



Optimization NZ Limited

Optimization helps businesses harness technology to produce superior business results. It delivers consulting, development and implementation services across the core areas of Software Engineering, Security, Infrastructure, Billing & Customer Care and Business Capability Improvement.

Industry experience includes telecommunications, banking & insurance, energy and government.

Situation presented

Optimization has a highly respected delivery record. This has been earned through addressing complex technology issues that have a major effect on the business operations of customers. Optimization sought assistance to ensure that its strategy remained in alignment with future growth opportunities in the New Zealand IT market.

Solutions provided

- Planned with the Company to map its position against peer Organisations in the market. Identified key ratios to assist the Company benchmark its performance. Worked with Optimization executives to confirm the differentiating qualities that distinguish the Company from other IT constituents;
- Planned through a series of internal workshop sessions and client interviews. This was aimed at ensuring alignment between client needs, depth of service portfolio and delivery team execution;
- Negotiated with Optimization management a successful revenue contract to support the consumer and industrial billing requirements of a Utilities Company. This was supplemented by the acquisition in 2005 of the Kinetiq New Zealand energy contracts previously held by NZSE listed Spectrum resources;
- Continue to work with Optimization to identify and investigate new business opportunities, with activities including assistance with due diligence, negotiation and finalisation of acquisition transactions.