Solutions and Services

Empowering Digital Transformation and Delivering Innovation

Contents

Introduction

At Somerford Associates, our mission is to assist organisations in their adoption of cloud services and technologies securely. We specialise in navigating the complexities of hybrid environments and have earned a reputation as a trusted partner in delivering scalable solutions with output-driven objectives.

Our skills and technology partnerships cater to on-premises, hybrid, and full-cloud environments. Having the ability to sit across a hybrid technology landscape brings a unique capability. With operations spanning the UK&I and the Middle East, including our Dubai office and subsidiary, Somerford Middle East Computer Systems Trading L.L.C, we are strategically positioned to serve our clients efficiently.

Our Focus

The generation of, and demand for data continues to rise exponentially year-on-year. In a data-driven 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, reduce risk, empower our business decision-making, and inform and take action?

Somerford specialises in the secure adoption of cloud services and technologies, addressing the challenges of complex hybrid environments. We're renowned for guiding organisations to unlock their potential and achieve scalable, outcome-driven solutions.

As the demand for data surges yearly in our interconnected world, securing, verifying, and ensuring data availability becomes paramount. Our expertise enables our customers to harness vast data volumes effectively, enhance productivity, reduce risk, make informed decisions and provide actionable insights.

Diverse Industry Experience

Experience

FTSE-250
Private and Public Organisations
Government, Intelligence & Defence
Experience across all industries

High-Quality Service

On-prem
Hybrid
Poly Cloud
Full Cloud

Solutions Interoperability

splunk> a CISCO company | okta | VARONIS | netskope | HashiCorp

LACEWORK | BlueVoyant | CONFLUENT | securiti | aws marketplace

Delinea | mnemonic | Security Scorecard | KnowBe4 Human error. Conquered. | Island

sosafe

Holding top-tier partner status with each of our vendor relationships and with a wealth of technical knowledge, we build bespoke services or applications within the solution to further meet customers' business requirements. Having skills across each partner enables further integration and consolidation opportunities.

Challengers

Leaders
- Netskope (SSE)
- Okta (IAM)
- Island (SSE)   • Varonis (DSPM)
- Securiti (Data Privacy Compliance)
- Splunk (SIEM)
- SecurityScorecard (IT Vendor Mgmt)
- KnowBe4 (Security Awareness CBT)
- Splunk (APM & O11y)
- Delinea (PAM)

- Confluent (Data Integration)

- HashiCorp (PAM - Boundary & Vault)

Niche Players

Visionaries

Ability to Execute

Completeness of Vision

Our partners provide market-leading solutions spanning infrastructure and cloud monitoring, security, analytics, ITOps and DevOps, recognised by Gartner Magic Quadrant and Forrester Wave as sector leaders.

From initial scoping through to technical appraisals, implementation and optimisation, our certified and security-cleared staff deliver complete solutions.

Gartner Magic Quadrant Leaders

The Somerford Model

As experts, our consultants engage customers to understand their data-driven goals and learn how best to implement and manage their environment to address their needs and desired outcomes.

The Somerford model is the foundation of our operations. We are equipped to provide end-to-end delivery, from design to implementation and support.
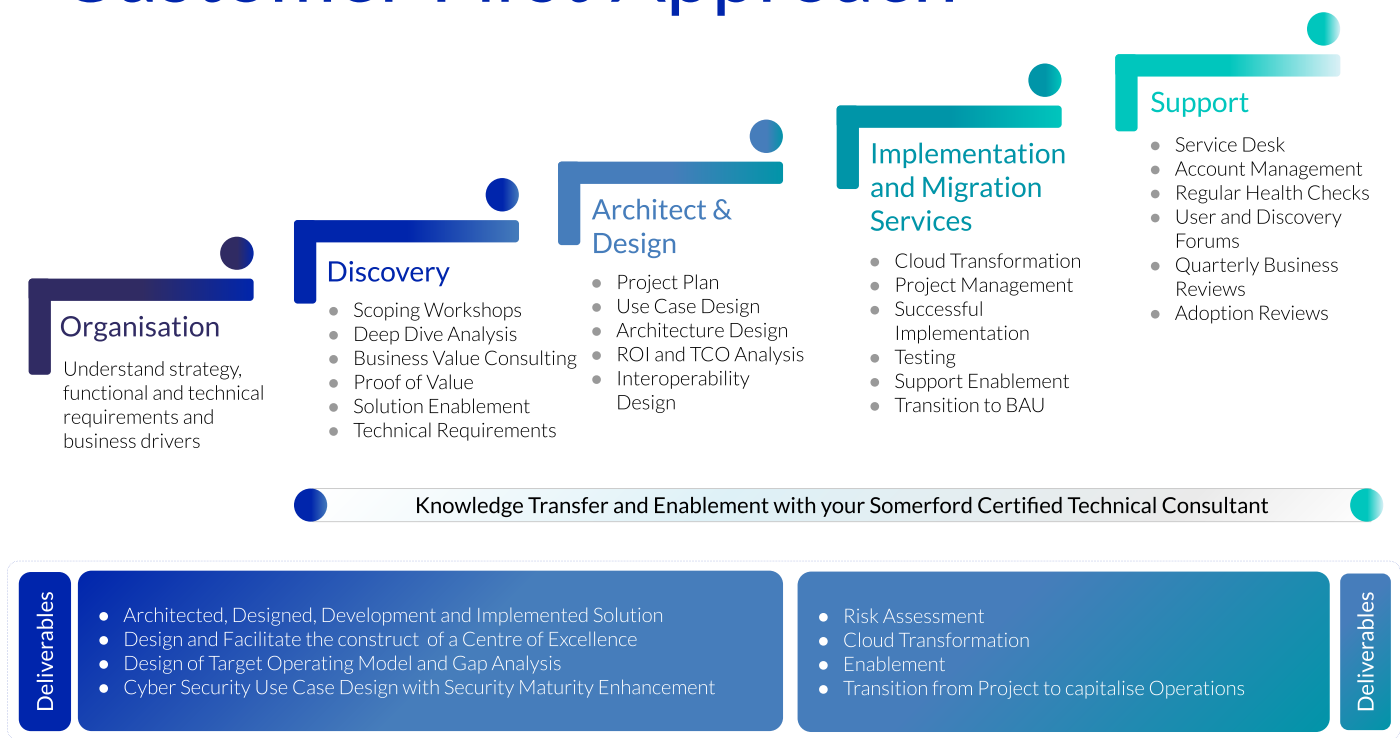
Customer First Approach

Organisation
Understand strategy, functional and technical requirements and business drivers

Discovery
- Scoping Workshops
- Deep Dive Analysis
- Business Value Consulting
- Proof of Value
- Solution Enablement
- Technical Requirements

Architect & Design
- Project Plan
- Use Case Design
- Architecture Design
- ROI and TCO Analysis
- Interoperability Design

Implementation and Migration Services
- Cloud Transformation
- Project Management
- Successful Implementation
- Testing
- Support Enablement
- Transition to BAU

Support
- Service Desk
- Account Management
- Regular Health Checks
- User and Discovery Forums
- Quarterly Business Reviews
- Adoption Reviews

Knowledge Transfer and Enablement with your Somerford Certified Technical Consultant

Deliverables
- Architected, Designed, Development and Implemented Solution
- Design and Facilitate the construct of a Centre of Excellence
- Design of Target Operating Model and Gap Analysis
- Cyber Security Use Case Design with Security Maturity Enhancement

Deliverables
- Risk Assessment
- Cloud Transformation
- Enablement
- Transition from Project to capitalise Operations

Figure 1

Customer Success

At Somerford, we go beyond the ordinary, offering added value through our comprehensive services and expertise. This includes creating Centres of Excellence (COEs) to provide flexibility in platform consumption and integration opportunities in various technology environments, from on-premises to hybrid and full cloud.

Service Catalogue

- Enablement Workshops
- Data Risk Assessment
- Enhanced Support Service
- Cloud Security/Risk Assessment
- Health Checks
- Quarterly Business Reviews
- Technology Integration

- Licence Audit and Administration
- Business Value Consulting (BVC)
- Ransomware Assessment
- Application Audits
- Supply Chain and Third-Party Risk
- Augmented Support
- Account Management

Added Value Expanded

Our security-cleared consultants build and integrate bespoke platforms that significantly reduce risks and drive productivity with a broad range of enterprise clients, across industries, including the public and defence sectors. Somerford drives greater value in data by helping organisations derive real-time insights to support effective decision-making.

With the end-to-end services shown in Figure 1, Somerford delivers specialised knowledge, skills, experience, and a long reputation for enabling digital transformation at scale and pace. We provide full delivery, including design, implementation, deployment, and support.

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Enablement Workshops

Bespoke training tailored to your environment and processes to get the best value out of your solutions.

Enhanced Augmented Support Service

Enhanced Service Desk and Professional Services providing:
- Responsive Support
- Proactive Support
- Engineer on Demand

Health Checks

Somerford provides an annual Health Check to maximise ROI, identify any potential platform or user issues and suggest a clear resolution. Health Checks are completed by certified Somerford technical consultants who provide a full written report.

Business Value Consulting (BVC)

Our Business Value workshops are customer-led discovery sessions that a Somerford Business Value Consultant coordinates. Using our Business Value Consulting tools we can provide adoption roadmaps and value benchmarks, to show how to get the best value from your platform.

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Quarterly Business Reviews

Hosting quarterly business reviews to ensure customers are gaining maximum value from the platform and supporting all future use cases.

Dedicated Support Desk

Our in-house Service Desk offers support through several channels, including telephone, e-mail and remote sessions. Cases are logged and assigned to an engineer who will respond within 1 business hour.

The Support Desk handles a large number of calls annually and resolves over 95% in-house without needing to escalate to the vendor. Where required, we can also act as an escalation point to the vendor for any bugs found and ensure the case is resolved promptly.

Technology Integration

Somerford has developed several pre-configured plugins to accelerate technology integration free of charge.

Free Data Risk Assessments

- Ransomware Preparedness
- Data Risk Assessment
- Co-Pilot Readiness Assessment
- Remote Work Risk
- Netskope Cloud Risk Assessment
- SASE Assessment

Free Cloud Security Assessments

Somerford offers a cloud security assessment to help develop your cloud security strategy. Providing immediate insight through an online questionnaire and personalised report. We can then further plan your cloud security strategy around our three tiers for the next steps.

This can involve but is not limited to:

- Consultation with 1/2 day workshop
- Cloud Risk Assessment
- Data Risk Assessment
- Cloud Security Strategy based on your data

Customer Success Stories

Don't just take our word for it. Read a snapshot of our successful customer digital transformations directly from those whom we have helped.

Specsavers Customer Case Study

Revolutionising monitoring and consolidation at Specsavers.

"By leveraging historical data and trends, we could identify potential issues before they become major incidents. It was a significant improvement in our overall IT service management strategy. Somerford played a crucial role in achieving this"

Empowering a Leading University with Splunk Cloud Transformation

An esteemed University with over 25,000 students from over 140 countries

Industry Experience

Somerford Associates serves a diverse array of clients. From small businesses to enterprise-level corporations, we tailor our services to meet the needs of each client. Our client portfolio includes esteemed organisations from the FTSE 150, 250, and governmental agencies.

splunk> Partnerverse	splunk> Partnerverse	splunk> Partnerverse	splunk> Partnerverse	splunk> Partnerverse
Public Sector	Retail	Energy & Utilities	Financial Services	Observability Solutions

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Telecommunications	Cloud Migration	Cloud Migration: Co-Delivery	Security Solutions	IT Service Intelligence

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Solutions

End User Protection	Company Education & Awareness campaigns including MI dashboards	Reduce passwords via Single Sign On / Multi Factor Authentication	Restrict user access via Role Based Access to critical applications	Company Phishing Simulations to test user awareness	Align user passwords to company policy - Password Complexity
Endpoint Security	Ongoing Patch Management of endpoints	Endpoint protection via NextGen Firewalls and Detection	Protect endpoint devices and data via Disk Encryption	Control BYOD & Mobile Device access to corporate network	A solution to manage Certificates on endpoints	Enable wider Security controls via Group Policy Enforcement
Data Protection	Limit unauthorised egress of data from corporate network - Data Loss Protection	Automatic and manual Data Classification of data to limit egress from network	Mitigate against a Ransomware Attack	Prevent unauthorised use of corporate content via Data rights Management (cut/copy/paste)	Maintain the accuracy, completeness, and quality of data as it's maintained over time & across formats - Data Integrity
Platform Security	Protect servers and VM's with NextGen Firewalls	Management of Remote User Access onto the corporate Network	Manage & store Privileged Account credentials including session recording	Manage Service Accounts credentials & access to these accounts	Enable Zero Trust access for users
Perimeter Security	Management of inbound network traffic via External Firewalls	Management of Remote User Access onto the corporate Network	Email security by introducing Messaging & Spam Filtering before reaching users inbox	Risk management of 3rd Party, external suppliers and vendors	Detection & protection of malicious Brute Force & DDOS attacks	Ongoing real time Remote Authentication Reporting to detect breaches
Security Incident and Event Monitoring	Ability to translate Raw logs, Endpoint, Network Analytics into meaningful data	Consume Unified Log data in one place	Monitor for suspicious User Behaviour via Analytics & Trends	Suspicious Activity Detection & Alerts	Enrich incident information with Threat Intelligence
Network Protection	A solution to manage Certificates on Servers and network devices	Encryption at Rest / Transit / Use	Restrict access to corporate network for only authorised devices	Prevention of unauthorised access or damage to computers or data using wireless networks, which include Wi-Fi networks	Monitor & analyse Internet of Things for security threats
Application Protection	Shift Left - Code applications in a secure manner throughout the development process - SAST / DAST	Prevention of data corruption through the use of controlled access mechanisms. Data Integrity	Monitor Database Access for unauthorised / malicious access	Ensure applications developed are OWASP compliant
Governance and Risk Management	Toolkit for checking ISO 27K compliance	Replacement solution for external Penetration Testing	A solution to provide Vulnerability Assessment results with associated risk evaluation	Meet regulatory and legal requirements for Privacy & Compliance	Cyber Resilience capability Int / Ext Audit remediation	Adhering to Cyber Essentials (Plus) standards

Market Leading Partner Eco-System

We're aligned with industry leaders, with Elite, Platinum, Premier, or Gold partner status. As an award-winning partner, this means our customers receive the best solutions and support, enabling us to provide full delivery, design, implementation and support.

splunk>
a CISCO company

Splunk is used to search, analyse, and visualise machine-generated data in real time. It monitors, searches, and analyses large datasets generated by applications, websites, servers, networks, mobile devices, and other sources and collects, indexes, and correlates data from various sources, allowing users to troubleshoot issues, monitor performance, detect anomalies, and investigate security incidents.

Splunk is used for IT operations, security and compliance, business analytics, and customer intelligence. It has a user-friendly interface for searching and analysing data, as well as powerful tools for creating dashboards, reports, and alerts and offers add-ons and integrations to extend its functionality.

okta

Okta is a cloud-based identity and access management (IAM) platform that provides secure access to various applications, devices, and data for users for Single Sign-On (SSO), Multi-Factor Authentication (MFA), user lifecycle management, and other identity management capabilities.

Okta centrally manages user authentication and authorisation across its entire IT infrastructure, including cloud applications, on-premises applications, and mobile devices and integrates with a wide range of applications and systems, allowing users to access all their resources with a single set of credentials.

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HashiCorp

HashiCorp is well known for Terraform, an open-source infrastructure as code (IaC) tool, which enables users to define, provision, and manage infrastructure resources across multiple cloud providers. This approach streamlines deployment processes and ensures consistency and scalability. HashiCorp's solutions are embraced by organisations of all sizes seeking to adopt DevOps practices, streamline operations, and enhance security in their infrastructure and application deployments.

The Hashi Stack:

- Consul, a service networking platform facilitating service discovery, configuration, and secure communication within distributed systems.
- Vault, another flagship product, addresses the critical need for secure secrets management, offering features like dynamic secrets and encryption as a service.
- Boundary is a secure access management solution designed to provide identity-based access controls and session management for dynamic infrastructure environments. It enables organisations to securely access critical systems and resources while enforcing granular access policies based on user identity and roles.
- Nomad complements the suite by providing a cluster manager and scheduler for deploying and managing applications efficiently.
- Packer automates the creation of machine images for various platforms.

netskope

Netskope is a cloud-native security platform that provides comprehensive protection for cloud services, applications, and data across all devices and locations. Netskope offers solutions for cloud security, data loss prevention (DLP), threat protection, and access control.

Its platform utilises real-time data and analytics to detect and prevent security threats, enabling organisations to safely adopt cloud services and maintain compliance with regulatory requirements and with its multi-layered approach, combines advanced security controls with granular visibility and policy enforcement, empowering businesses to embrace the benefits of cloud computing while mitigating risks associated with data loss, malware, and insider threats.

VARONIS

Varonis is a data security platform providing comprehensive solutions for protecting sensitive data, detecting insider threats, and ensuring regulatory compliance.

Varonis offers a range of products including data security, threat detection, and automation tools. Its platform utilises machine learning and behavior analytics to identify and mitigate risks associated with data exposure, unauthorised access, and abnormal user behavior. Varonis enables organisations to secure their critical data assets across on-premises, cloud, and hybrid environments, while also facilitating data governance and compliance with regulations such as GDPR and CCPA. With Varonis, businesses can safeguard their data from both external attacks and insider threats.

Varonis SaaS (Software as a Service) extends Varonis' data security capabilities to cloud-based environments, offering organisations comprehensive protection for their cloud data assets. With Varonis SaaS, businesses can secure sensitive data stored in cloud applications and platforms, such as Microsoft 365, Google Workspace, and Salesforce. The solution provides real-time monitoring, threat detection, and access controls to safeguard against data breaches, insider threats, and compliance violations.

CONFLUENT

Confluent is a leading platform built around Apache Kafka, designed to help organisations harness the power of real-time data streaming and event-driven architectures. Founded by the creators of Kafka, Confluent provides solutions for data integration, real-time analytics, and stream processing at scale.

Its platform enables businesses to capture, store, and process data streams from various sources in a unified, scalable, and fault-tolerant manner. With features like Kafka Connect, KSQL, and Schema Registry, Confluent simplifies the development and management of streaming data applications, empowering companies to unlock insights, drive innovation, and build transformative, data-driven experiences for their customers.

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Delinea

Delinea offers comprehensive solutions for identity-centric security, privileged access management (PAM), and zero trust security frameworks. With a focus on protecting critical assets and reducing cyber risk, Delinea provides a suite of products designed to secure privileged accounts, monitor user activity, and enforce access controls across hybrid IT environments. Leveraging advanced technologies like machine learning and analytics, Delinea enables organisations to proactively detect and respond to threats, safeguarding against data breaches and insider attacks. By implementing Delinea's solutions, businesses can strengthen their security posture, achieve regulatory compliance, and ensure the integrity of their digital infrastructure.

LACEWORK

Lacework is a cloud security platform that delivers comprehensive protection for cloud infrastructure, workloads, and applications. Leveraging machine learning and behavioral analytics, Lacework offers automated threat detection, anomaly detection, and compliance monitoring across multi-cloud and containerised environments. The platform provides real-time visibility into cloud security posture, identifying and mitigating risks such as misconfigurations, unauthorised access, and data breaches. With features like cloud workload protection, container security, and compliance automation, Lacework secures cloud deployments, meets regulatory requirements, and streamlines security operations. By harnessing the power of automation and AI-driven insights, Lacework empowers businesses to confidently embrace cloud computing while maintaining robust security.

Security Scorecard

SecurityScorecard is a leading cybersecurity ratings platform that provides continuous monitoring and assessment of an organisation's security posture. Using a combination of proprietary data collection methods and external signals, SecurityScorecard assigns security ratings to businesses and their vendors, offering insights into potential vulnerabilities and risks. The platform evaluates factors such as network security, patching cadence, and social engineering exposure to generate an objective and actionable scorecard. Organisations can identify areas for improvement, prioritise security efforts, and mitigate cyber threats effectively.

mnemonic

mnemonic is a cybersecurity company specialising in providing advanced threat detection and incident response solutions. With a focus on proactive defence measures, mnemonic offers services such as threat hunting, security assessments, and digital forensics to help organisations identify and mitigate cyber threats.

The company leverages cutting-edge technologies and expert analysis to detect and respond to sophisticated attacks, including advanced persistent threats (APTs) and ransomware. mnemonic's holistic approach to cybersecurity combines threat intelligence, security analytics, and incident response capabilities to empower businesses to protect their assets, data, and reputation in an increasingly complex threat landscape.

BlueVoyant

BlueVoyant offers managed security services, threat intelligence, and proactive defence solutions. With a focus on proactive threat detection and response, BlueVoyant provides services such as security monitoring, incident response, and vulnerability management. Leveraging a global network of security analysts and cutting-edge technologies, the company delivers actionable insights and real-time alerts to help organisations mitigate cyber risks effectively.

BlueVoyant's comprehensive approach to cybersecurity combines advanced analytics, threat intelligence, and threat-hunting capabilities, enabling businesses to protect their critical assets, detect and respond to threats swiftly, and strengthen their overall security posture in today's evolving threat landscape.

Island

Island Enterprise Browser is a secure web browser designed to provide organisations with a safe and controlled browsing environment for their employees. It offers features such as URL filtering, content inspection, and data loss prevention (DLP) to enforce security policies and prevent access to malicious or unauthorised websites. Island Enterprise Browser also includes tools for managing browser configurations, user permissions, and access controls, allowing administrators to customise settings based on organisational requirements.

KnowBe4

KnowBe4 is a leading provider of security awareness training and simulated phishing solutions. Specialising in helping organisations strengthen their human firewall, KnowBe4 offers a range of training modules, simulated phishing attacks, and security awareness resources to educate employees about cyber threats and best practices.

Through its platform, businesses can assess and improve their employees' security awareness levels, reduce the risk of successful phishing attacks, and create a culture of security within their organisation. KnowBe4's approach empowers businesses to mitigate the human factor in cybersecurity incidents, ultimately enhancing their overall security posture and resilience against social engineering attacks.

securiti

Securiti is a comprehensive data security platform designed to protect sensitive information and ensure compliance across cloud environments. Leveraging artificial intelligence and machine learning, Securiti offers features such as data discovery, classification, and monitoring to identify and secure sensitive data at scale. The platform provides real-time insights into data usage and access patterns, enabling organisations to enforce policies, detect anomalies, and prevent data breaches.

With its focus on data-centric security and regulatory compliance, Securiti empowers businesses to mitigate risks associated with data exposure, unauthorised access, and regulatory non-compliance, thereby enhancing data privacy and bolstering trust with customers and partners.

sosafe

SoSafe addresses the reality that attackers often exploit human vulnerabilities in today's threat landscape. SoSafe tackles this head-on by transforming employees into your organisation's strongest line of defence. Their platform combines behavioural science, engaging content, and real-world scenarios to create a seamless learning experience that drives measurable results. SoSafe offers a comprehensive solution for organisations enhancing their human cybersecurity posture.

aws marketplace

AWS Marketplace is a curated digital catalogue 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 organisation. 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.
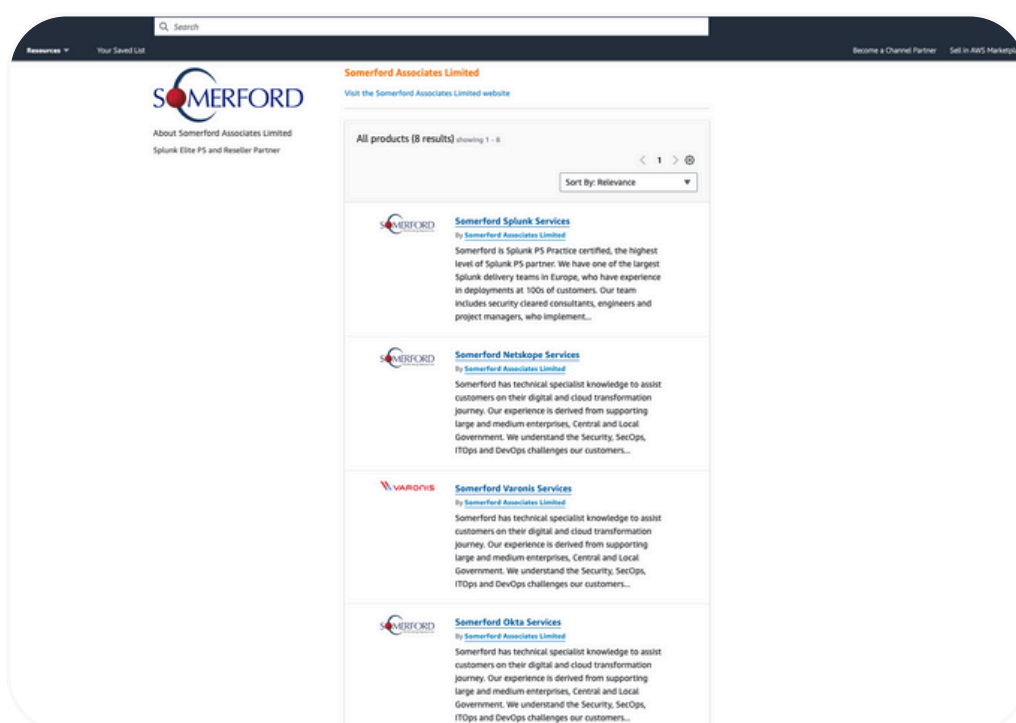
Commercial Sector

Somerford supports many of the UK's largest organisations across all industries.

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 concerning data management but also cost control, timely delivery and coherence.

Somerford's solutions have helped to deliver public-facing applications that are robust and reliable and have enabled government departments and Defence to identify and address sensitive, over-exposed data and thereby demonstrate effective compliance. This experience includes cloud transformation, 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 data in the hands of those who are authorised to have it when they need it, and in a format that they can understand.

Our Values

Our value statement revolves around integrity, innovation, and impact. We are committed to upholding the highest standards of integrity in all our actions, interactions, and decisions. Through continuous innovation, we strive to push boundaries, embrace change, and deliver exceptional solutions that exceed expectations. Our ultimate goal is to make a meaningful impact, not only for our clients but also for the communities we serve. We believe in fostering collaboration, diversity, and inclusivity to create a positive and sustainable difference in the world. At the core of our values lies a dedication to excellence, accountability, and customer satisfaction

With our long and established history of working with the Ministry of Defence as well as hiring ex-service personnel, we see first-hand the benefits they bring to a business. We employ Veterans, reservists, and military spouses and are keen to do all we can to support them whilst providing a viable route into employment.

We are pleased to become an approved silver-tier partner for the Defence Employer Recognition Scheme's Covenant initiative.

Frameworks and Memberships

Digital Outcomes Specialists
GOV.UK
Digital Outcomes and Specialists 6 (DOS 6)
RM1043.8

Crown Commercial Service
Supplier
Technology Online Purchasing Content (TOPC)
RM 6147

Crown Commercial Service
Supplier
Cyber Security Service 3 (CSS3)
RM 3764.3

Crown Commercial Service
Supplier
Technology Products and Associated Services 2 (TePAS 2)
RM 6098

HM Government G-Cloud Supplier

Achilles Network SILVER

JOSCAR REGISTERED

A member of ADS

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— Contact Details

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