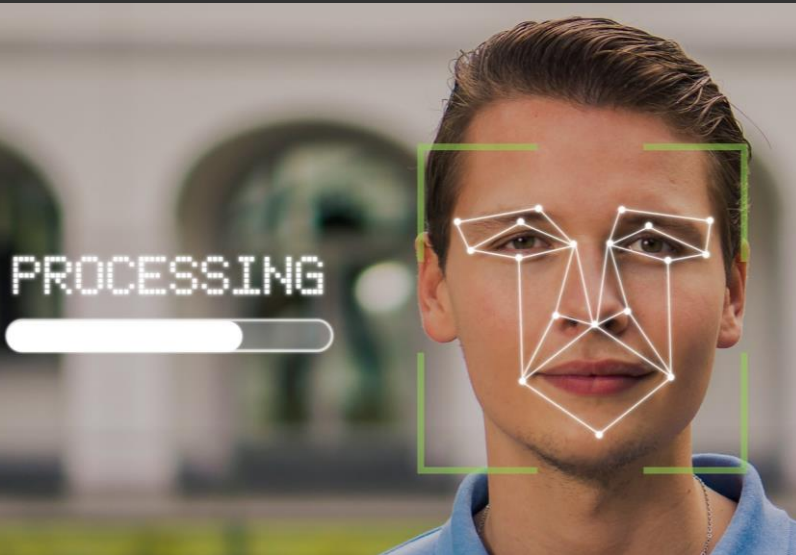
10X increased revenue generation

Went from a release every 3-6 month to every 2 weeks

Largest video analytics deployment in history in Thailand

Successful deployments with MI Dubai, PSNI, Royal Thai Police, French National Police Forensics Division

- Built the initial technical team and delivered MVP product.

- Took charge of technical side of fund raising and raised £5 million A round based on strong MVP.

- Scaled the team and platform to 50+ highly functional and agile employees along with flexible and powerful processes around delivery and communication.

- Built partnerships with energy providers and banks off the strength of Youtility's revolutionary workflow engine allowing the streamlining of complex processes.

- Built anonymised analytics into the core platform, which allowed the creation of additional income streams, and enhanced the core data the platform was consuming.

- Built in Banking level information security and data privacy.

Revolutionary workflow system that streamlines complex processes, currently being acquired by Natwest

Released production level MVP in 3 months

Onboarded Barclays, Virgin Money, Yolt, Wagestream, Starling Bank, and Lumio as customers within 1 year of funding round

Went from using aggregators to direct integrations with energy, broadband, and mobile suppliers within a year on the strength of analytics provided to them

SmilePass
Enabling Trusted Communities

- Rescued technology function after 3 years of trying to deliver biometrics platform, delivered the MVP platform with spoof proof biometrics in 4 months.

- Delivered production level platform able to deliver full KYC functionality including multi-modal biometric identification (voice, face) and ID document verification in 1 year to a budget below £1 million.

- Built and managed in house and outsourced teams, including processes that allowed full communication and collaboration across teams and time zones.

- Deployed in production with Saville Notaries and multiple insurance underwriters.

Built complete end to end KYC product able to verify identity with 100% certainty

Tested and certified by FBI and Homeland Security at ID Connect 2017 in Washington DC

Used to verify identities of festival goers in the UK and Ireland without any scale issues

Company sold to French conglomerate IDEMIA

- Improved development processes and cross practice collaboration.

- Introduced the concept of DevSecOps, combining Devops with security as a fundamental practice.

- Drove the B-Corp certification initiative and aligned the technical business with its principles.

- Improved and enhanced the use of the Romanian office which had been treated as an afterthought.

Google cloud's oldest UK based partner

Took the company from having very siloed and expensive services to having a wide range of cross practice services at various price ranges, increasing project funnel from google by 130%

Improved retention and satisfaction in remote offices by 60% over 6 months

In 6 months turned the Google partner rating from a "Basic" grade to "advanced" in 90% of metrics measured

Some recomendations

" I am very grateful for the huge transformational impact Khalil had on our engineering team in such short period of time as our company's CTO. Khalil uniquely combines strategic thinking, operational excellence and strong emotional intelligence - a winning formula in SeeQuestor's complex environment. "

Thibaud Weick - CEO Seequestor

" Khalil is as capable of running innovation workshops for C Suite clients as he is scoping mission critical software architectures. As skilled in scoping Lean hypotheses and experiments as he is developing digital product strategies. Khalil understands teams and focuses on the best outcomes - he's also right there when things don't go so well. I'd have Khalil in one of my teams any time - a real star. "

Scott Ewings - CEXO TPXimpact

" Khalil is by far the most valuable asset I've ever had on any of my teams "

Grant Crowe - Ex CEO Smilepass

Other Strategic Experience

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