

PARTNER SERVICE STATEMENT

Governance advisory that strengthens your client proposition.

Harborstone works alongside technology, professional-services and delivery partners to provide governance, risk, compliance, privacy, resilience, assurance and AI governance capability where it strengthens a client opportunity or delivery engagement.

Governance is the operating system of an organisation.

WHERE HARBORSTONE FITS

01**ENTERPRISE GOVERNANCE, RISK & COMPLIANCE**

- Governance maturity assessments
- Risk and compliance advisory
- Governance frameworks and controls
- Executive governance reporting

02**INFORMATION SECURITY, PRIVACY & DIGITAL TRUST**

- Security governance reviews
- Privacy readiness assessments
- Customer assurance support
- Data protection governance

03**OPERATIONAL RESILIENCE & CONTINUITY**

- Business continuity reviews
- Resilience assessments
- Critical process analysis
- Recovery readiness support

04**AUDIT READINESS & ASSURANCE**

- Customer audit preparation
- Security questionnaire support
- Evidence readiness reviews
- Assurance improvement support

05**ENTERPRISE AI GOVERNANCE**

- AI governance assessments
- Responsible AI guidance
- AI risk governance
- ISO/IEC 42001 alignment

06**STRATEGIC & FRACTIONAL GOVERNANCE ADVISORY**

- Executive governance advisory
- Fractional GRC leadership
- Virtual advisory support
- Capability development

PARTNER VALUE

EXTEND YOUR CAPABILITY

Add governance-led advisory capability to existing offerings.

STRENGTHEN PROPOSALS

Respond more confidently to customer governance, security and compliance requirements.

SUPPORT CUSTOMER ASSURANCE

Help clients address due diligence, questionnaires, audits and readiness requirements.

ACCESS SPECIALIST EXPERTISE

Bring senior governance capability into opportunities without permanent specialist headcount.

CREATE ADVISORY OPPORTUNITIES

Turn governance and compliance triggers into structured client conversations.

WHEN TO BRING HARBORSTONE IN

CLIENT TRIGGER	HARBORSTONE RESPONSE
Enterprise customer security review	Security & compliance support
Customer onboarding or due-diligence delays	Governance & assurance readiness
ISO certification objective	ISO readiness assessment
Upcoming audit or assurance review	Audit readiness support
Privacy or data-protection requirement	Privacy governance readiness
Business continuity concerns	Resilience assessment
AI adoption initiative	AI governance guidance
RFP or tender governance requirement	Governance & compliance support

HOW WE COLLABORATE

01

WHITE-LABEL ADVISORY

Partner owns the client relationship. Harborstone provides the required governance advisory capability behind the scenes.

02

EMBEDDED GOVERNANCE LAYER

Harborstone joins the engagement as a specialist governance capability within the partner's delivery model.

03

JOINT PROPOSAL

Harborstone participates in a coordinated proposal or client pursuit where governance capability strengthens the overall proposition.

04

FRACTIONAL GOVERNANCE SUPPORT

Senior governance capability provided on an ongoing or periodic basis, including:

- Fractional GRC leadership
- Governance leadership
- DPO advisory support
- CISO advisory support

THE COMMERCIAL LOGIC



PRIORITY PARTNER SERVICES

01	02	03
GOVERNANCE MATURITY ASSESSMENT TYPICAL NEED The client needs greater visibility into governance maturity, accountability, risk and control effectiveness. TYPICAL OUTPUT – Current-state assessment – Key gaps and observations – Priority improvement areas – Executive-level recommendations Typical engagement: Short advisory assessment	ISO 27001 / ISO 27701 READINESS TYPICAL NEED The client is preparing for certification or needs greater confidence in its readiness. TYPICAL OUTPUT – Readiness assessment – Gap analysis – Prioritized roadmap – Executive summary Typical engagement: Readiness advisory	FRACTIONAL GRC ADVISORY TYPICAL NEED The client needs experienced governance leadership without building a full-time function. TYPICAL OUTPUT – Senior governance advisory – Risk and compliance oversight – Governance reporting – Leadership support Typical engagement: Ongoing advisory / fractional support

WHY HARBORSTONE

GOVERNANCE-FIRST

Governance is the organising principle across risk, compliance, resilience, privacy, assurance and responsible AI.

EXECUTIVE EXPERIENCE

20+ years of governance, risk and compliance leadership across complex and regulated environments.

MULTI-JURISDICTION PERSPECTIVE

Experience across 15+ countries and governance frameworks spanning 17 regulatory jurisdictions.

PRACTICAL & PARTNER-FRIENDLY

Advisory designed to complement existing capabilities and strengthen internal and client-facing delivery.

HAVE A CLIENT GOVERNANCE REQUIREMENT?

Bring Harborstone into the conversation.

Whether the requirement involves governance maturity, customer assurance, ISO readiness, privacy, resilience, audit readiness or responsible AI governance, Harborstone can provide the specialist advisory layer alongside your existing capability.