







Governance & Compliance Advisory for Technology & Professional Services Firms

Harborstone helps MSPs, software companies, ERP providers and technology services firms strengthen customer trust, improve compliance readiness, respond to governance requirements and support enterprise growth through practical advisory services.

MANAGED SERVICE PROVIDERS · SOFTWARE COMPANIES · ERP PROVIDERS · TECHNOLOGY SERVICES FIRMS

HOW HARBORSTONE SUPPORTS PARTNERS

<p>01</p> <p> Governance & Risk</p> <ul style="list-style-type: none"> - Governance maturity reviews - Risk and compliance advisory - Policy and control development - Executive governance reporting 	<p>02</p> <p> Security & Privacy</p> <ul style="list-style-type: none"> - Security governance reviews - Privacy readiness assessments - Customer assurance support - Control gap identification 	<p>03</p> <p> Customer Audit Readiness</p> <ul style="list-style-type: none"> - Customer audit preparation - Security questionnaire support - Evidence readiness reviews - Corrective action planning
<p>04</p> <p> Standards & Certification Readiness</p> <ul style="list-style-type: none"> - ISO 27001 readiness - ISO 27701 readiness - Gap assessments - Certification roadmaps 	<p>05</p> <p> Operational Resilience</p> <ul style="list-style-type: none"> - Business continuity reviews - Resilience assessments - Critical process analysis - Recovery planning support 	<p>06</p> <p> AI Governance</p> <ul style="list-style-type: none"> - AI governance assessments - Responsible AI guidance - AI risk management - Governance framework support

WHY PARTNERS WORK WITH HARBORSTONE

- Independent and objective governance perspective
- Advisory-first approach
- Practical, implementation-aware recommendations
- Multi-jurisdiction governance and compliance experience
- Executive and operational stakeholder engagement
- Focus on sustainable capability development

PARTNER VALUE

Harborstone enables partners to address governance, compliance, privacy, resilience and assurance requirements without building dedicated in-house capability. Engagements can support customer opportunities, internal maturity initiatives or partner-led client projects.

TYPICAL PARTNERS

- › Managed Service Providers
- › Software Development Companies
- › ERP Providers
- › Technology Services Organizations
- › Professional Services Firms

PARTNER BENEFITS

- › Improve enterprise salescredibility
- › Strengthen customer proposal responses
- › Address governance and compliance requirements
- › Access specialized expertise without permanent headcount
- › Support complex customer due diligence requests

TYPICAL CLIENT TRIGGERS

TRIGGER	TYPICAL NEED
Enterprise customer security review	Security & compliance support
Customer onboarding delays	Governance and assurance readiness
ISO certification objective	Readiness assessment
Upcoming audit	Audit preparation support
Privacy obligations	Privacy readiness review
Business continuity concerns	Resilience assessment
AI adoption initiative	AI governance guidance
RFP or tender requirement	Governance and compliance support

FOUNDER CREDIBILITY

20+
YEARS
EXPERIENCE

ISO 27001 Certification Across Entities

ISO 27701 Readiness

SOC2 Readiness

Privacy — GCC · EU · Asia

Vendor Risk & Assurance

Technology, Financial Services & Regulated Environments

Enterprise, MSP & Product Organizations

Multi-Jurisdiction Governance

15+ COUNTRIES · 17 JURISDICTIONS · GOVERNANCE, PRIVACY & ASSURANCE LEADERSHIP

TYPICAL CLIENT ENGAGEMENTS

<p>Customer Security & Compliance Support</p> <p><i>Customer governance, security and compliance requirements delay revenue opportunities.</i></p> <hr/> <p>DURATION 2–6 Weeks</p> <p>ENGAGEMENT MODEL Fixed Scope or Advisory Retainer</p> <hr/> <p>TYPICAL CLIENT Managed Service Providers · Software Providers · ERP Companies · SaaS</p> <hr/> <p>DELIVERABLES</p> <ul style="list-style-type: none"> › Security questionnaire support › Customer assurance responses › Compliance evidence review › Gap identification & recommendations 	<p>ISO 27001 / 27701 Readiness Assessment</p> <p><i>Need clarity on certification readiness before committing time and resources.</i></p> <hr/> <p>DURATION 2–4 Weeks</p> <p>ENGAGEMENT MODEL Assessment-Based Engagement</p> <hr/> <p>TYPICAL CLIENT Organizations preparing for ISO certification</p> <hr/> <p>DELIVERABLES</p> <ul style="list-style-type: none"> › Readiness assessment › Gap analysis › Prioritized roadmap › Executive briefing 	<p>Customer & Certification Audit Readiness</p> <p><i>Upcoming customer, certification or governance audits require structured preparation.</i></p> <hr/> <p>DURATION 1–4 Weeks</p> <p>ENGAGEMENT MODEL Project-Based Support</p> <hr/> <p>TYPICAL CLIENT Organizations facing certification or governance audits</p> <hr/> <p>DELIVERABLES</p> <ul style="list-style-type: none"> › Readiness review & evidence assessment › Audit support › Improvement recommendations
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TYPICAL DISCUSSION AREAS

- Customer compliance requirements
- Security and privacy expectations
- Certification readiness objectives
- Audit and assurance challenges
- Governance maturity improvement
- Partner-led client opportunities

CONNECT WITH HARBORSTONE

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