

Kapish



NZ Government FinOps, Business and EA Services Supporting the Cloud First Mandate

May 2026

NZ Public Sector FinOps & EA Platform

Mandate-Aligned Cloud Cost & Architecture Capability for NZ Government

Kapish delivers an integrated platform combining IBM Cloudability, Apptio, SAP LeanIX and SAP Signavio to help NZ public sector agencies meet cabinet-mandated Cloud First obligations, achieve the GCDO's \$3.7–\$5.9B savings target, and build toward the Digital Government Target State.

Integrated Platform

The platform connects real-time cloud cost visibility to enterprise architecture and business process intelligence – giving agencies the end-to-end capability to prove compliance, defend budget bids, and prepare for digital cluster formation.

- ✓ **Cloudability: Multi-Cloud Cost Visibility**
- ✓ **Apptio: IT Financial Management / TBM**
- ✓ **LeanIX: Application Portfolio Management**
- ✓ **Signavio: Business Process Transformation**

Managed Services

Full-service operating model for agencies without in-house FinOps or EA capability – addressing the 64% capability gap identified across NZ organisations.



Benefits

- **Cloud First compliance**, directly addressing the mandatory obligation to use cloud optimisation tooling.
- **Defensible budget bids** through TBM-aligned cost transparency required for GCDO investment endorsement.
- **Contributes to the \$3.7–\$5.9B savings target** by surfacing cloud waste and enabling cost-informed rationalisation decisions.
- **Digital cluster readiness**, mapping application portfolios and processes ahead of GCDO cluster formation from March 2026.
- **ISO27001 certified, enterprise-grade platform** with ANZ proof points.

Typical stakeholders involved

- Agency CIO / Deputy CIO
- Agency CFO / Finance Business Partner
- Enterprise Architect / Chief Architect
- GCDO / GDDA Leadership
- Cloud Operations / Platform Teams
- Programme Directors (Transformation)

NZ Government

Cabinet Cloud First Policy | Maturity Roadmap

The Cabinet Cloud First Policy mandates that NZ government agencies adopt cloud services and optimise their use. With a 64% architecture capability gap identified across NZ organisations, agencies need a structured path from cost visibility through to enterprise adoption.

This five-stage maturity roadmap connects the tools and practices required at each phase – helping agencies build defensible investment cases, rationalise application landscapes, and accelerate cloud outcomes.

Why Kapish?

- **80+ customers** across AU and NZ
- **Certified** SAP LeanIX & Signavio consultants
- **NZ proof points** incl. Ministries and Private Sector
- **Managed or self-service** delivery models
- **Savings within 90 days** via no-cost Cloud Spend Health Check

5

SAP WalkMe | Adopt

Kapish delivers WalkMe to accelerate adoption across any enterprise application – reducing training costs and proving ROI to agency leadership.

4

SAP Signavio | Transform

Certified Signavio consultants model and optimise business processes – connecting process architecture to application changes as agencies consolidate.

3

SAP LeanIX | Architect

Certified LeanIX consultants map your application landscape, govern migration decisions, and build digital cluster readiness ahead of GCDO formation.

2

IBM Apptio | Plan

TBM-aligned cost transparency for defensible Budget bids, benchmarking, and investment planning – contributing to the \$3.7–\$5.9B savings target.

1

IBM Cloudability | See

Kapish delivers real-time multi-cloud cost visibility across AWS, Azure, and GCP – getting agencies compliant and generating savings within 90 days.

IBM Cloudability

Cabinet-Mandated Cloud Cost Optimisation for NZ Public Sector

The Cabinet Cloud First Policy (April 2023, updated December 2025) explicitly mandates that government organisations “must use cloud optimally to manage costs through use of cloud management (optimisation) tools.”

IBM Cloudability is the only FedRAMP-authorized FinOps platform purpose-built for this obligation – delivering real-time multi-cloud cost visibility, waste detection, and savings automation across AWS, Azure and GCP. Kapish delivers Cloudability as a managed or self-service capability, getting agencies compliant and generating savings within 90 days.

What's included?

- ✓ **Real-time multi-cloud cost visibility**
Unified spend tracking across AWS, Azure and GCP with automated tagging, cost allocation and anomaly detection – eliminating siloed vendor-native tools.
- ✓ **Waste detection and rightsizing**
Continuous identification of idle resources, over-provisioned instances and orphaned storage, with automated recommendations to reduce spend immediately.
- ✓ **Savings automation**
Commitment-based savings plans (Reserved Instances, Savings Plans, CUDs) managed automatically to maximise discounts without manual intervention.
- ✓ **Kubernetes cost management**
Container-level cost allocation and optimisation for agencies running workloads on EKS, AKS or GKE – critical as cloud-native adoption accelerates.

Service Benefits

- **Direct Cloud First compliance**, meeting the Cabinet-mandated obligation to use cloud optimisation tooling.
- **Quantified savings within 30 days** through a no-cost Cloud Spend Health Check that surfaces immediate ROI and waste reduction opportunities.
- **Multi-cloud visibility** that native tools (Azure Cost Management, AWS Cost Explorer) cannot provide – essential for the mandatory multi-cloud obligation.
- **FedRAMP-authorized** and **ISO27001 certified** and purpose-built for government and enterprise.

Typical stakeholders involved

- Agency CIO / Deputy CIO
- CFO / Finance Business Partner
- Cloud Operations / Platform Teams
- GCDO / GDDA Advisors

IBM Apptio

IT Financial Management & Technology Business Management for Budget Defence

The GCDO's mandatory Digital Investment and Procurement Principles require agencies to demonstrate cost discipline and alignment to GCDO strategy in every Budget bid. From April 2026, the GCDO (as Functional Chief Executive) endorses all material digital investment.

IBM Apptio provides the TBM taxonomy and ITFM reporting framework – the same framework used by the US Federal Government's OMB and state governments internationally – giving NZ agencies a standardised, defensible way to present IT spend, forecast budgets, and show what each government service costs to run end-to-end.

What's included?

- ✓ **TBM-aligned cost taxonomy**
Standardised IT spend categorisation using the Technology Business Management framework, enabling consistent, comparable cost reporting across agencies and clusters.
- ✓ **Budget forecasting and scenario planning**
Multi-year budget modelling that aligns cloud and on-premises costs to business services, supporting defensible Budget bids and GCDO endorsement requirements.
- ✓ **Service cost transparency**
End-to-end cost-of-service views showing what each government digital service costs to deliver – critical for shared platform decisions within clusters.
- ✓ **Cloudability integration**
Native integration with Cloudability feeds real-time cloud cost data into business-aligned financial views, connecting operational spend to strategic reporting.

Service Benefits

- **GCDO investment endorsement readiness**, providing the cost transparency framework required for Budget bid approval from April 2026.
- **Cross-agency spend comparability** using a common TBM taxonomy the GCDO can use to benchmark and compare costs across cluster agencies.
- **Proven government framework** – Apptio's TBM taxonomy is used by the US OMB, USSS, and Australian government departments.
- **Cost-to-service visibility** enabling agencies to demonstrate what each government service costs, supporting the \$3.7–\$5.9B savings accountability.

Typical stakeholders involved

- CFO / Deputy CFO
- GM Digital / Chief Digital Officer
- GCDO / GDDA Central Agency Advisors
- Agency CIO

SAP LeanIX

Enterprise Architecture for Digital Target State & Cluster Readiness

The GCDO is establishing logical digital groupings (clusters) of agencies sharing common platforms from March 2026, with ten clusters operational by June 2028. Agencies that cannot map their application landscape, technology lifecycle, and cluster readiness will be unable to participate effectively.

SAP LeanIX is the enterprise architecture platform that creates this visibility – and the NZ Ministry of Justice is already a reference customer, having used LeanIX to move from no visibility of their application landscape to a five-year digital asset plan. Kapish delivers LeanIX with deep EA implementation expertise.

What's included?

- ✓ **Application portfolio management**
Complete mapping of the agency application landscape with lifecycle status, business capability alignment, and technology risk assessment – the foundation for cluster-readiness decisions.
- ✓ **Digital Target State alignment**
Architecture roadmapping that links current-state applications to the GCDO's Digital Government Target State, making compliance visible and measurable.
- ✓ **Apptio cost integration**
Native integration with IBM Apptio automatically exports application and business capability data into cost models, making rationalisation decisions cost-informed.
- ✓ **Technology lifecycle intelligence**
Automated tracking of vendor support timelines, end-of-life dates, and technology risk across the portfolio – critical for agencies managing technical debt.

Service Benefits

- **Cluster readiness**, giving agencies the application portfolio map they need to participate in GCDO digital cluster formation from March 2026.
- **Cost-informed rationalisation** through LeanIX + Apptio integration, showing exactly what decommissioning or consolidating an application saves.
- **NZ Ministry of Justice proof point** – a direct NZ public sector reference demonstrating the journey from no application visibility to a five-year digital plan.
- **Digital Target State compliance**, enabling agencies to demonstrate alignment to GCDO architectural requirements with living, decision-ready EA data.

Typical stakeholders involved

- Enterprise Architect / Chief Architect
- Agency CIO / Deputy CIO
- GCDO Cluster Leads
- Business Transformation / Programme Director

SAP Signavio

Business Process Transformation for Shared Platform Migration

As agencies consolidate into digital clusters and migrate to shared platforms (e.g., shared HR, finance, or case management systems), they must first document, understand, and redesign their business processes. The GCDO's back-office transformation workstream and Digital Government Programme require process transparency for deduplication and shared platform adoption.

SAP Signavio provides the process mining and business process management capability to make this transition structured and evidence-based. Kapish delivers Signavio with certified consultants and deep BPM implementation expertise.

What's included?

- ✓ **Process mining and discovery**
Automated extraction of actual process flows from agency systems, revealing how work really happens – not how it was designed – to identify inefficiencies and redundancies before migration.
- ✓ **Business process modelling**
Structured documentation and redesign of end-to-end business processes using BPMN standards, creating the process architecture needed for shared platform decisions.
- ✓ **LeanIX bidirectional integration**
Native connection between process models and application architecture, giving process and EA teams a unified view of what applications support which processes.
- ✓ **Continuous process improvement**
Ongoing monitoring and optimisation of business processes post-migration, ensuring shared platforms deliver the efficiency gains expected by the GCDO savings programme.

Service Benefits

- **Shared platform readiness**, ensuring agencies can document and redesign processes before migrating to cluster-shared systems.
- **Evidence-based transformation** through process mining that reveals actual workflows, eliminating assumptions and reducing migration risk.
- **Process-to-architecture alignment** via Signavio + LeanIX integration, connecting process redesign directly to application rationalisation decisions.
- **Back-office efficiency gains** supporting the GCDO's deduplication and shared services agenda with measurable process improvement outcomes.

Typical stakeholders involved

- Programme Director (Transformation)
- Business Process Owners
- Enterprise Architect / Chief Architect
- GCDO Cluster Leads

SAP WalkMe

Digital Adoption for Shared Platform Migration & Enterprise Application Enablement

As NZ government agencies migrate to shared cluster platforms and adopt new enterprise applications, the biggest risk to ROI is not the technology – it is user adoption. When agencies move to shared HR, finance, or case management systems, thousands of users must learn new workflows simultaneously.

SAP WalkMe is a digital adoption platform that overlays any enterprise application with in-app guidance, automated workflows, and real-time user support – ensuring agencies realise the value of their technology investments from day one. Kapish delivers WalkMe to accelerate adoption, reduce training costs, and close the capability gap across any application landscape.

What's included?

- ✓ **In-app guidance and walkthroughs**
Step-by-step interactive guidance overlaid on any enterprise application, guiding users through new workflows without leaving the tool – critical when onboarding to shared cluster platforms.
- ✓ **Workflow automation**
Automated completion of repetitive tasks and form fills across applications, reducing manual effort and data entry errors during and after platform migration.
- ✓ **Adoption analytics and insights**
Real-time visibility into how users interact with applications – identifying adoption gaps, friction points, and training needs across any enterprise system.
- ✓ **Application-agnostic deployment**
Works across any web-based or enterprise application – SAP, Salesforce, ServiceNow, custom government systems – providing a single adoption layer regardless of technology stack.

Service Benefits

- **Accelerated cluster migration**, guiding users through new shared platform workflows from day one – reducing resistance and support load during migration.
- **Reduced training costs** by replacing classroom and manual training with contextual, in-app guidance that scales across agencies without additional headcount.
- **Measurable adoption ROI** with analytics that prove user engagement and process compliance – demonstrating the value of technology investments to GCDO and agency leadership.
- **Application-agnostic capability** that works across any enterprise application, providing a consistent user enablement layer regardless of cluster platform choices.

Typical stakeholders involved

- Agency CIO / Deputy CIO
- Change Management / L&D Leads
- Programme Directors (Transformation)
- Application / Platform Owners

