

Wherever your organisation needs to go next.

We're with you.

GCloud 15 Framework (RM1557.15)



Crown
Commercial
Service

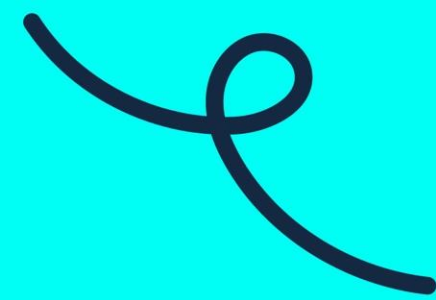
+



Waterstones
we're with you



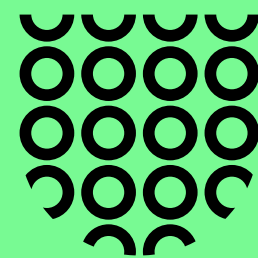
Technology can (and should) be more than a supporting, enabling, or protecting influence in your organisation. It can be truly transformational, and pivotal in creating a platform for your future success.



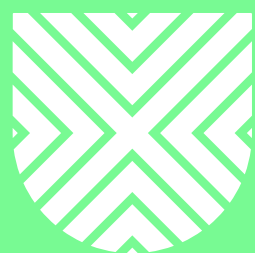
That's where
Waterstones can help.

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

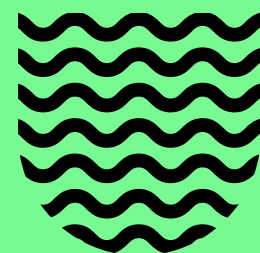
We've been doing it for almost three decades, forging long-term partnerships with ambitious organisations around the world.



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



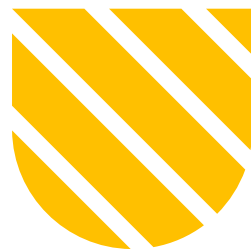
Technology Solutions



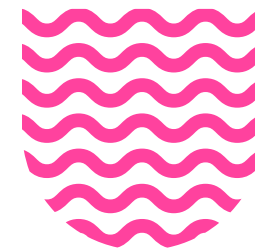
Cyber Resilience



Digital Solutions



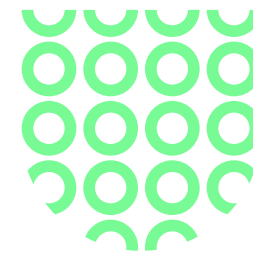
Managed Services



Project Management

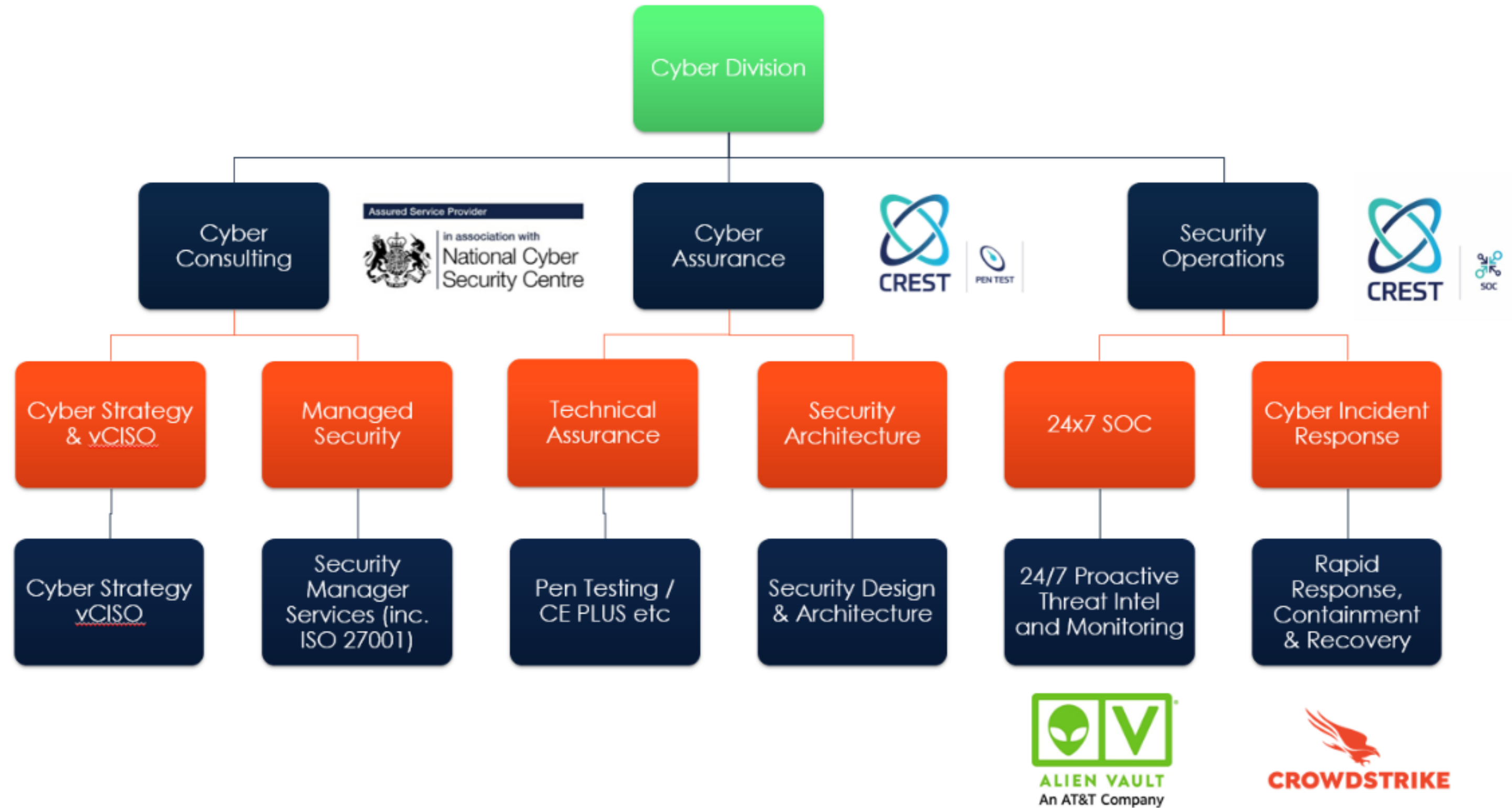


Data & AI



Mergers & Acquisitions

Waterstons Cyber Division



Partners & 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

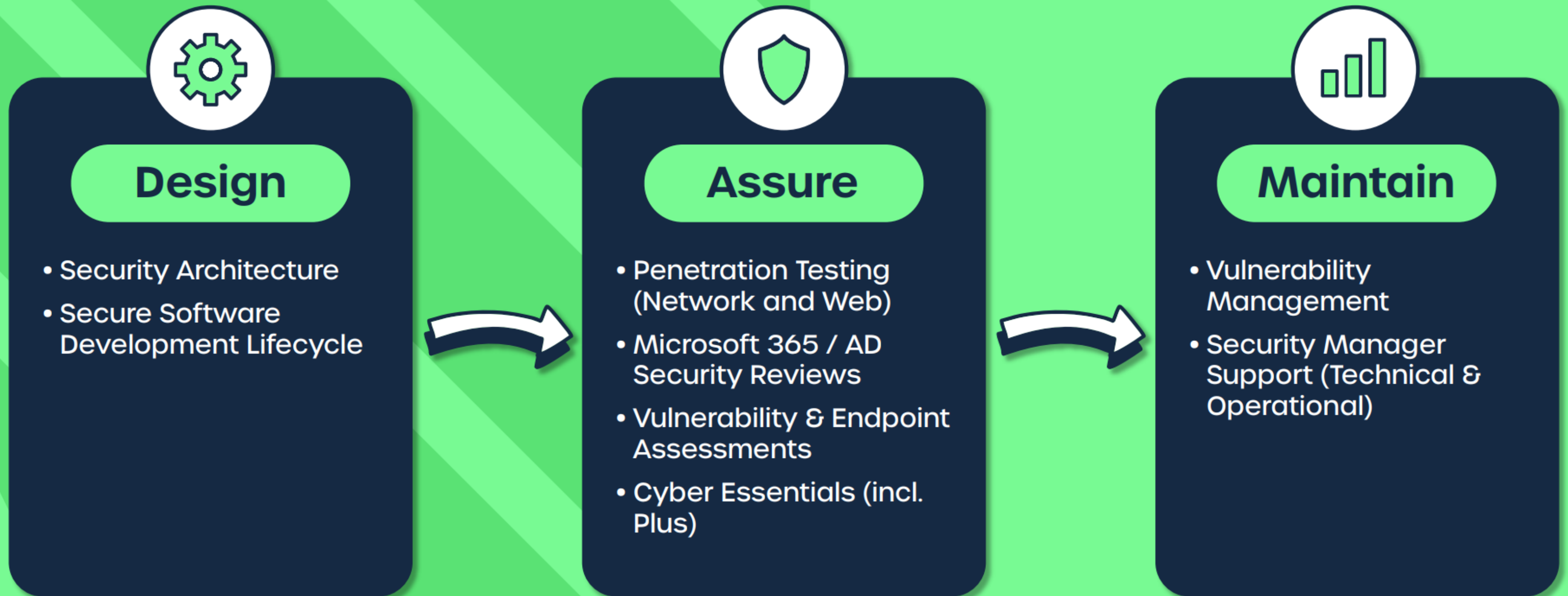


NCSC Consultancy: risk
management service
provider

Your security journey with us...



Your security journey with us...



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.

AI Acceptable Use Policy

Development of practical policy guidelines that govern acceptable and responsible AI use across the business to promote compliant and ethical AI use, whilst empowering innovations



Sean Brown

Senior Information Security Consultant



The Importance of an AI Acceptable Use Policy

Ensures AI is used responsibly, ethically, and in compliance with regulations while fostering trust and innovation across the organisation.



Waterstons Approach

We develop clear, practical guidelines tailored to your business context, balancing compliance with enabling innovation.



Key Deliverables & Outcomes

Your business is equipped with a clear, practical AI Acceptable Use Policy that defines governance rules, ethical standards, and actionable guidance; ensuring employees and stakeholders use AI responsibly, reducing risk, and supporting compliance and trust..



Why Choose Waterstons

Expertise in AI governance and policy design, helping organisations implement responsible AI practices that drive innovation with confidence.



Indicative Pricing

£2,200 + VAT

(Cost dependent on size of organisation and scope of AI usage)

AI Risk and Assessment Approach

Establishment of a consistent approach for evaluating AI use cases and managing associated risks, enabling repeatable governance processes.



Sean Brown

Senior Information Security Consultant



The Importance of an AI Risk and Assessment Approach

A consistent and transparent risk approach is critical to ensure AI is adopted responsibly. By evaluating use cases systematically, organisations can identify risks, prioritise safeguards, and build confidence in AI deployment while staying aligned with regulatory and ethical standards.



Waterstons Approach

We design and implement a tailored risk and assessment framework for your organisation. As part of the engagement, we also conduct an initial round of assessments to build a practical risk register and an AI service catalogue that set the foundation for ongoing governance and decision-making.



Key Deliverables & Outcomes

Your organisation gains a structured, repeatable approach to identifying and managing AI risks, supported by a comprehensive risk register, service catalogue, and governance templates; enabling consistent oversight, reducing exposure, and ensuring safe and compliant AI adoption.



Why Choose Waterstons

With deep expertise in AI governance and risk management, we combine strategic guidance with hands-on delivery. Our approach ensures your organisation not only has a robust framework, but also tangible outputs that demonstrate immediate value and long-term sustainability.



Indicative Pricing

£6,600 + VAT

(Cost dependent on size of organisation and scope of AI usage)

ISO 42001 Audit

Evaluates your organisations compliance against the ISO/IEC 42001 standard – a globally recognised framework for Artificial Intelligence Management Systems



Sean Brown

Senior Information Security
Consultant



The Benefits of ISO 42001 assessment

Ensures your organisation understands compliance status to give internal and external stakeholder assurances over the maturity of your artificial intelligence management system.



Waterstons Approach

We combine expert-led workshops, documentation review, and gap analysis to provide clear, actionable steps towards ISO 42001 compliance.



Key Deliverables & Outcomes

Your organisation receives a comprehensive analysis of its alignment with ISO 42001, including identified gaps, a clear improvement roadmap, and expert recommendations—enabling it to achieve or maintain certification, strengthen AI governance, and build stakeholder trust



Why Choose Waterstons

Waterstons are a BSI associated consultancy with certified ISO 42001 qualified Auditors with proven experience in guiding organisations to successful certification and ongoing compliance.



Indicative Pricing

Costs from £6,000 + VAT

(Cost dependent on size of organisation and scope of ISO 42001 AIMS)

Human Risk Management

Security culture and awareness training is a drive to change behaviours in your organisation to be more cyber secure. Using behavioural science, we foster a measurable culture of protective behaviours.



Sean Brown

Senior Information Security Consultant



The Importance of the human firewall

The human firewall is critical because employees remain the first and last line of defence against cyber threats, with over 90% of successful breaches involving human error such as phishing, weak passwords, or social engineering.



Waterstons Approach

By understanding your unique context, we can deliver awareness campaigns, Board level threat briefings, support with e-learning, and create simulated phishing tailored to your risk profile and culture.



Key Deliverables & Outcomes

The deliverables can range from single training sessions to entire culture improvement programmes involving training, exercising, prompt technology and phishing. We will work with you to define a programme right for your requirements.



Why Choose Waterstons

Waterstons is a CREST Cyber Training Partner and had our methods externally validated. We also works closely with organisations such as CybSafe to supplement our offering to bring the most effective behavioural change.



Indicative Pricing

Costs from £1,300 + VAT.

ISO 42001 Implementation Support

ISO 42001 Implementation builds a tailored Artificial Intelligence Management System that enables responsible, transparent, and compliant AI use while supporting innovation and preparing your organisation for certification.



Sean Brown

Senior Information Security
Consultant



The Importance of ISO 27001 Implementation

Establishes a robust, compliant Artificial Intelligence Management System (AIMS) to ensure ethical use of AI, meet regulatory requirements, and build stakeholder trust – preparing your organisation for certification.



Waterstons Approach

We guide you through the full ISO 42001 implementation lifecycle, from policy development to system rollout, ensuring a practical, tailored AIMS. Our involvement can be fully hands-on or in an expert advisory role, depending on your needs.



Key Deliverables & Outcomes

Your organisation is guided in designing and embedding a customised Artificial Intelligence Management System (AIMS), with supporting policies, risk assessments, and treatment plans; ensuring readiness for certification, strengthening AI governance, and building trust with customers and regulators.



Why Choose Waterstons

Waterstons are a BSI associated consultancy with certified ISO 42001 Consultants experienced of delivering efficient, audit-ready systems that fit your organisation's needs.



Indicative Pricing

Costs from £10,000 + VAT

(Cost dependent on maturity of the organisation, scope of ISO 27001 ISMS, agreed areas of responsibility and cost of any tooling for annex a controls)

Security Architecture

Security Architecture is the strategic design of systems, policies and technology to protect IT and business assets from cyber-attacks. We undertake a holistic assessment of security layers across infrastructure, applications, people and processes. These are normally undertaken when there are large changes in people, infrastructure or tooling and a client would like a third party to understand what they have and recommendations for change.



Shash Patwardhan

Senior Technical Security Consultant



The Importance of Security Architecture

Security architecture is critical for ensuring your organisation meets compliance requirements, follows best practices, and mitigates identified threats effectively. It provides visibility into your current estate, highlights areas for improvement, and ensures existing tooling is optimally configured - laying the foundation for a secure, scalable, and resilient environment.



We work closely with your teams to assess, design, and enhance your security architecture - ensuring it aligns with your business objectives and risk appetite. Our approach focuses on understanding your current environment, identifying gaps, and implementing practical, best-practice solutions that strengthen your overall security posture.



Your organisation receives a comprehensive review of its security architecture, including assessments of control configurations, network security, legacy systems, and endpoint protection. We evaluate mobile device security, provide tailored consultancy on specific control needs, and design technical architectures for new or existing systems - supported by clear, actionable reporting.



Waterstons are trusted experts in designing and optimising security architectures that align with business goals. Our consultants bring deep technical knowledge and a pragmatic approach - helping you understand your environment, improve control effectiveness, and build a resilient foundation for long-term security and compliance.



£1,100 p/d

Typical engagement = ~ 20 days

Factors affecting cost: scope of estate, size and complexity of infrastructure, bespoke solutions.

Secure SDLC

Secure SDLC (Software Development Lifecycle) is a process of integrating security into the development lifecycle which helps prevent or reduce security threats by identifying and fixing vulnerabilities at each stage (Analysis, Design, Development, Testing, Deployment and Maintenance).



Shash Patwardhan

Senior Technical Security Consultant



The Importance of Secure SDLC

Secure SDLC ensures security is embedded at every stage of the development lifecycle - enabling continuous improvement, validating the effectiveness of existing controls, and identifying risks early. It enhances automation, streamlines processes, and aligns development practices with regulatory and industry standards, ultimately reducing vulnerabilities and improving delivery efficiency.



Waterstons Approach

We work collaboratively with your development and security teams to embed security throughout the software development lifecycle. From integrating automated tooling into CI/CD pipelines to supporting secure coding practices and governance, our approach ensures security is built-in - not bolted on - enabling faster, safer, and more compliant software delivery.



Key Deliverables

Your organisation benefits from a structured and secure development lifecycle - through static code analysis, security scanning, and peer code reviews. We integrate security tooling into CI/CD pipelines and conduct targeted penetration testing, ensuring vulnerabilities are identified early and addressed efficiently to support secure, scalable software delivery.



Why Choose Waterstons

Waterstons are a trusted security partner with deep expertise in secure software development practices. Our consultants work closely with development and security teams to embed security throughout the SDLC - enabling automation, improving control effectiveness, and aligning processes with regulatory and industry best practices to drive continual improvement and reduce risk.



Indicative Pricing

£1,100 p/d

Typical medium sized single code base: 4 days pcm (£4,400)

Generally, not done as a one off engagement but can be done as a bigger pot of days.

Factors affecting pricing: size of code base, current infrastructure and size of development team

Penetration Testing

Penetration testing is the use of technical assessment tools and techniques to identify vulnerabilities, validate their impact and provide recommendations to remediate.



Iain Batty

Technical Security Assurance Lead



The Importance of Penetration Testing

Validating what vulnerabilities have a tangible impact, providing assurance to business stakeholders and industry regulators, and identifying and resolving risks before they become incidents.



Waterstons Approach

We combine expert-led scoping sessions, tailored threat modelling, and hands-on testing with clear, risk-based reporting to deliver meaningful insights. Our approach ensures vulnerabilities are not only identified but understood in context—empowering your organisation to prioritise remediation and strengthen its security posture with confidence.



Key Deliverables

Your organisation gains a clear view of its security posture through a structured penetration testing process—starting with pre-engagement planning and OSINT-based intelligence gathering, followed by threat modelling, vulnerability analysis, and controlled exploitation. The engagement concludes with post-exploitation review and a detailed report outlining risks, impacts, and a prioritised remediation plan to strengthen defences and reduce exposure.



Why Choose Waterstons

Waterstons brings deep technical expertise and a client-first mindset, with CREST-certified penetration testers and a proven track record of delivering tailored, risk-focused assessments. Our collaborative approach ensures testing is aligned with your business objectives—providing not just findings, but strategic guidance to enhance long-term security maturity.



Indicative Pricing

£5,000 - £12,000 – Generally a minimum of 4 days

Factors affecting pricing: size of estate and what is being tested (Cloud, Firewall review, Wireless, AD, Large Linux estate).

Web Application Penetration Testing

Web Application / API Penetration testing encompasses the identification and exploitation of vulnerabilities, accessible through authenticated or unauthenticated methods, across different facets of web applications. This service not only covers web applications but also includes APIs, which serve as foundational elements of web applications and can pose significant risks.



Iain Batty

Technical Security Assurance Lead



The Importance of Web Application Penetration Testing

It is widely used and normally publicly accessible, becoming an attack surface. It also provides assurance to business stakeholders and industry regulators.



Waterstons Approach

We take a structured approach to web application testing - focusing on identifying security weaknesses through targeted analysis and hands-on testing. Our experts provide clear, risk-based findings and practical remediation advice to help you secure your applications with confidence.



Key Deliverables

Your organisation receives a thorough evaluation of its web application security through a blend of automated scanning and expert-led manual testing. This includes targeted assessment of APIs and application logic, with findings mapped against recognised standards. The engagement concludes with a clear, risk-prioritised report and actionable remediation guidance—enabling your team to address vulnerabilities and strengthen application resilience.



Why Choose Waterstons

Waterstons are a CREST-accredited consultancy with experienced penetration testers who combine technical expertise with a business-focused approach. We deliver tailored, high-quality assessments that go beyond checklists - helping organisations identify real risks, prioritise remediation, and build long-term application security maturity.



Indicative Pricing

£1,350 p/d

Factors affecting pricing: Black Box Test: 3 to 5 days

Grey Box Test: 5-10 days

White Box Test: 10-15 days

M365 Security Assessments

We understand that more organisations are moving from on premise solutions to cloud native solutions, mainly including M365. We have drawn upon Microsoft best practices and our own experience to assess a clients' M365 estate for security best practices.



Chris Crampton

Technical Security Consultant



The Importance of M365 Security Assessments

M365 Security Assessments help organisations understand the risks across their Microsoft 365 environment - from identity and access management to misconfigurations in SharePoint and OneDrive. By identifying these issues early, organisations can take proactive steps to strengthen their security posture and reduce the likelihood of incidents before they occur.



Waterstons Approach

We work collaboratively with your IT and security teams to assess the security of your Microsoft 365 environment. Our approach focuses on identifying misconfigurations, reviewing access controls, and evaluating policy effectiveness - providing clear, actionable insights to help you secure your cloud environment and align with best practices.



Key Deliverables

Your organisation receives a detailed audit of key M365 security areas, including licensing, privilege delegation, PIM, synced accounts, conditional access, authentication methods, security policies, message hygiene, and secure configuration. The assessment concludes with a comprehensive report outlining findings and tailored recommendations for improvement.



Why Choose Waterstons

Waterstons are experienced in securing Microsoft 365 environments for organisations of all sizes. Our consultants combine deep technical knowledge with a practical, business-aligned approach - helping you identify risks, implement best practices, and build a secure, compliant, and resilient cloud environment.



Indicative Pricing

£3,500

Factors that affect pricing: usage of M365 / Azure and size of estate

Cyber Essentials Plus

Cyber Essentials Plus is the audited version of Cyber Essentials. This is a technical audit where vulnerability assessment tools and techniques are used to assess an organisation's defence.

This standard is to protect against the most common forms of cyber-attack. Certification is renewed annually and maintained by IASME (certification body). Cyber Essentials certification is a precursor to attaining Cyber Essentials Plus.



Callum Lake

Senior Technical Security Consultant



The Importance of Cyber Essentials Plus

Cyber Essentials Plus provides assurance to stakeholders, clients, and regulators that your organisation is protected against the most common cyber threats. It supports compliance with contractual and industry requirements, can reduce cyber insurance premiums, and fulfils the need for an annual independent security assessment - demonstrating your commitment to maintaining a strong security posture.



Waterstons Approach

We work closely with your teams to guide you through the Cyber Essentials Plus assessment process. From preparing your environment to meet the standard, to conducting technical testing and addressing any gaps, our approach ensures a smooth path to certification - helping you meet compliance requirements while strengthening your overall cyber resilience.



Key Deliverables

Your organisation receives a comprehensive assessment including external vulnerability scanning and manual analysis of internet-facing infrastructure, targeted patch and configuration reviews of workstations and servers, and evaluations of anti-malware, anti-spam, and admin access controls. We also assess mobile device security and cloud MFA configurations, concluding with a detailed report of findings and tailored recommendations.



Why Choose Waterstons

Waterstons are experienced in delivering end-to-end support for Cyber Essentials Plus certification. Our consultants combine technical expertise with a practical, business-focused approach - helping you meet compliance requirements, reduce risk, and build a strong foundation for ongoing cyber security assurance.



Indicative Pricing

£3,000 - £8,000

Factors affecting pricing: depending on size of organisation and whether it is a gap analysis or audit-only.

Operational Security Management

Operational Security Management helps clients deal with various security challenges and incidents. We provide technical experts who can build, maintain and improve the client's security capabilities and processes. The service aims to address the cyber-security skills shortage in the client that makes it hard for them to build their own technical teams.



Shash Patwardhan

Senior Technical Security Consultant



The Importance of Penetration Testing

It provides an experienced resource to drive improvement of technical defences, effective support and coordination during incidents and can offload daily operational security activities from existing resource / time constrained technical teams.



Waterstons Approach

We combine expert-led scoping sessions, tailored threat modelling, and hands-on testing with clear, risk-based reporting to deliver meaningful insights. Our approach ensures vulnerabilities are not only identified but understood in context—empowering your organisation to prioritise remediation and strengthen its security posture with confidence.



Key Deliverables

Your organisation benefits from a comprehensive operational security uplift—through the creation of tailored incident response processes, daily security checks, and vulnerability management practices. We support secure system selection, conduct regular security reviews, and provide clear reporting. Alongside this, we help define your operational security strategy, engage technical teams, and build internal capability to establish a resilient, security-focused culture.



Why Choose Waterstons

Waterstons combines deep technical expertise with hands-on operational experience to help organisations embed security into day-to-day practices. Our consultants work closely with your teams to design and implement tailored processes, build internal capability, and deliver pragmatic, sustainable improvements - ensuring security becomes a core part of your operational culture.



Indicative Pricing

Scalable depending on organisation, but looking at a minimum of 8-10 days pcm to give enough back. (£9,600 - £12,000)

Factors affecting pricing: full / part time, Operational Manager / Operational Analysis or both.



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