

FOR PROCUREMENT, FOUNDERS & TECHNICAL LEADERS

# Senior technology leadership *that ships.*

Strategy from someone who'll also build the thing, run the thing, or stand beside your team while they do. Nearly thirty years across cybersecurity, cloud, compliance and delivery. *AI-augmented throughout.* Engagements delivered through Biggin Insights Limited.

THREE DOORS · FIVE ENGAGEMENT OFFERS

## I. Lead

EMBEDDED SENIOR LEADERSHIP

### Fractional CISO & IT Director Retainer

RETAINER · ONGOING · COMMITTED WEEKLY HOURS

End-to-end ownership of the IT, security, identity and compliance function. **Board-ready reporting, audit-ready documentation, platform administration, vendor selection, escalation cover.**

## II. Build

CUSTOM DELIVERY

### Compliance Sprint

FIXED SCOPE · 6 MONTHS

SOC 2 Type 1 audit-ready environment in six months, run on Drata. **Policies, controls, evidence library, auditor liaison.** Optional continuation to Type 2 and ISO 27001.

### GCP Operations Foundation

PROJECT · 4-8 WEEKS

A credible GCP baseline. **Org policy, IAM tiering, billing visibility, IaC, CI/CD via Cloud Build or GitHub Actions.** Optional add-on: SIEM deployment.

### Custom Platform Build

DISCOVERY-LED · FIXED SCOPE OR FIXED TIME

Bespoke systems when buying isn't the answer. **Discovery sprint produces PRD, architecture and phased delivery plan.** Three modes: I build, I architect-your team builds, or hybrid.

## III. Guide

ADVISORY & ENABLEMENT

### AI Opportunity Assessment

FIXED SCOPE · 6 WEEKS

Find out where AI actually belongs in your business, and prove one answer works. **Discovery document, prioritised opportunity matrix, working prototype of the highest-priority quick win.** Productivity-focused, not headcount reduction.

## WHO I WORK WITH

Organisations facing a technology problem **too senior for an MSP, too specialised for a generalist consultant, and too important to wait for a permanent hire.**

Sector-agnostic by design. *What matters is the shape of the problem, not the industry around it.* Remote-first across the UK, Europe and North America.

- The organisation is considering a custom platform because off-the-shelf options lack critical features, and needs a senior operator to architect and deliver it
- An enterprise customer or regulator is asking for SOC 2, ISO 27001 or other compliance evidence and the team can't realistically deliver it alone
- AI is on the leadership agenda but no one is sure where it applies — the team needs an honest assessment with a working prototype, not a strategy deck
- Cloud spend has become unmanaged, identity has sprawled, or the IT estate has outgrown what an MSP can sensibly cover
- The board has started asking for technology, security or compliance reporting the current team isn't structured to produce

## FRAMEWORKS & PLATFORMS

COMPLIANCE	SOC 2 Type 1 & 2	ISO 27001	GDPR	NIST CSF	Cyber Essentials
GRC PLATFORMS	Drata	Vendor risk management	Continuous control monitoring		
CLOUD	Google Cloud Platform	Microsoft Azure	Amazon Web Services		
	Cloudflare Workers / Pages	Cloud Run · Cloud Build	BigQuery cost analytics		
IDENTITY & PRODUCTIVITY	Microsoft 365 (multi-tenant)	Entra ID	Intune	Bitwarden Enterprise	SAML / SCIM
SECURITY OPERATIONS	SIEM (vendor-agnostic)	Security Analyst	Endpoint hardening	Log pipeline design	
	Incident response				
RESILIENCE	Business Continuity	Disaster Recovery	RTO/RPO design	Backup verification	
	Tabletop exercises				
DELIVERY & ENGINEERING	Custom platform delivery	Cloud automation	Terraform · OpenTofu · Pulumi		
	GitHub & GitHub Actions	Astro · Node · TypeScript	CI/CD pipeline design		
AI & TOOLING	AI-augmented throughout	Claude	Gemini	GPT	Playwright MCP integrations

## APPROACH

### Advisor when it helps. Operator when it matters.

Owens the function when ownership is needed; advises when advice is the right shape — board prep, technical review, second opinion, audit support. Same operator depth either way.

### Hands-on technical delivery.

The control narrative and the cloud automation that proves it come from the same person. Policy in the morning, platform shipped in the afternoon.

### AI-augmented practice.

Claude, Gemini and GPT used in depth across code, infrastructure, compliance documentation and architectural review. *Engagements that conventional consultancies bill as three-month projects ship in six weeks.*

### Sector-agnostic by design.

Filtered by problem shape, not industry. Deep history with technology businesses; the practice travels into healthcare, professional services, manufacturing and regulated industries when the work needs the same operator depth.

## SELECTED EXPERIENCE

**Lead.** Currently · VP Operations & CISO-equivalent across two related US-based SaaS and fulfilment businesses, through Biggin Insights Limited.

**Build.** Delivered a HIPAA-compliant patient clearance platform and an internal pipeline management platform — both live, AI-augmented in build, owned end-to-end through Biggin Insights Limited.

**Guide.** Currently · acting as Fractional CISO / Product Manager to a European cyber SaaS organisation, supporting its transition from a traditional SDLC to an AI-centric development practice.

Prior senior cybersecurity vendor experience across **Exabeam** (Director, Solutions Architecture), **Trustwave** (Senior Systems Engineer), **BAE Systems Applied Intelligence** (Product Manager, Managed Security Services; Cyber Security Technical Consultant), **Telefónica** (Solutions Architect), and **Check Point Software Technologies** (Security Engineer, Major Accounts). Almost thirty years across cybersecurity, technical leadership, pre-sales and architecture.

## ENGAGEMENT MODELS

### Lead · Monthly retainer

Fractional CISO and IT Director engagements. Committed hours per week, fixed monthly fee, set quarterly. Notice period applies.

### Build · Fixed-scope project

Compliance Sprint, GCP Operations Foundation, Custom Platform Build. Defined deliverables, milestone-based fee, fixed end date.

### Guide · Advisory engagement

AI Opportunity Assessment, board prep, architecture review, second opinion. Fixed-scope offers or half-/full-day rates in blocks.

**Keith Biggin**

BIGGIN INSIGHTS LIMITED · UK

WEB

[biggin-insights.com](https://biggin-insights.com)

LINKEDIN

[linkedin.com/in/keithbiggin](https://linkedin.com/in/keithbiggin)

EMAIL

[keith@biggin-insights.com](mailto:keith@biggin-insights.com)

BOOK

[cal.com/keith-biggin-4hawbe/discovery-call](https://cal.com/keith-biggin-4hawbe/discovery-call)