



# **SecuraNova**

**SecuraNova | Security Assurance Service**

# Agenda

- **Introduction to SecuraNova**
- **Market Overview & Challenge**
- **The SecuraNova Solution**
- **Future Growth**

# Introduction to SecuraNova

**SecuraNova – Your trusted partner for cybersecurity assurance**



## SecuraNova

**Cybersecurity  
services & assurance**

**Who we are:** Specialist provider of advanced security assessments - penetration testing, red teaming, configuration reviews, and assurance services.

**Our focus:** Help customers uncover and fix vulnerabilities and weaknesses before attackers do.

**How we work:** Designed to meet customer needs, at speed, to the highest quality - more like a cybersecurity concierge service than a traditional vendor.

**Our goal:** Build long-term partnerships, not transactions - helping Partners extend their value to customers and grow new service revenues.

**Our founders:** Experienced security leaders with backgrounds in UK Intelligence, global consultancy and enterprise delivery, bringing both deep technical expertise and business insight.



Penetration  
Testing



Vulnerability  
Assessment



ISO 27001  
INFORMATION SECURITY  
MANAGEMENT



ISO 9001  
QUALITY MANAGEMENT

# Unique Edge



## NATHAN JONES (CEO)

Former VP Operations at Synack, 10 years Cybersecurity Ops at GCHQ, ex-Cybersecurity Consultant for British Airports.



## IAN MATTHEWS (CTO)

Former Head of Cybersecurity testing at Synack, 15 years at GCHQ, Lead Engineer for LogicaCMG.



**Led by seasoned cybersecurity professionals with over 40 years of combined experience.**

- Built and scaled Penetration Testing Operations from \$5m to \$70m ARR**
- Passion for delivering high-quality customer service**
- Fair and balanced approach for clients, consultants and partners.**
- Deep industry insight informed by trusted advisors and CISO relationships**
- Unparalleled view of the cyber landscape and the real risks that face UK PLC.**

# Industry Leading Advisors

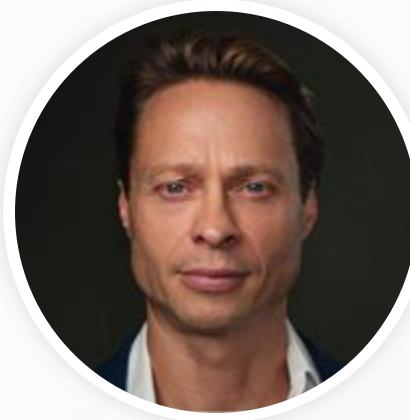
Elite cybersecurity advisors offering CISO-level insight and proven strategic leadership.



**Mark Walmsley**

Global CISO / MD

**FRESHFIELDS**



**Thomas Harvey**

CISO

 **Santander**



**Kevin Fielder**

CISO

**mettle.**  
by  **NatWest**



**David Sheridan**

CISO

 **Santander**



**Ritesh Patel**

CISO

 **JUST EAT**

# Global Network, Global Reach

A trusted global network of world-class consultants, each handpicked for their skill and integrity.



**HIGHLY SKILLED** - Qualifications include OSCE, OSCP, CISSP, CREST, GSE, GPEN etc

**VETTED** - We security check each consultant, we validate addresses, nationality, skills, experience etc

**TRUSTED** - We have worked with many of our consultants for years. We have consultants with active DV, TS-SCI clearances and we tailor the individual to meet your requirements

HIGHLY  
SKILLED

VETTED

TRUSTED

GLOBAL

HIGHLY  
SCALABLE

Current Team of 50 with a waiting list of more than 100

# Elite Talent

A showcase of the exceptional talent powering SecuraNova's elite service delivery.

**NK**

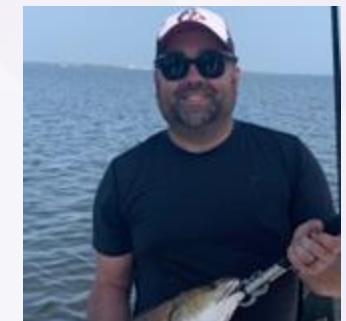
Head of Threat & Vulnerability Management

**OA**

10+ year experienced offensive cyber security specialist, lecturer and instructor.

**JC**

Former Director Cyber Operations GCHQ

**JM**

Director Security Engineering State of Maryland

**NS**

Founder Security BSides Ahmedabad, Speaker at BlackHat & DEFCON USA

**JF**

Independent Security Researcher. Former Head of Technical Services MOD.

**BG**

Independent Security Researcher. Former Deloitte.

**DW**

CREST certified tester for Penetration Testing & Vulnerability Management

# Market Challenge

Rising threats and modern architectures require assurance that automation alone can't deliver.

**135%**

**Increase in Cyberattacks due to Cybercriminals leveraging AI technology to execute malicious activities.**

**93%**

**Increase in Ransomware Attacks on Businesses year-over-year due to AI-powered attack vectors.**

**1260%**

**Increase in AI-Driven Phishing Attacks due to automation and deepfake technology.**

**78%**

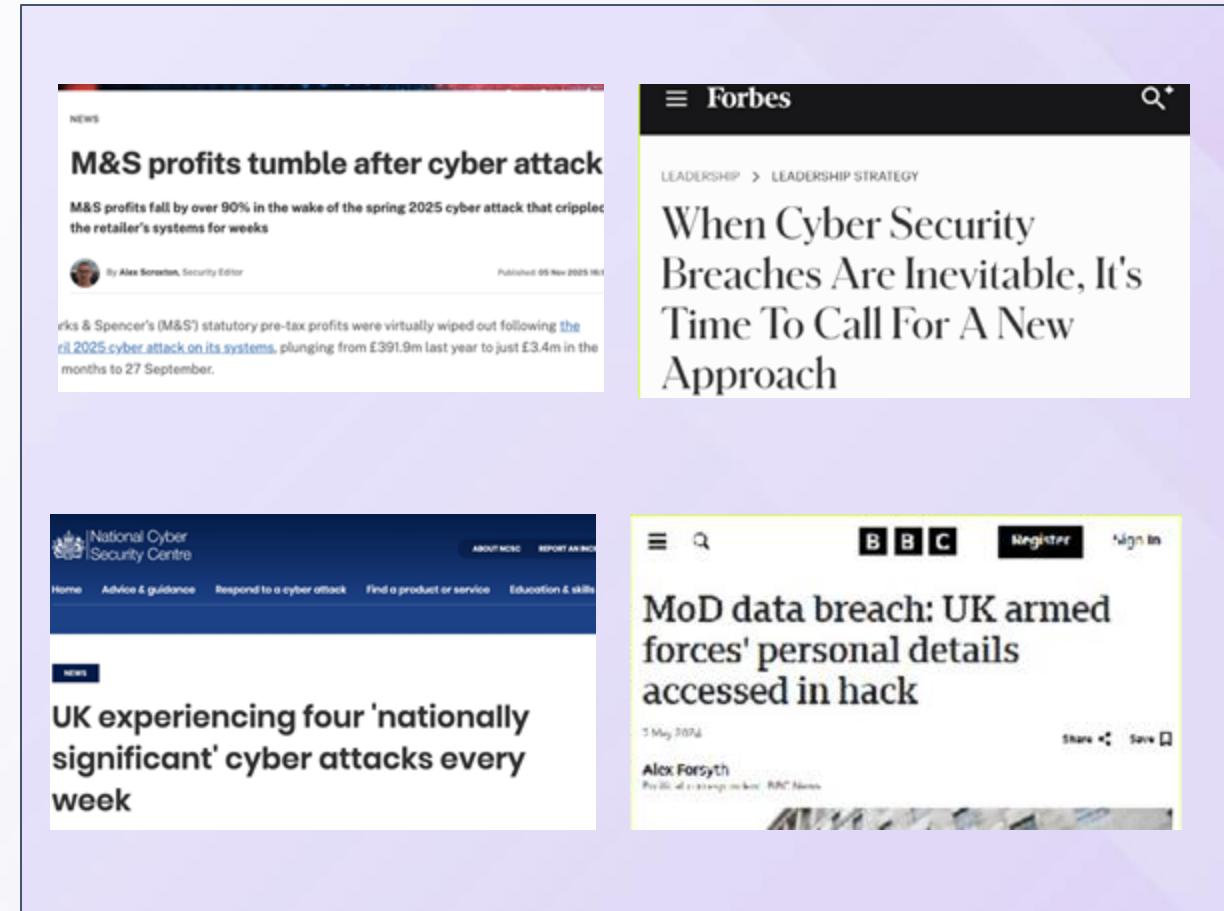
**Number of organisations that now use hybrid or multi-cloud architectures.**

- **Rising attack volumes fuel demand for testing that mimics real attackers, not just automation**
- **Cyber vulnerabilities are destroying shareholder value and undermining customer confidence**
- **Traditional models can't keep pace with the scale and sophistication of modern day attackers**
- **Digital Transformation – shift to modern architectures driving new assurance needs**

# Current Challenges

Companies face long delays, variable tester quality, and rigid, transactional services that can't adapt to their changing security needs.

- Large waiting times from 4 – 12 weeks
- Inconsistent quality from less-experienced testers
- Lack of agility to match business needs
- Transactional, low-touch service delivery models offer reduced value
- One-size-fits-all offerings that don't adapt to risk or context



**M&S profits tumble after cyber attack**  
M&S profits fall by over 90% in the wake of the spring 2025 cyber attack that crippled the retailer's systems for weeks

**When Cyber Security Breaches Are Inevitable, It's Time To Call For A New Approach**

**MoD data breach: UK armed forces' personal details accessed in hack**

# Business Impact



Business success relies  
on delivering secure  
technology quickly.



**Mark Walmsley**  
Global CISO / MD  
Freshfields

# Our Approach

**Delivering fast, flexible, expert-led cybersecurity services  
through a global network of trusted consultants, enabled by  
our AI-supported Management Platform.**

**24 HOUR RESPONSE TIME**  
(versus 4-12 weeks with  
competitors)

**AGILE SERVICE OFFERINGS**  
(from 1 day ad-hoc Consultancy to a  
complex 2 month Red Teaming  
engagement)

**ACCESS TO ELITE TALENT**  
(exclusive access to the best global  
talent)

**FLEXIBLE SCHEDULING**  
(fully flexible with no penalties for  
scheduling changes)

**SKILL BREADTH & CONCIERGE  
DELIVERY**  
(diverse, elite skillsets with a  
concierge approach to delivery)

**OPERATIONAL EFFICIENCY**  
(very low operating overheads allows  
competitive pricing and strong  
margin)

# SecuraNova Services Overview

On-demand, human-led cybersecurity services delivering tailored expertise across the enterprise.



**Penetration Testing** - external, internal, web, cloud, and application testing to uncover real-world weaknesses



**Red Teaming & Adversarial Simulation** - emulate advanced attackers to test detection and response capability



**Configuration & Hardening Reviews** - validate secure setup of critical systems (firewalls, UC platforms, cloud environments)



**Secure Access / Zero Trust Assessments** - test SASE and Zero Trust implementations against modern attack paths



**Ongoing Assurance Programs** - subscription-based re-testing and validation to meet compliance and evolving threats



**Compliance-aligned Testing** - assessments mapped to PCI DSS, HIPAA, GDPR, ISO 27001 and industry standards

# How It Works

A curated, expert-driven workflow ensuring accuracy, transparency, and repeatable, high-quality results.



We work with you to define your cybersecurity needs and craft a tailored scope of work.

You're paired with a handpicked expert consultant perfectly suited to your engagement.

Your consultant delivers the agreed services with precision, using our secure platform for collaboration.

Every deliverable undergoes expert quality review by SecuraNova's internal team.

We share the final, quality-assured results with you - ready for action.

End to end Delivery Support

# End to End Delivery

The SecuraNova Platform enables the secure global delivery of our security assurance services

## Key Features

### Services / Job Framework (End to end delivery)

**AI Security Consultant**

**Secure Messaging**

**Secure File Sharing**

**Vulnerability Management**

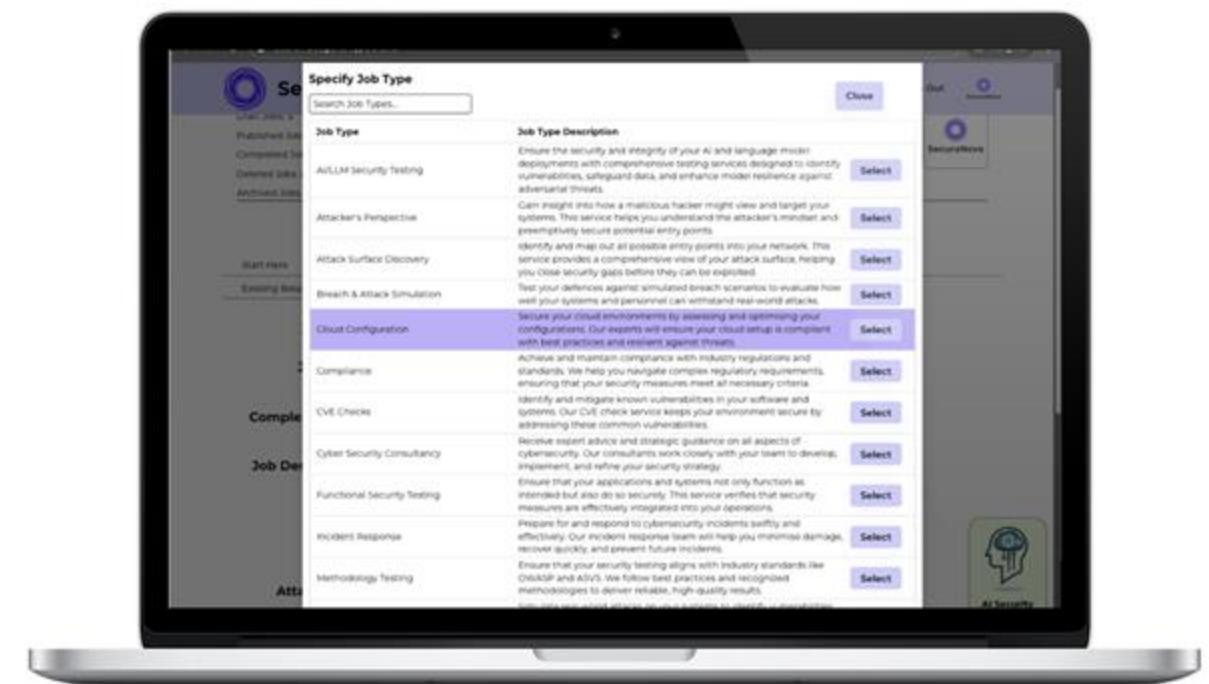
**Flexible Integration**

**Role Based Access Control**

**SoW Generation**

**Partner Branding**

**Quote/Invoice Integration**



# Competitive Advantage

The only vendor capable of delivering with speed, agility and consistent elite quality.

	SecuraNova	Bug Bounty	Crowd Pentesting	Traditional Consultancy	Automated Testing	Independent Contractor
<b>Consistent Elite Quality</b>	✓					✓
<b>On Demand Expertise from Vetted Consultants</b>	✓		✓			
<b>Tailored, Agile Solutions</b>	✓			✓		✓
<b>Scheduling Flexibility</b>	✓	✓	✓		✓	
<b>Scalable Platform &amp; Services</b>	✓	✓	✓		✓	
<b>Skill breadth &amp; Concierge delivery</b>	✓			✓		
<b>Operational Efficiency</b>	✓					
<b>Scalability</b>	✓	✓	✓	✓	✓	
<b>Quality Assurance from Cyber Experts</b>	✓			✓		

# Roadmap

A strategic roadmap advancing our platform's capabilities, automation, and proprietary IP.

## Key Roadmap Items

Migration from Bubble.io to standard stack

Speech to SoW

Multimodal messaging support

Remediation capability

System Integrations (Jira, ServiceNow etc)

Static IP(s) for testing

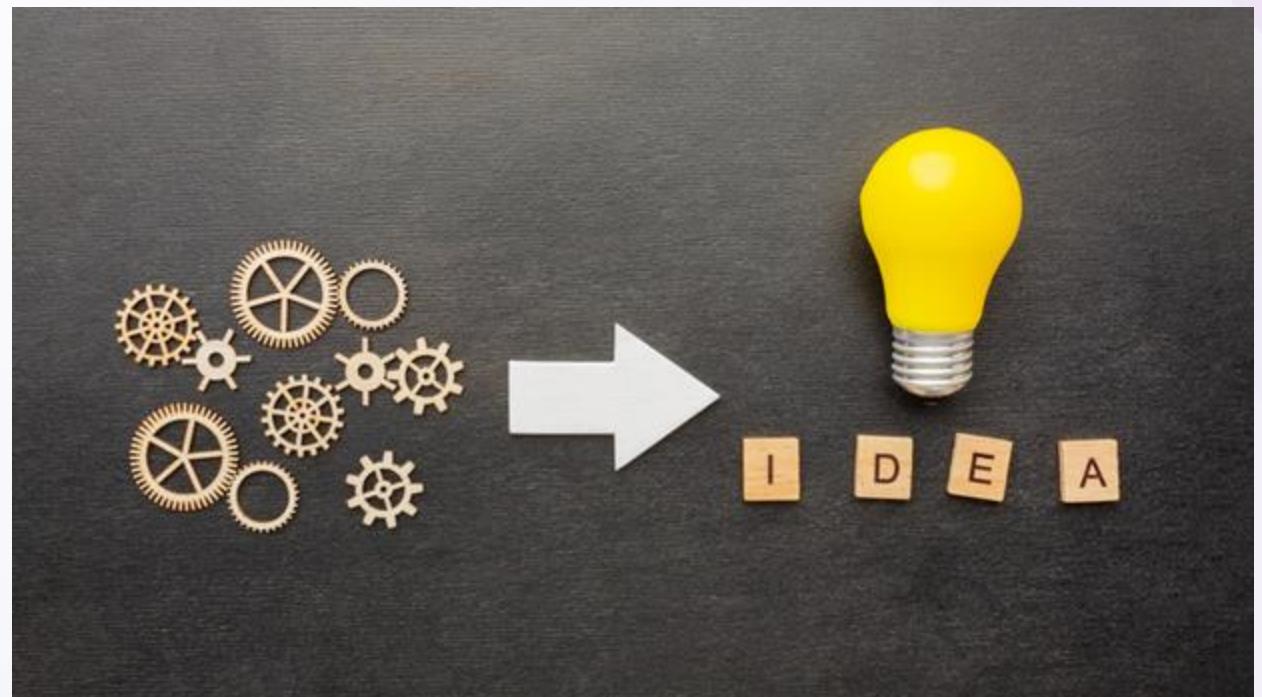
Job Calendar

Enhanced Reporting

Partner/Distributor Portal

Enhanced Quote and Invoice functions

Enhanced Fractional consultancy support



# Partner Delivery

Accelerating growth and delivery through trusted, high-value partners.



Mitel is a global unified-communications and business-telecoms provider founded in 1973 and headquartered in Ottawa, serving more than 70 million users in 100+ countries. It employs roughly 4,200–4,300 staff and delivers UC, cloud, collaboration and contact-centre solutions through a network of over 6,000 channel partners, generating an estimated US\$3.5 billion in annual revenue.



Kocho is a UK-based managed services and cloud/security specialist – formed from the 2022 merger of legacy players TiG and ThirdSpace. With roughly 300 staff, it supports over 250 enterprise clients across the UK (and has operations in Cape Town), and is targeting a return to ~£50 M in annual revenue by FY26.



ARO (formerly Arrow Business Communications) is a UK-wide managed IT, cloud, collaboration and cyber-security provider with roots dating back to 1995. It employs around 460 staff, serves roughly 8,000 customers spanning enterprise, public sector and critical services, and generates annual revenues exceeding £100 million.



CloudTech24 is a UK-based managed IT and cyber-security provider offering 24/7 support from its Surrey headquarters, with additional international presence. It serves over 250 clients globally across managed security, cloud and IT support, and remains a smaller specialist provider with under 30 employees.



# Summary

Accelerating growth and delivery through trusted, high-value partners.

- **Addresses an urgent market need**
- **Is lead by a highly experienced management team with proven record of growth**
- **Has a unique delivery model which accesses the best talent in the industry in a timely and quality assured manner**
- **Is set for strong and exciting growth**

# Appendix

# Cybersecurity Landscape by Vertical

Every sector is facing escalating, high-impact cyber incidents exposing critical gaps in resilience.



## Healthcare

Highly valuable patient data & IoT devices make healthcare a prime target; attacks are rising and demand robust security coordination.



Ransomware



Ransomware



## Manufacturing

Connectivity & control systems expand attack surfaces; IP theft and operational disruption from APTs and ransomware are common.



Ransomware



Ransomware



## Finance

Banks face DDoS, data breaches, fraud & social engineering; regulatory compliance and incident response remain critical.



Data Breach



Ransomware



## Public Sector

Sensitive data, aging technology and constrained budgets create vulnerabilities; attacks disrupt essential services.



Network Disruption



Data Breach



## Education

Distributed user bases & limited budgets make education the most attacked industry; student records & research are at risk.



Ransomware

Ransomware



## Hospitality/Retail

Guest payment & identity data attract criminals; reliance on vendors & non-compliance with PCI DSS expose serious risks.



EST. 1884

Ransomware



Data Breach

# Cross Vertical Solutions

SecuraNova delivers services across all industry verticals, including telecommunications, healthcare, finance, retail, legal, and critical infrastructure.

**FRESHFIELDS**

## Legal Sector

Utilising Zero Trust Assessments, Cloud Security Assessments and PTaaS to ensure security of their digital assets.

**treatwell****Yavrio**

## Technology Sector

Utilising PTaaS to integrate on demand security testing into their Systems Development Life Cycle (SDLC)

## Finance Sector

Utilising PTaaS and Attacker's Perspective to ensure Compliance and understand their security posture.