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Investor Relations

CrowdStrike and GuidePoint Security Surpass $1 Billion in Sales, Fueled by Explosive Demand for Falcon Next-Gen SIEM

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Partnership milestone highlights success in transforming security operations with the Falcon platform and accelerating consolidation through Falcon Flex

AUSTIN, Texas--(BUSINESS WIRE)--Jun. 4, 2025-- CrowdStrike (NASDAQ: CRWD) today announced it is the first cybersecurity independent software vendor (ISV) to surpass $1 billion in total sales through its partnership with GuidePoint Security, a cybersecurity solutions leader enabling organizations to make smarter decisions and minimize risk.

As the speed and sophistication of attacks accelerate and the skills gap widens, organizations are turning to cutting-edge AI-native technology and cybersecurity expertise to stay ahead of modern threats. CrowdStrike and GuidePoint Security are meeting this demand by combining the power of the CrowdStrike Falcon® cybersecurity platform with expert-led services to protect organizations of all sizes. GuidePoint is fueling rapid adoption by delivering scalable services built on Falcon Next-Gen SIEM, which unifies native and third-party data, real-time intelligence, and AI-driven automation to deliver comprehensive visibility, high-fidelity alerts, and machine speed response. With this disruptive technology, GuidePoint is helping organizations replace outdated systems, streamline security and IT data management, and stop breaches.

A key enabler of this success is Falcon Flex, which provides adaptable licensing for the Falcon platform's full portfolio of best-in-class modules. This enables partners like GuidePoint to deliver greater value to customers by offering the flexibility to use what they need, when they need it. With Falcon Flex and Falcon Next-Gen SIEM, GuidePoint is making it easier for organizations worldwide to transform security operations and consolidate point products – meeting surging demand for the Falcon platform in the modern AI era.

"Our partnership with CrowdStrike is rooted in a shared mission: empowering organizations to confidently stop breaches," said Mark Thornberry, senior vice president, vendor management at GuidePoint Security. "This milestone reflects the value organizations place on scalable, AI-native cybersecurity solutions – and the trust they put in GuidePoint to deliver the right expertise and services around the Falcon platform to meet their evolving needs."

"GuidePoint has been a long-standing and trusted partner in our ecosystem, consistently delivering the expertise and services customers need to unlock the full potential of the Falcon platform," said Daniel Bernard, chief business officer at CrowdStrike. "Their focus on Falcon Next-Gen SIEM and recognition of the transformative value of Falcon Flex have enabled customers to streamline security operations, consolidate costs and stay ahead of evolving threats. Surpassing $1 billion reflects the strength of our partnership and the market's confidence in our shared ability to drive cybersecurity transformation."

GuidePoint Security was recently named CrowdStrike's 2025 Americas Falcon Flex Partner of the Year for its demonstrated excellence in Falcon Flex performance. Together, the companies are enabling thousands of organizations to consolidate legacy tools, eliminate complexity, and strengthen security outcomes.

About CrowdStrike

CrowdStrike (NASDAQ: CRWD), a global cybersecurity leader, has redefined modern security with the world's most advanced cloud-native platform for protecting critical areas of enterprise risk – endpoints and cloud workloads, identity and data.

Powered by the CrowdStrike Security Cloud and world-class AI, the CrowdStrike Falcon® platform leverages real-time indicators of attack, threat intelligence, evolving adversary tradecraft and enriched telemetry from across the enterprise to deliver hyper-accurate detections, automated protection and remediation, elite threat hunting and prioritized observability of vulnerabilities.

Purpose-built in the cloud with a single lightweight-agent architecture, the Falcon platform delivers rapid and scalable deployment, superior protection and performance, reduced complexity and immediate time-to-value.

CrowdStrike: We stop breaches.

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About GuidePoint Security

GuidePoint Security provides trusted cybersecurity expertise, solutions, and services that help organizations make better decisions that minimize risk. Our experts act as your trusted advisor to understand your business and challenges, helping you through an evaluation of your cybersecurity posture and ecosystem to expose risks, optimize resources and implement best-fit solutions. GuidePoint's unmatched expertise has enabled 40% of Fortune 500 companies and more than half of the U.S. government cabinet-level agencies to improve their security posture and reduce risk. Learn more at: www.guidepointsecurity.com.

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