

Wherever your organisation needs to go next.

We're with you.

GCloud 15 Framework (RM1557.15)



Crown
Commercial
Service

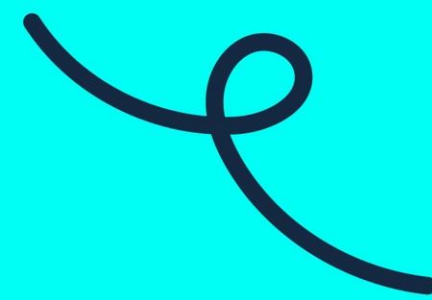
+



Waterstones
we're with you



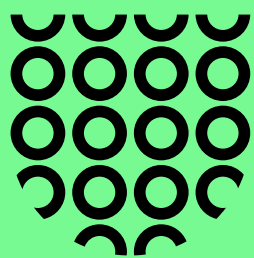
Technology can (and should) be more than a supporting, enabling, or protecting influence in your organisation. It can be truly transformational, and pivotal in creating a platform for your future success.



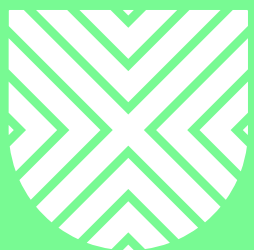
That's where
Waterstones can help.

We blend technology with strategy, helping to free the future potential of brilliant people and brilliant organisations.

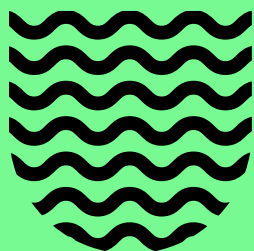
We've been doing it for almost three decades, forging long-term partnerships with ambitious organisations around the world.



Over 260
consultants
working globally



Leading specialists
in seven key sectors



Bringing three
decades of digital
expertise to your
business



Proven to provide
measurable benefits
that drive business
growth

Our services

Working with Waterstons doesn't just bring the benefit of our eight specialist teams, or their unique breadth and depth of technical knowledge. It brings a true partnership, providing seamless solutions as a single extension of your team. And a long-term commitment to helping you unlock the limitless potential of your organisation.



Advisory Services



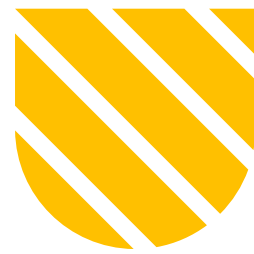
Technology Solutions



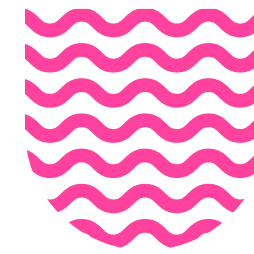
Cyber Resilience



Digital Solutions



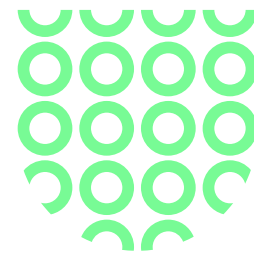
Managed Services



Project Management



Data & AI



Mergers & Acquisitions

Advisory Services

Whether you're preparing to scale, or looking to improve processes and unlock efficiencies, our team of consultants provides a fresh perspective; helping you to see new opportunities and act on them effectively.



Andrew Buckels

Head of Advisory Services



Thrive in evolving markets

Flexibility and agility to respond to changing markets through digital adjustments and transformation.



Respond to business and IT challenges

Identify, quantify and prioritise strategic and tactical initiatives to overcome challenges and drive maximum value.



Reduce costs and increase profits

Gain insight and analysis of your business, identify and manage costs, and establish the key drivers to enable growth.



Manage risk and uncertainty

Recognise, classify and evaluate business risks to help prepare and plan for the future.



Generate and scale business value

Develop intelligent workflows that create value through integrated, cost-effective processes and detailed tasks.



Develop your people and culture

Gain the knowledge and tools required to equip and empower your people to thrive.

“Waterstons’ expertise in business systems and as solution providers made the entire process systematic and measured. The process began with top level requirements and comprised a thorough interrogation of business needs, functionality and scalability.”

Andy Sheen
Chief Operating Officer, GI UK Medical



Managed Services

The world of technology can move faster than the skills and qualifications of almost any in-house IT team. That's why our clients trust our specialist managed services team to supplement their own internal strengths and priorities.



Adam Downie

Associate Director
Technical and Support Services



Save time, money and resources

Improve your business operations and reduce your operating costs.



Work in partnership

Supplement your own internal strengths and priorities.



Increase business efficiency

Develop your IT infrastructure to meet evolving business needs.



24hr global support

Providing a first-class client intimate service all day, every day.



Customised solutions

Tailored to suit the challenges and needs of your business.



24/7 network operations centre

Ensuring your systems are ready to work whenever you are.

“The most refreshing part of the relationship is knowing we have a team behind us that we can have an open and honest conversation with and bounce ideas off. It feels like nothing is ever too much trouble for them.”

Jason Webster

Business Systems Manager, Cartrefi Conwy



Technology Solutions

Technology is ever-evolving, meaning there are always new ways to harness its almost unlimited potential. We'll listen to you before shaping a tailor-made and harmonious technology environment.



James Davidson
Head of Technology Solutions



Tailor-made technology solutions

Including; networking, cyber security, cloud technology, hardware and software development.



Business resilience

Adapt your business strategy to prepare for risk and uncertainty.



Add value to your operations

Improve, develop and grow your IT capabilities.



Cloud solutions

Plan, build and manage the best Cloud solution for your business.



Build business value

Get more from existing technology and identify where to invest.



Futureproof your business

Formulate a robust and sustainable long-term strategy.

“Working in partnership with Waterstons the technology solution implemented gives Enva the benefit of greatly reduced risk, better recoverability, and greater scalability and flexibility as we continue to grow.”

Dan Bloor
Head of IT Service Delivery, ENVA

enva

Cyber Resilience

Cyber security isn't just a service; it's a cultural mindset. We work closely with your team to ensure cyber secure thinking is rooted in your business mindset.



Stew Hogg
Associate Director - Cyber



Enhance your team's skills
We'll manage your cyber security and bridge the skills gaps that are difficult to acquire.



Respond to business and IT challenges
Identify, quantify and prioritise strategic and tactical initiatives to overcome challenges and drive maximum value.



Achieve certification
(ISO27001, NIST, DISP)
Qualify for bigger projects and opportunities.



Manage risk and uncertainty
Recognise, classify and evaluate business risks to help prepare and plan for the future.



Immediate response
24-hour Security Operation Centre (SOC).



Develop your people and culture
Gain the knowledge and tools required to equip and empower your people to thrive.

Partners and accreditations

 Security Operations Centre CREST SOC	 Penetration Testing CREST Penetration Testing	 BSI ISO 27001 and 9001	 Cyber Essentials	 Cyber Essentials PLUS	 BSI ACP
 North East Business Resilience Centre Trusted Partner	 ScotlandIS	 CREST Cyber Training Provider	 NCSC Cyber Resilience Audit Scheme - Assured Service Providers	 NCSC Consultancy: Audit and review service provider	 NCSC Consultancy: risk management service provider



**“They don’t seem worried about
protecting their own workload
– there’s genuinely a passion to
do great work, with a lot of
openness and trust between us.”**

IT Security Manager

Large, international, not-for-commercial-gain organisation



Data & AI

We collect more data every day, but reporting tools alone are not enough to capitalise on the value it provides.

We help you become driven to improve decision making, deliver new services and enact change.



James Bell

Head of Data & AI



A bespoke and practical data strategy

Use your data to be at the forefront of digital disruption, giving you a competitive advantage.



Improve efficiency and reduce risk

Data-driven decision making to improve efficiency, reduce risk and help identify opportunities.



Save time and reduce costs

Automate your decision making using artificial intelligence, machine learning and computer vision.



Support your goals and objectives

Use cutting-edge big data solutions for real-time insights related to your goals and objectives.



Develop your people and culture

Enable people to achieve more in their roles through training and empowering data advocates.



Future-proof your business

Making informed decisions and anticipate and respond quickly to market changes.

“We really value the long-term relationship we have with Waterstons. Their people feel like a natural extension of our own team – they understand our challenges and what makes us tick as a business.”

Jon Lees

Head of IT, The Westmorland Family



THE WESTMORLAND FAMILY

Digital Solutions

We develop and build unique software to accelerate your growth, increase efficiency and set you apart from your competitors.



Mike Dent

Head of Digital Solutions



Solutions tailored to your business

Customised, industry-standard tested systems to help solve operational issues and improve performance at every stage.



Future-proof your business

Scaleable solutions that can be adapted and developed in line with your changing needs.



Stay ahead of the competition

Streamline your processes to be more efficient, and access features and capabilities unique to your requirements.



Simple integration

Flexibility with custom software that's simpler, faster and more cost effective to integrate with existing systems.



Drive measurable value

Implement innovative bespoke software solutions that create measurable value.



Unrivalled support

Optional support and regular health checks, updates and monitoring mean your software will always deliver the results you need.

“The work Waterstons has done is enabling us to deliver an enhanced customer experience. It is providing us with valuable insights, which are helping us work with our maintenance partners to continually improve the services we deliver together.”

David Redpath
Director of IS, Home Group





Bespoke Software Solutions

We develop and build unique software to accelerate your growth, increase efficiency and set you apart from your competitors.



Solutions tailored to your business

Customised, industry-standard tested systems to help solve operational issues and improve performance at every stage.



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David Redpath

Director of IS, Home Group



Project Management

Don't let a project surprise, delay or cost you more than you planned. Our project managers ensure that not only are the typical duties completed, but we will also go over and above to ensure the project meets or even exceeds its objectives.



Richard Brown
Head of Project Management



Tailored project management
Set or re-define goals, outline unique needs and strategically manage project delivery.



Reduce costs and drive efficiencies
Identify and understand future challenges, potential project obstacles and resource constraints.



Achieve your corporate goals
Ensure your project and business objectives are clearly defined and delivered.



Accelerate business growth
Plan and manage your critical business plans to help drive growth and gain competitive advantage.



Improve cost management
Avoid overspending and ensure your costs are kept on track and within budget.



Programme management
Deliver complex programmes and transformation projects through a structured PMO driven process.

“Waterstons’ project manager effected a step-change in leadership, focus and engagement around the project, appropriately challenging our supplier, the project team and my leadership team to ensure proper allocation of resource and mitigation of risks.”

Mario Gualano
CEO, BBI Group



Contact the Team

The team is backed by the ideas and expertise of 260+ consultants, working from Waterstons offices in the UK and Australia. That means 24/7 support in cyber security, and much (much) more.

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