

Inc.5000 HONOR ROLL

Solving Customers' Toughest Cybersecurity Challenges

Praetorian's success protecting leading innovators from a steady stream of cyberthreats has helped it land on the Inc. 5000 list eight times

When the cybersecurity experts at Praetorian are trying to protect a client from online threats, they start by looking for weaknesses. By attempting to infiltrate companies' digital footprints, they can evaluate the effectiveness of the organization's cybersecurity program. Once they succeed—which they do 99 percent of the time—they help companies rethink how to invest in people, processes, and technology to strengthen their cyber defenses.

"We fundamentally understand what works, what does not, and why. Because we are them. Applying our offensive filter to defensive initiatives helps organizations prioritize their cybersecurity investments by efficacy," says Founder and CEO Nathan Sportsman.

Sportsman started Praetorian "to put a dent in the escalating cybersecurity problem." If the need for digital security was substantial then, it is gargantuan now. During the last 14 years, the volume and complexity of threats has increased exponentially. With the advent of the cloud and focus on digital transformation, companies have more to lose—and to protect—than ever before.

"In some cases, companies are spending as much as a billion dollars a year on cybersecurity, and much of the spend is not actually moving the needle on improving their security posture," he

8x

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Nathan Sportsman,
CEO, Praetorian



says. “We can testify to that based on the work that we do. We’re able to get into everything.”

PUNCHING ABOVE ITS WEIGHT CLASS

With a team of 110 employees, Praetorian supports companies like Abbott Laboratories, FedEx, Google, Intel, Microsoft, Netflix, Toyota, and Twitter. Praetorian can “punch above its weight class” because of the value it offers industry innovators, Sportsman says. Gaining the trust of big names has fueled steady growth, earning Praetorian a place on the Inc. 5000 list of America’s fastest-growing private companies for eight consecutive years. More growth lies ahead. But for Sportsman and his colleagues, mission matters most. Many Praetorian engineers and developers have military or intelligence backgrounds and apply what they have learned protecting national security to the private sector. They appreciate working in service of something bigger than themselves, Sportsman says, and connect to the company’s mission: to make the digital world safer and more secure.

A PLATFORM FOR THE FUTURE

But even elite professionals can’t keep up with around-the-clock security risks. Sportsman says that companies’ in-house security teams are burned out—overwhelmed by the deluge of

threats, the volume of alerts by point products, and the unfilled job openings due to the nationwide cybersecurity talent shortage. And they don’t need just another product widget, he adds.

Instead, Sportsman believes the key to solving cybersecurity problems is combining know-how and engineering to augment human expertise with advanced technology. In March 2022, Praetorian launched Chariot, an advanced offensive security platform. The Chariot platform automates aspects of security operator work while also providing continuous coverage for its customers. The managed service identifies critical vulnerabilities and risks around the clock, helping bolster their defensive team’s capabilities and meet the ever-growing need for security support.

The importance of cybersecurity will only increase as society’s dependence on technology increases, Sportsman says. To meet the growing need, Praetorian is evolving beyond just a pure services or product play and into a true solutions provider and trusted partner for its customers. Praetorian enables organizations to take advantage of the next wave of innovation and expand their virtual footprints, confident that business-critical assets are secure.



3x
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110+
Employees

92
Lifetime Customer
Net Promoter Score

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Inside Praetorian's award-winning workplace