

Trusted Stack Delivery

Formed in 2009 Observer Solutions are a boutique cyber security resell practice with global reach. Our core offering is Cyber Security **Trusted Stack Delivery** that comprises of **TWO** pillars:



Pillar 1. OBSESS: Designed to help security leaders:

- Reduce stack bloat and overlap
- Plan smarter renewals
- Align spend to risk and policy
- Track outcomes from tool decisions

Pillar 2. PartnerPULSE: Formalises vendor partner relationships:

- Track vendor performance
- Measure follow-through
- Share market signals
- Influence renewal and roadmap decisions

In summary **Trusted Stack Delivery** helps our clients:

- Cut stack waste
- Fix vendor drift
- Deliver real outcomes



No need to take our word for it. Ask our clients what they think:

"Observer Solutions help us rationalise and optimise our vendor relationships. Sharing our vendor cynicism, they are well respected by leading emergers so help us agree and realise good outcomes."

CISO – National Plant & CNI Supply Firm

