# Solutions and Services

Empowering Digital Transformation and
Delivering Innovation



# Data-First Security Ecosystem

In an era where cyber threats evolve faster than legacy defenses, Somerford serves as the bridge between cutting-edge technology and enterprise-grade resilience. We specialise in the Data-First Security Stack, a curated ecosystem of industry leaders that secure the entire lifecycle of an organisation’s most valuable asset.

As Artificial Intelligence redefines both the threat landscape and business operations, we ensure your stack is optimised with AI-driven detection and robust data governance, empowering you to innovate with confidence while remaining securely resilient."



# 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.



## Experience

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



## High-Quality Service

On-prem
Hybrid
Poly Cloud
Full Cloud

# 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, Developed and implemented solution designs
- 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

- Risk Assessment
- Cloud Transformation
- Enablement
- Transition from Project to Capitalised Operations

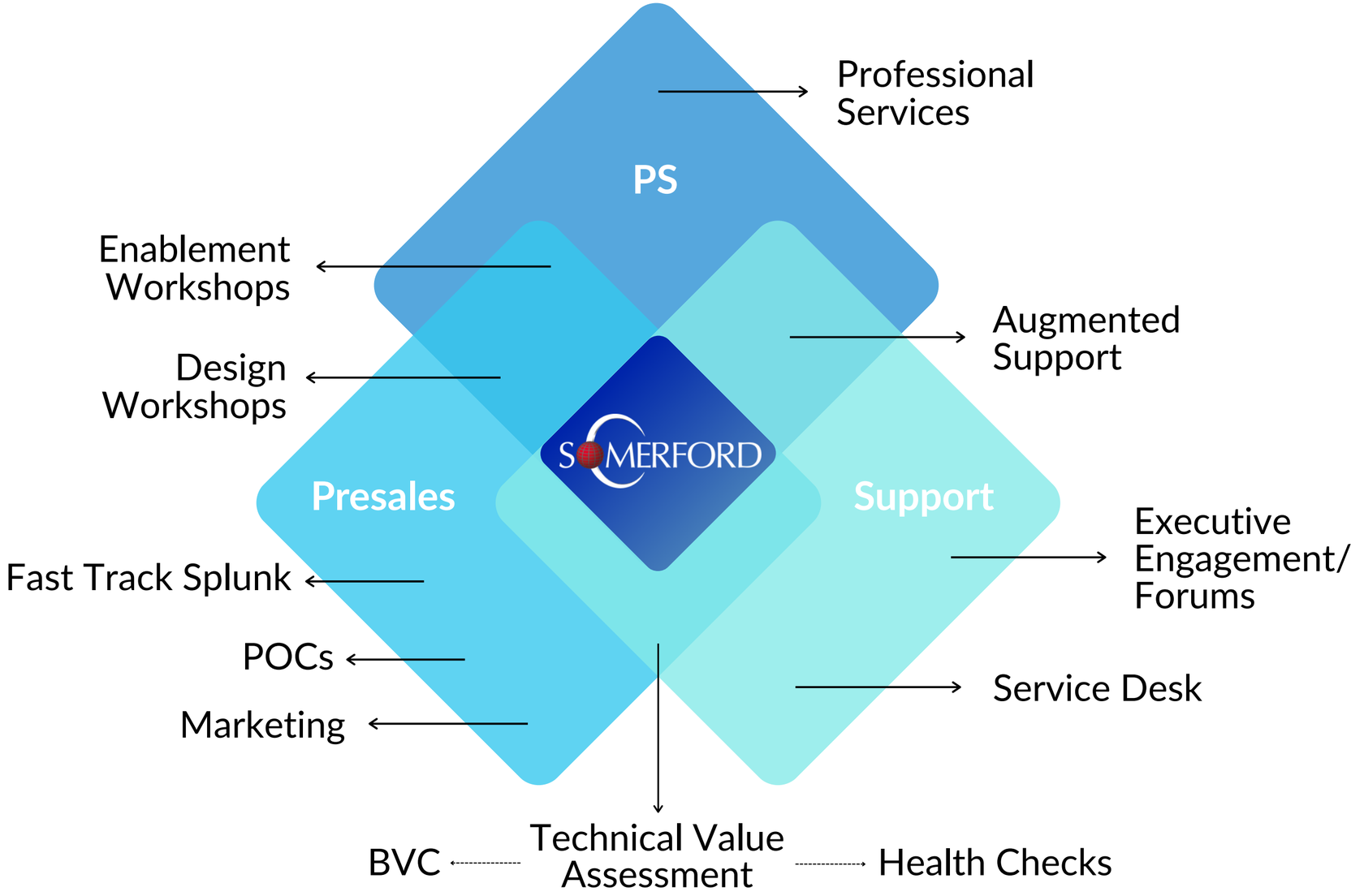
**Deliverables**

# Our Model

As experts, our consultants engage with our customers to understand their AI and 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.



# Somerford Technical Capabilities



# The Somerford Model

As experts, our consultants engage with 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.



# 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 our end-to-end services, 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.



## Enablement Workshops

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



## Health Checks

Somerford provides an annual Health Check to maximise customers' 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.

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## Enhanced Augmented Support Services

We supercharge your internal capabilities by combining an Enhanced Service Desk with flexible Professional Services. Built around three core pillars: **Responsive Support** for rapid incident resolution, **Proactive Support** to preemptively optimise system health, and an **Engineer on Demand** service for immediate specialist expertise. We ensure your critical platforms remain secure, resilient, and fully optimised.



## Business Value Consulting (BVC)

Our customer-led discovery workshops, facilitated by expert Somerford Business Value Consultants, unlock the maximum potential of your technology investment. Utilising proprietary Business Value Consulting tools, we deliver tailored adoption roadmaps and data-driven value benchmarks, giving you a clear, actionable blueprint to optimise platform utilisation and accelerate measurable business returns.

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## Technology Integration

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



## Complimentary Data Risk Assessments

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

# 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.

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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, email 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.

# Added Value Expanded

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## 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.

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

# 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

- Certified Consultants
- Augmented Support
- Licence Audit and Administration
- Project Management
- Cloud Security/Data Risk Assessment
- Business Value Consulting (BVC)
- Supply Chain and Third-Party Risk
- Technology Integration
- Quarterly Business Reviews
- Technical Value Assessments
- Account Management
- Enhanced Support Service
- Enablement Workshops
- Application Audits

SOMERFORD
Delivering Innovation

# 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 |

# Solutions

| | | | | | |
|---|---|---|---|---|---|
| **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 |

# Technical Value Assessment

## Technical Value Assessment (TVA)

The Technical Value Assessment (TVA) is a complimentary offering from Somerford that is designed to provide a holistic evaluation, technically and strategically of your current environment based on our partner product suite. Whether you're aiming to modernise your service, optimise costs, or improve platform adoption, the TVA delivers a clear roadmap tailored to your business.

The primary goal is to determine how effectively the technology is being utilised and to identify opportunities for improvement to maximise its value to your organisation.

This assessment will generally include:

- A full assessment of the current instance
- A review that identifies any issues and gaps
- An evaluation of general user behaviour
- Recommendations and actionable steps



# 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.




## Somerford Associates Middle East Computer Systems Powers Network International’s Secure Access Service Edge Architecture Evolution with Netskope

Exciting news from the world of cybersecurity! Somerford Middle East Computer Systems Trading LLC (Somerford ME) is thrilled to announce a strategic partnership with Netskope to support Network International in securing their data, applications, and networks in an increasingly perimeterless world. This collaboration marks a significant step forward in enhancing Network International's cloud security and modernising employee user experience with the implementation of the Netskope One Platform.

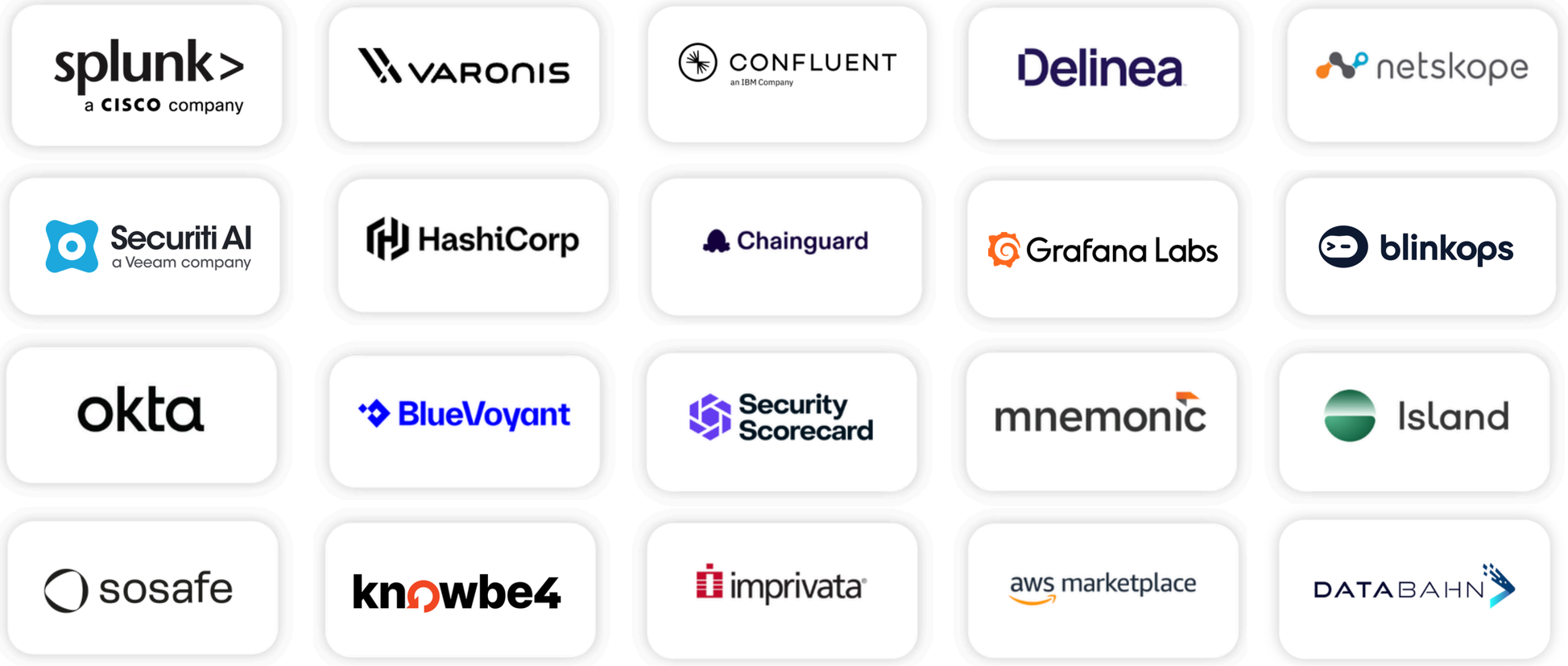
# Industry Experience

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.



# Solutions Interoperability

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.



# Market Leading Partner Eco-System

As an Elite, award-winning Splunk Partner and accredited Professional Services provider, Somerford is a trusted go-to partner for Splunk expertise across enterprise and public sector organisations. With over 20 certified consultants, including security-cleared specialists, we deliver complex on-premise and cloud deployments, alongside enablement and value-led consulting to help customers maximise their investment.

Splunk, a Cisco company, is the industry-leading data platform that powers enterprise resilience by enabling organisations to ingest, search, monitor, and analyse massive volumes of machine-generated data in real time. Operating across hybrid and multi-cloud environments, Splunk serves as the foundational architecture for advanced Security Information and Event Management (SIEM) and end-to-end IT observability, breaking down traditional data silos with its flexible "schema-on-read" approach. Driven by integrated innovations like Splunk Machine GPT and automated SOAR workflows, the platform enables Security Operations Centers (SOCs) to transition from manual threat detection to proactive, intelligent orchestration.

# Market Leading Partner Eco-System

Somerford is a certified Varonis Platinum Partner, working with one of the leading data security platforms to help organisations protect critical information. Together, we deliver solutions that strengthen data security, prevent breaches, and support effective response to cyber threats across enterprise environments.

Varonis is the pioneer in cloud-native Data Security Posture Management (DSPM) and automated outcomes, engineered to protect business-critical data across hybrid cloud, SaaS, email, and on-premises environments. Delivered entirely as a unified SaaS platform via Varonis Atlas, it continuously discovers, classifies, and maps permissions for unstructured data and AI workloads, automatically enforcing a state of least privilege and correcting misconfigurations without human intervention. By layering advanced User and Entity Behavior Analytics (UEBA) alongside its premier Managed Data Detection and Response (MDDR) service, Varonis provides around-the-clock threat hunting and automated ransomware mitigation backed by a global team of data security experts.

# Market Leading Partner Eco-System

As a trusted Confluent partner, Somerford helps organisations design, deploy, and operationalise modern data streaming architectures. Our expert consultants support customers through implementation and adoption, ensuring they maximise the value of their Confluent platform across real-time data use cases.

CONFLUENT
an IBM Company

Confluent, founded by the original creators of Apache Kafka, is the leading data streaming platform designed to break down legacy data silos and deliver real-time, event-driven data infrastructure across hybrid and multi-cloud environments. Available as a fully managed cloud service with Confluent Cloud or a self-managed software solution via Confluent Platform, the architecture allows organisations to continuously ingest, process, and route massive streams of data from any source to any destination. Driven by Apache Flink and advanced stream governance tools, Confluent enables businesses to transform static, historical databases into an intelligent, live data mesh.

# Market Leading Partner Eco-System

As a trusted Delinea partner, Somerford helps organisations strengthen identity security through expert consultancy and implementation services. Our specialists support customers in deploying and optimising Delinea to secure privileged access, reduce risk, and improve control across hybrid and cloud environments.

Delinea is a pioneer in modern identity security, providing a unified, cloud-native control plane that extends traditional Privileged Access Management (PAM) into continuous, real-time authorisation. Built specifically for the agentic AI era, the Delinea Platform (powered by Iris AI) continuously discovers, inventories, and analyses risk across all human, machine, and autonomous AI identities across hybrid and multi-cloud environments. By integrating StrongDM's advanced just-in-time (JIT) runtime authorisation capabilities, Delinea enforces least-privilege policies at the precise moment of action, enabling organisations to aggressively transition toward Zero Standing Privilege (ZSP) and eliminate hard-coded credentials.

# Market Leading Partner Eco-System

As a Netskope Preferred Partner, Somerford helps organisations secure cloud and web usage through expert consultancy and implementation services. Our specialists support customers in deploying and optimising Netskope to enable secure access, protect data, and strengthen security across modern cloud environments.

Netskope delivers the Netskope One platform, a unified, cloud-native Security Service Edge (SSE) and SASE architecture designed to protect data and defend against threats across the web, cloud applications, and private infrastructure. Operating over its high-performance, low-latency NewEdge global network, the platform integrates a Next-Gen Secure Web Gateway (SWG), an industry-leading Cloud Access Security Broker (CASB), Zero Trust Network Access (ZTNA), and enterprise-grade Data Loss Prevention (DLP) into a single console and software agent. Optimised for the modern landscape, the platform features the Netskope One AI Security suite, including the AI Command Center, Agentic Broker, and AI Guardrails which provides comprehensive discovery, risk correlation, and content moderation to safely enable autonomous AI agents and large language models.

# Market Leading Partner Eco-System

As a trusted Securiti partner, Somerford helps organisations strengthen data security, privacy, and governance through expert consultancy and implementation services. Our specialists support customers in deploying and optimising Securiti to discover, protect, and govern sensitive data across hybrid and multi-cloud environments.

Securiti AI
a Veeam company

Securiti is a pioneer in unified data intelligence and the creator of the Data Command Center, a centralised platform engineered to enable the safe use of data and generative AI across hybrid, multi-cloud, and SaaS environments. By utilising a multi-dimensional knowledge graph, the platform unifies Data Security Posture Management (DSPM), AI Security Posture Management (AI-SPM), automated privacy operations, and complex regulatory compliance into a single pane of glass. Securiti allows organisations to discover and classify structured or unstructured data at a petabyte scale, automatically trace data lineage, and enforce granular access governance to eliminate shadow AI and insider threats. Following its strategic acquisition by Veeam, Securiti seamlessly integrates its advanced AI-driven data intelligence with industry-leading data resilience.

# Market Leading Partner Eco-System

Somerford is a Hyper-Specialised HashiCorp partner with extensive experience supporting organisations across a range of industries. We help customers unlock the full value of HashiCorp solutions through expert consultancy, implementation, and ongoing support, ensuring successful adoption and integration across hybrid and cloud environments.

HashiCorp, an IBM company, is the industry leader in infrastructure automation and identity-based security, providing a standardised cloud operating model to provision, secure, connect, and run applications across hybrid and multi-cloud environments. Its highly scalable suite features Terraform for Infrastructure as Code (IaC) automated provisioning, Vault for advanced secrets management and identity-based Zero Trust security, Consul for service-mesh networking, and Nomad for lightweight workload orchestration. Now fully integrated into IBM's automation and Red Hat portfolios, HashiCorp eliminates cloud complexity, removes hard-coded credentials, and empowers platform engineering teams to deploy AI and cloud-native applications with unified, compliant control planes.

# Market Leading Partner Eco-System

As a trusted Chainguard partner, Somerford helps organisations improve software supply chain security through expert consultancy and implementation services. Our specialists support customers in adopting Chainguard to reduce vulnerability risk, strengthen container security, and build more secure software delivery pipelines.

## Chainguard

Chainguard is the pioneer in secure-by-default software supply chain solutions, providing modern enterprises with a trusted foundation for open-source software, cloud-native apps, and AI workloads. Driven by the Chainguard Factory a highly automated, SLSA Level 3-compliant build infrastructure, the platform continuously rebuilds, cryptographically signs, and generates Software Bills of Materials (SBOMs) for thousands of minimal, "distroless" container images and language libraries. By systematically stripping out unnecessary packages, Chainguard drops known vulnerability (CVE) counts to virtually zero overnight, successfully eliminating up to 97.6% of an application's attack surface.

# Market Leading Partner Eco-System

As a Grafana Cloud Silver Partner, Somerford helps organisations enhance observability through expert consultancy and implementation services. Our specialists support customers in deploying and optimising Grafana Cloud to unify metrics, logs, and traces, improving visibility and operational insight across modern environments.

Grafana Labs is the creator of the leading open and composable observability platform, empowering enterprises to search, visualise, and analyse metrics, logs, and traces regardless of where they are stored. Built on a vendor-neutral philosophy that eliminates data lock-in, the Grafana Cloud unified ecosystem integrates core open-source pillars, including Grafana for dynamic dashboards, Mimir for metrics, Loki (now enhanced by Logline) for high-cardinality log aggregation, and Tempo for tracing. Driven by automated cost-management features like Adaptive Telemetry and built-in GenAI capabilities via the Grafana Assistant, the platform accelerates incident response and reduces Mean Time to Resolution (MTTR).

# Market Leading Partner Eco-System

As a trusted BlinkOps partner, Somerford helps organisations automate security and operational workflows through expert consultancy and implementation services. Our specialists support customers in deploying and optimising BlinkOps to streamline incident response, reduce manual effort, and improve security operations efficiency.

BlinkOps is the pioneer in agentic security automation, redefining the legacy SOAR (Security Orchestration, Automation, and Response) market with the industry's first No-Code Security Agent Builder. Built specifically for the modern Security Operations Center (SOC), the platform empowers both developers and non-technical security teams to generate autonomous, custom security micro-agents and workflows using intuitive, generative AI prompts. Featuring a library of over 10,000 workflow templates and tens of thousands of out-of-the-box integrations, BlinkOps micro-agents operate seamlessly across cloud security, identity management (IAM), incident response, and compliance.

# Market Leading Partner Eco-System

Somerford is a certified Okta Activate Partner and has been an Okta user since 2016. Our team includes security-cleared consultants, engineers and project managers with extensive experience delivering Okta implementations across some of the UK's largest enterprises and Government Departments.

Okta is the leading independent Identity and Access Management (IAM) platform that secures connections between people, devices, and applications across the modern enterprise. Through its core offerings the Workforce Identity Cloud and the Customer Identity Cloud (powered by Auth0). Okta enables seamless Single Sign-On (SSO), adaptive multi-factor authentication (MFA), and automated lifecycle management for internal employees and external consumers alike. By integrating advanced continuous threat protection, privileged access controls, and AI identity security, Okta delivers a robust, vendor-neutral Zero Trust architecture that reduces IT friction, mitigates security risks, and accelerates digital transformation.

# Market Leading Partner Eco-System

As a Platinum BlueVoyant Partner, to deliver integrated cybersecurity services that help organisations strengthen protection across their operations. Working closely with BlueVoyant, we provide expert-led solutions designed to enhance visibility, improve resilience, and support effective cyber risk management.

BlueVoyant delivers a comprehensive, cloud-native Cyber Defense Platform that combines advanced AI-driven automation with expert human insight to secure an organisation's entire digital footprint. Operating directly within a client's existing SIEM and EDR infrastructure, BlueVoyant provides technology-agnostic Managed Detection & Response (MDR) alongside robust Digital Risk Protection to neutralise threats across networks, endpoints, and the dark web. What truly sets BlueVoyant apart is its pioneering Third-Party Risk Management (TPRM) and Supply Chain Defense; supported by its dedicated Risk Operations Center (ROC), the platform goes beyond simple risk scoring by actively investigating, validating, and directly remediating zero-day vulnerabilities within a customer's external vendor ecosystem.

# Market Leading Partner Eco-System

Somerford is a Premier Partner of SecurityScorecard, a platform that provides continuous visibility into the cybersecurity posture of organisations. By analysing external cyber threat intelligence signals, SecurityScorecard generates risk scores that help organisations understand, monitor, and improve their security posture.

SecurityScorecard is the global leader in threat-informed Third-Party Risk Management (TPRM) and cybersecurity ratings, continuously monitoring and grading the external security posture of millions of organisations worldwide. Utilising an intuitive, statistically validated A-F grading scale, the platform tracks vulnerabilities across ten critical risk factors including network security, endpoint security, and patching cadence, to offer an outside-in hacker's perspective of an organisation's digital footprint. Driven by TITAN AI and the MAX Service Delivery ecosystem, SecurityScorecard eliminates the friction of traditional, manual security questionnaires while delivering real-time, predictive breach intelligence and automated vendor response workflows.

# Market Leading Partner Eco-System

As a Gold Partner of Mnemonic, Somerford helps organisations strengthen security operations through Managed Detection and Response (MDR) services. Our proactive approach combines advanced tooling with expert analysis to detect, investigate, and respond to threats in real time, helping keep organisations secure against evolving cyber risks.

mnemonic

mnemonic is a premier cybersecurity pure-play firm and a globally recognised leader in Managed Detection & Response (MDR), trusted to protect critical infrastructure and enterprise IT/OT environments from advanced cyber threats. Driven by its proprietary Argus security platform and a team of over 450 deep-tech security experts, ethical hackers, and incident responders, mnemonic seamlessly combines big data threat analysis with human intuition to offer 24/7 detection, response, offensive testing, and risk advisory services. Acknowledged as a notable MDR vendor by Gartner and a primary threat intelligence partner to international law enforcement agencies like Europol, mnemonic provides organisations with an independent, fact-based defense architecture that systematically neutralises security risks and ensures long-term operational resilience.

# Market Leading Partner Eco-System

As a trusted Island Enterprise Browser partner, Working closely with Island, we support customers in deploying and optimising Island to enable secure access to web applications, reduce endpoint risk, and improve visibility and control over user activity.

Island

Island, the Enterprise Browser, redefines modern workspace security by embedding advanced data protection, IT governance, and Zero Trust access directly into a familiar, Chromium-based browser. By securing the "last mile" of user interaction where TLS encryption terminates, Island gives organisations granular control over data movement, allowing administrators to dynamically restrict copy/paste, screenshots, and downloads based on user identity, application, and device posture. This unique, browser-level enforcement allows enterprises to securely onboard third-party contractors in minutes, fully enable safe Bring-Your-Own-Device (BYOD) and generative AI strategies, and completely replace costly, high-latency Virtual Desktop Infrastructure (VDI).

# Market Leading Partner Eco-System

As a trusted SoSafe partner, Somerford helps organisations strengthen human risk management. Working closely with SoSafe whose specialists support customers in deploying and optimising SoSafe to build security awareness, reduce human-related risk, and improve organisational resilience against cyber threats.

SoSafe is Europe's leading cybersecurity awareness and Human Risk Management (HRM) platform, leveraging behavioral science to transform employees into an organisation's strongest line of defense. Through its advanced Human Risk OS™, the platform moves beyond traditional, boring compliance check-boxes by tracking a continuous Human Security Index that quantifies and visualises human-centric vulnerabilities across departments. Driven by smart, AI-powered phishing simulations and personalised, gamified micro-learning alongside its conversational AI companion, Sofie - SoSafe delivers real-time psychological interventions that turn secure habits into second nature. Fully GDPR-compliant and engineered for automated deployment, SoSafe helps global enterprises mitigate sophisticated social engineering tactics, satisfy stringent compliance audits (such as ISO 27001), and sustainably build a proactive culture of digital self-defense.

# Market Leading Partner Eco-System

As a trusted KnowBe4 partner, Somerford work closely with KnowBe4 to help organisations reduce human cyber risk. KnowBe4 specialists support customers in deploying and optimising KnowBe4 to strengthen security awareness, change user behaviour, and reduce exposure to phishing and social engineering threats.

KnowBe4 is the pioneer in Human Risk Management (HRM) and agentic AI governance, engineered to secure the modern enterprise against social engineering, phishing, and AI-driven fraud. Trusted by more than 70,000 organisations worldwide, the KnowBe4 Platform integrates its massive security awareness training library and automated attack simulations with its core AIDA (Artificial Intelligence Defense Agents) orchestration engine. Driven by the recent release of its Agent Risk Manager (ARM), the platform extends workforce security beyond humans to autonomous AI agents, actively discovering "shadow AI," mapping permissions, and applying behavioral guardrails to prevent data exfiltration.

# Market Leading Partner Eco-System

As an Premier Partner,  Somerford is a trusted Imprivata partner expertise across enterprise and public sector organisations. With over 20 certified consultants, including security-cleared specialists, we deliver complex on-premise and cloud deployments, alongside enablement and value-led consulting to help customers maximise their investment.

Imprivata is the digital identity and access management leader for mission-critical industries, purpose-built to solve complex security, compliance, and workflow challenges across highly regulated enterprise environments. Its core platform delivers context-aware, passwordless authentication such as badge-tapping, proximity sensors, and biometric verification allowing mobile and distributed workforces to instantly secure and roam virtual desktops across shared workstations and mobile devices without login friction. Driven by advanced AI-powered behavioral analytics and complemented by its built-in Identity Governance and Administration (IGA) and Vendor Privileged Access Management (VPAM), Imprivata secures all internal, third-party, and autonomous identities at the precise point of access.

# Market Leading Partner Eco-System

As an AWS Marketplace partner, Somerford helps organisations simplify procurement and deployment of cloud-based solutions through expert consultancy and implementation services. Our specialists support customers in selecting, onboarding, and optimising solutions via AWS Marketplace to accelerate adoption and improve time to value.

aws marketplace

AWS Marketplace is a curated digital catalog and enterprise procurement channel that streamlines how organisations discover, try, buy, deploy, and manage third-party software, data, and cloud services. By centralising purchases into a single, consolidated AWS invoice, the platform allows businesses to bypass traditional, months-long vendor onboarding, legal reviews, and procurement friction. Crucially for enterprise buyers, AWS Marketplace transactions can be customised through tailored private offers and seamlessly applied toward an organisation's pre-existing AWS Enterprise Discount Program (EDP) cloud-spend commitments.

# Market Leading Partner Eco-System

As a DataBahn partner, Somerford helps organisations simplify and optimise the way data is collected, managed and distributed across their security, observability and IT environments. Through DataBahn's intelligent data pipeline platform, organisations can improve data quality, reduce unnecessary data volumes and gain greater control over how information moves across their technology infrastructure.

DataBahn provides an intelligent data pipeline management platform that helps organisations collect, transform, enrich and distribute data across complex technology environments. By bringing together data collection, orchestration, optimisation and real-time intelligence, the platform enables organisations to make better use of their information while reducing the complexity and cost of managing it.

For security teams, DataBahn helps optimise SIEM environments by filtering unnecessary data before it reaches security platforms, improving data quality and reducing ingestion and storage costs. Its capabilities also extend across observability, application and IoT/OT data, providing greater visibility and control over how information moves throughout an organisation. With extensive integrations and AI-driven automation, DataBahn helps organisations build more efficient, connected and scalable data environments.

# 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.

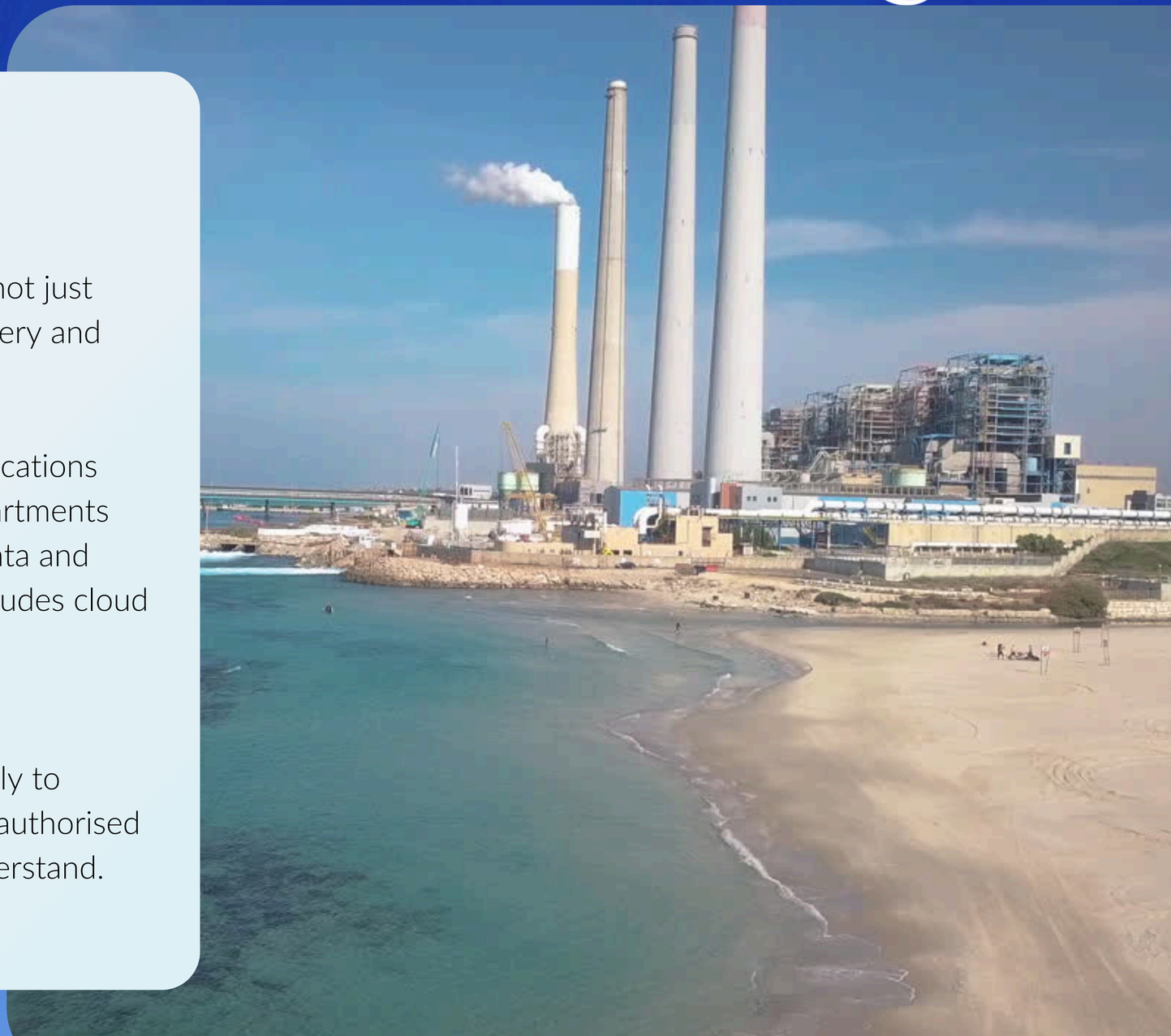


# Public Sector & Defence

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 **security cleared** 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.



# Summary

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, we are strategically positioned to serve our clients efficiently.





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