



Startup Village Community Member

## MISSION

Radically Open Security prides itself on being the world's first not-for-profit computer security consultancy company. We're an idealistic bunch of security researchers, networking/forensics geeks, and Capture The Flag winners that are passionate about making the world more secure. We believe in transparency and openness, and our goal is to secure the society that allows us to run a company in the first place.

## PROBLEM

Computer security is often seen and presented as a 'black box'. There is lack in transparency as to how security audits are conducted.

When it comes to IT assets: The prevailing wisdom is that there is a tension between security and openness. We show how open source methods and transparency help to improve security.

## SOLUTION

We want to demystify what we're doing. It's not rocket science, and we genuinely want to help organizations improve their security posture, even if it costs us repeat business.

During engagements, we will not only share our results with clients, but provide a step-by-step description of how to perform the same audit or procedure without us.

## BUSINESS MODEL

We are prototyping an innovative new business model – using a Dutch "Fiscaal Fondswervende Instelling" (Fiscal Fundraising Institution) to provide a commercial front-end that sends 90% of our profits tax-free to a charitable foundation (Stichting NLnet) that has supported open-source, Internet research, and digital rights organizations for almost 20 years.

We provide security consultancy (pentests, audits, trainings, presentations, etc.) to a variety of clients (from multinationals to startups and NGO's). Our low management/overhead costs mean we can afford to pay competitive wages to our computer security consultants.

## ACHIEVEMENTS

List of awards for Radically Open Security and its CEO Melanie Rieback:  
2019 EU Prize for Women Innovators (Finalist)  
2017 Most Innovative IT Leader (CIO Magazine NL)  
2010 & 2017 Viva400 (Viva Magazine)  
2016, 2017 & 2019 Inspiring Fifty Netherlands  
2016 50th Most Innovative SME (Dutch Chamber of Commerce)  
2016 Internet Freedom Festival Tool Showcase  
2016 Sprout Challenger 50  
2016 ISOC.nl Internet Innovation Award

## PARTNER REQUEST

Radically Open Security is looking for talent, customers, partnerships, interns, and (speaking) opportunities.

We offer security services for ACE/Startup Village partners for special rates.

## TEAM

Radically Open Security has over 40 staff members. We have a geographically distributed team and we use online infrastructure to coordinate our work.



Melanie Rieback  
Founder