SOMERFORD
Delivering Innovation

Solution and Service
Guide

Delivering integrated solutions to complex data challenges

Data Everywhere

The generation of, and demand for, data continues to rise exponentially year on year. In 2010, there were 1.2 zettabytes (ZB) of data, by the end of 2020 we are on track to reach 40ZB. A recent study suggested that over 90% of the data that exists today has been created in the last two years alone. Data is everywhere. In a highly interconnected world how do we secure our data, maintain confidence in its veracity and ensure availability? How do we use such vast volumes of data effectively to enhance productivity?

We need an integrated approach to data management to reduce operational, legal, financial and reputational risks and, importantly, to maintain a competitive edge.

How can we help?

Somerford Associates delivers a range of 'best in class' solutions spanning 'big data' security, identity and analytics as recognised by Gartner Magic Quadrant and Forrester Wave market analysis. From initial scoping against your requirements through to technical appraisals, implementation and optimisation, our certified and security cleared staff deliver complete solutions.

Dedicated Project Managers and technical engineers validate requirements, develop a proof of concept and support the deployment, integration and maintenance of a tailored solution.

Our experience spans central and local government and a wide-range of FTSE-100 companies.

We have the expertise, the tools and the capacity to address the most complex data challenges. We help maintain operational performance and can drive greater productivity through efficient data management. We can also reduce costs by consolidating legacy tools and, ultimately, we reduce data risks to your operations, revenue and reputation.

We are an APN Partner with AWS Marketplace an online software store that helps customers find, buy, and immediately start using the software and services that run on AWS and be up and running in days. AWS Marketplace also simplifies software licensing and procurement with flexible pricing options and multiple deployment methods.

Professional Services

Our experienced Professional Services consultants have a strong reputation for excellence and work hand-in-hand with our customers to develop the right solution. We take the time necessary to understand your needs and we offer customers access to our knowledge, skills and experience to ensure a seamless transition to a data-centric approach. Trained to the highest level, our consultants are certified to deliver optimised solutions, quickly becoming an integral part of the team.

Drawing upon our Armed Forces Covenant, we are proud to employ veterans who have a wealth of technical skills and experience to address the most complex and pressing challenges. Their work ethos, professionalism, leadership and management are great strengths.

Project Management

We recognise and value the fact that every customer is different. Each project is unique and requires breadth and depth of understanding, attention to detail and continuity. Our Project Managers are able to draw upon broad experience across both the public and private sectors, cross-fertilising best practice where appropriate to build in a competitive advantage or greater efficiency.

We work hard to manage out risk, driving projects forward with vigour to deliver them on time, on budget and to exacting standards.
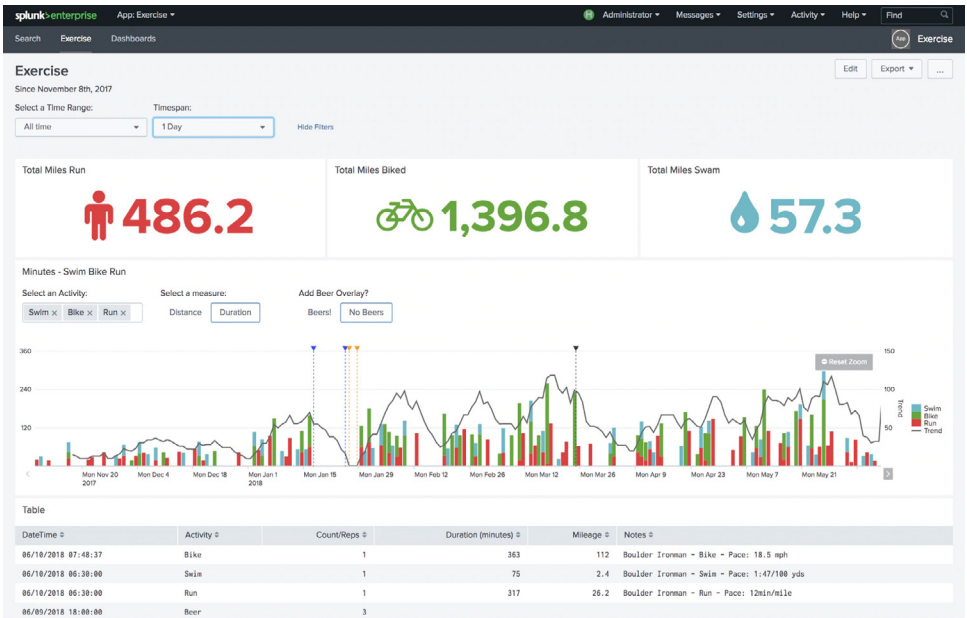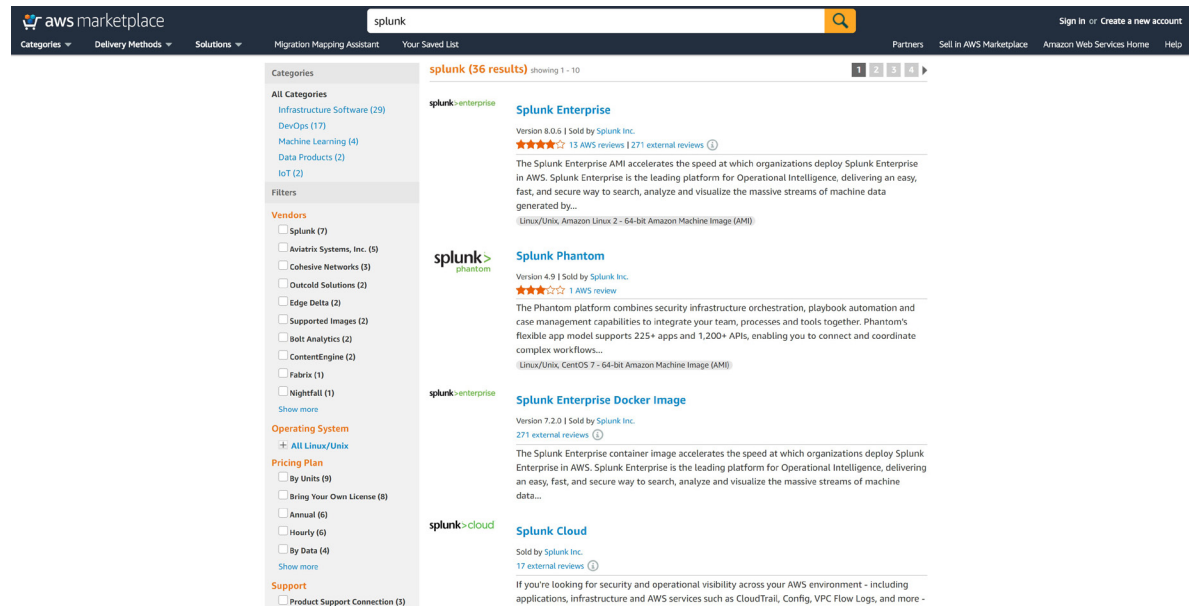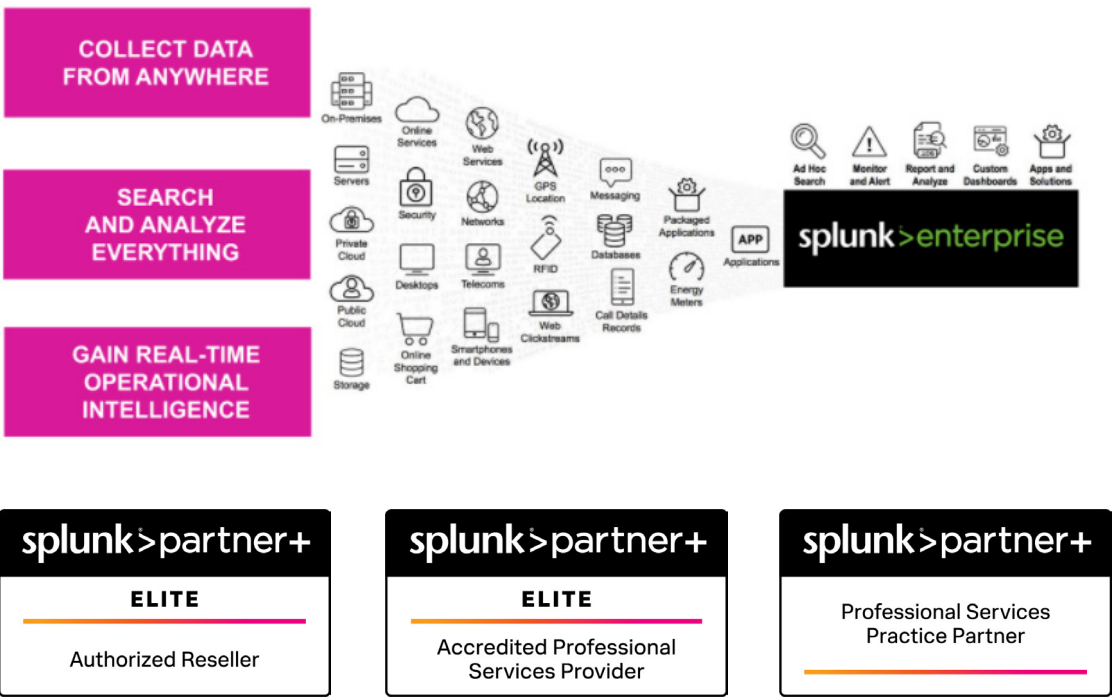
aws marketplace

AWS Marketplace is a curated digital catalog service that simplifies software discovery, procurement, provisioning, and management through features that speed up product evaluation, improve governance and cost transparency, and enhance control over software spend.

Customers can unlock innovation when they have the tools to tailor software discovery, procurement, and provisioning to the needs of multiple teams across their organization. AWS Marketplace enables builders to access, implement, and control the third-party software solutions they need in a variety of environments, whether they are AWS-centric or hybrid models.
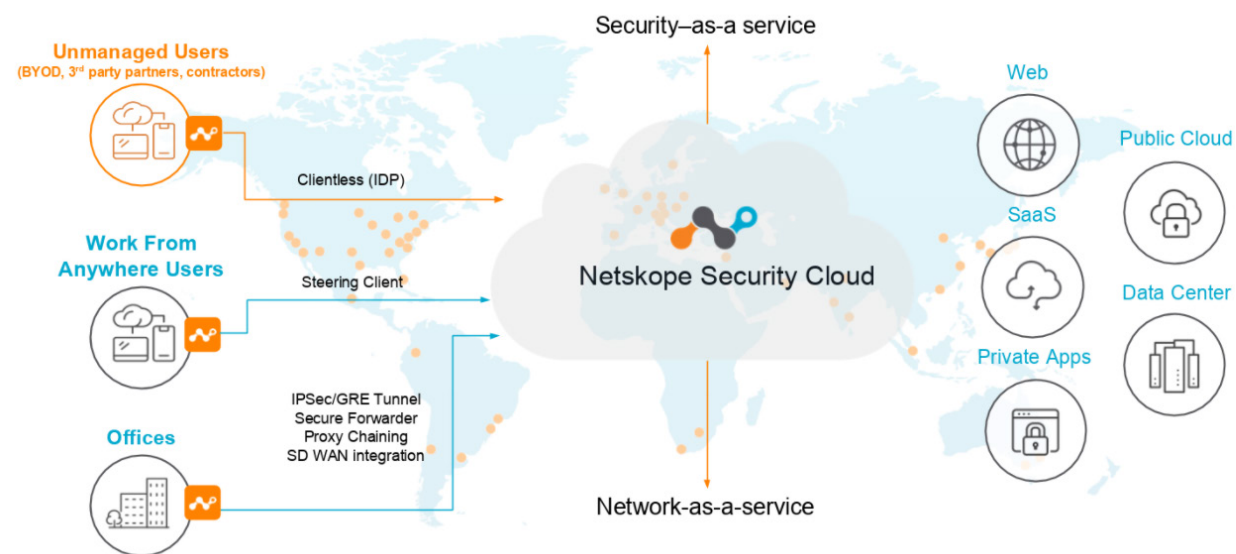
As an authorised AWS Marketplace reseller and a member of the Amazon Partner Network (APN) Somerford Associates have the ability to provide our customers with Customer Partner Private Offers (CPPO), to offer customised pricing for our partners, all managed through our customer AWS Marketplace Management Portal.

Our customers can now purchase software solutions in AWS Marketplace, through us as Consulting Partners, to leverage our knowledge of your business, offer our professional services and support, and receive the same fast and friction-free purchase experience you are accustomed to in AWS Marketplace.

splunk > turn data into doing™

Make better, faster decisions with real-time visibility across the Enterprise. Splunk, the Data-to-Everything Platform, unlocks data across all operations and the business, empowering users to prevent problems before they impact customers. With AI driven insight, IT teams can see more of the details and the impact on the business, when issues occur.
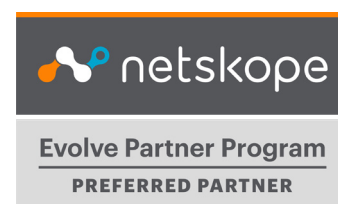
netskope

As enterprises embrace Software-as-a-Service, the average organisation has in excess of 1,000 app and cloud services.

Networks are becoming more and more decentralised, and a greater number of users connect directly to the web and apps from any location and any device. The future for Secure Web Gateway is an integration partnership with CASB in a cloud first world for in line app availability.

Netskope understands the context of today's cloud and web usage at the deepest level and provides real-time, granular visibility. It provides control over thousands of apps and cloud services, and enables you to optionally block the use of high-risk apps and cloud services, but safely enable the majority of apps that the business relies on.

Workspaces 18 total

+ New Workspace

All (18)   Success (12)   Error (1)   Needs Attention (1)   Running (0)

Search by name

WORKSPACE NAME	RUN STATUS	LATEST CHANGE	RUN	REPO
exceed-limit	✔ APPLIED	5 months ago	run-B8Ac	NICKF/terraform-minimum
filetest-dev	✖ ERRORED	3 months ago	run-SLSz	nfagerlund/terraform-filetest
migrated-default	✔ PLANNED	5 months ago	run-BVyj	nfagerlund/terraform-minimum
migrated-first	✔ PLANNED	5 months ago	run-A2sp	nfagerlund/terraform-minimum
migrated-second	✔ PLANNED	5 months ago	run-KqNV	nfagerlund/terraform-minimum
migrated-solo	✔ APPLIED	5 months ago	run-1RkX	NICKF/terraform-minimum
migrated-solo2	✔ PLANNED	5 months ago	run-Rih7	nfagerlund/terraform-minimum
migrate-first-2	! NEEDS CONFIRMATION	3 months ago	run-hR57	nfagerlund/terraform-minimum

HashiCorp

HashiCorp is a leading muli-cloud adoption platform that enables organisations to establish, secure, run and connect cloud-computing infrastructure. HashiCorp's suite of solutions facilitate provisioning, networking, platform orchestration, runtime environments and secrets management at scale.

HashiCorp's open source solutions are downloaded tens of millions of times each year while enterprise versions enhance collaboration, operations, governance and multi-data centre functionality.

With Terraform and Vault in particular, the adoption and governance of a cloud infrastructure and the transfer of sensitive data and applications can be completed securely, efficiently and effectively.

Commercial Sector

Somerford supports many of the UK's largest organisations in the retail, financial services, utilities and manufacturing sectors in addition to others. We provide a range of solutions that enable our customers to succeed in their core business and maximise the benefit of digitisation.

Aligned with our customers' objectives in a true partnership, we implement high-quality solutions through Professional Services and technology partnerships.

Public Sector

Our specialist public sector team understands the challenges, not just in respect of data management but also cost control, timely delivery and coherence. We take a holistic, enterprise-level approach to ensure that our solutions are appropriate to the organisational structure, operational processes and output requirements. Across the public sector, we have delivered Security Incident and Event Management (SIEM) solutions that identify, report, mitigate and investigate advanced threats and we have introduced solutions that have greatly increased efficiency in development operations.

Somerford's solutions have helped to deliver public-facing applications that are robust and reliable and have enabled central government departments to identify and address sensitive, over-exposed data and thereby demonstrate effective compliance. This experience includes cloud transformation in the public sector, helping institutions to accelerate their digital transformation to enable secure remote working.

Supported by our senior outreach team, we work collaboratively to deliver solutions that place decision support data in the hands of those that are authorised to have it, when they need it and in a format they can understand. Security cleared to the highest levels we are able to undertake sensitive work to support each phase of a project or programme.

HM Government
G-Cloud
Supplier

Digital
Outcomes
Specialists 3
GOV.UK

Crown
Commercial
Service
Supplier

Summary

Somerford Associates develops and delivers disruptive technological solutions that span data security, identity and analytics. Using a range of 'best in class' solutions, our certified and security cleared consultants build and integrate bespoke platforms that significantly reduce risks and drive productivity. We protect sensitive enterprise data, demonstrate that it is being managed effectively, and derive greater value from it by providing real-time insights to support effective decision making.

With specialist knowledge, skills and experience derived from supporting a broad range of FTSE 100 companies alongside that from across central and local government, Somerford Associates has a strong reputation for enabling digital transformation at scale, at pace and on budget.

Get in touch

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