



## CrowdStrike Launches Flex for Services, Bringing Flexible Cybersecurity Services Consumption to the Agentic Era

*Organizations can now apply the Falcon Flex model to CrowdStrike's full services portfolio, with a new entry point that removes barriers for first-time customers and drives growth for service partners*

AUSTIN, Texas & SAN FRANCISCO--(BUSINESS WIRE)--Mar. 24, 2026-- RSA 2026 – [CrowdStrike](#) (NASDAQ: CRWD) today announced Flex for Services and the Zero Dollar Flex Fund. In collaboration with its global partner ecosystem, Flex for Services extends CrowdStrike's revolutionary Falcon Flex licensing model to its full portfolio of [expert-led security services](#). From AI advisory to incident response, organizations can access the services they need, when they need them – powered by the [Falcon® platform](#).

"When a model works, the market follows. Falcon Flex is the blueprint for how modern organizations procure cybersecurity and how vendors now go to market," said Tom Etheridge, chief global services officer at CrowdStrike. "Flex for Services extends that model to security services, shifting the consumption model from hours to outcomes. It brings Falcon into more environments and opens new opportunities for our service partners. Innovation doesn't stop at technology."

### Falcon Flex: Procurement for the Agentic Era

From AI agents to autonomous coding tools, the AI-driven pace of change across enterprise technology stacks and the threat landscape is shifting procurement conversations from buying products to demand planning around evolving risk, data flows, and attack surfaces. With a \$1.69 billion ending ARR cohort of Flex account value in Q4 FY26,<sup>1</sup> growing more than 120 percent year-over-year, Falcon Flex is the subscription model of choice for the agentic era.

### Flexible Services Consumption

As AI-driven threats accelerate and security teams face growing skills and cost pressures, traditional services models based on fixed engagements can't keep pace. Flex for Services operates independently from Falcon platform subscriptions and extends the Flex model to CrowdStrike's full portfolio of expert-led services. Spanning threat hunting, red teaming, readiness assessments, AI advisory services, and incident response, organizations benefit from a flexible pool of service hours that can be applied as needs evolve, aligning services to real-time risk.

### Zero Dollar Flex Fund

For a limited time, qualifying new services customers can access 200 hours of elite CrowdStrike Services, including 160 hours of incident response and 40 hours of proactive services, with no up-front initiation cost. This removes barriers to entry, enabling organizations to engage CrowdStrike's expertise immediately while using services powered by the Falcon platform, creating a scalable path to broader platform adoption.

### Flex for Services Drives Partner Growth

Flex for Services unlocks new growth for CrowdStrike's global ecosystem of system integrators, managed service providers, and incident response partners. Partners leveraging CrowdStrike's technology and shared expertise to power their own services can now extend a flexible consumption-based model to customers – aligning services to risk and demand, scaling delivery more efficiently, and driving repeatable, expandable growth.

"CrowdStrike's technology and cyber expertise are core to the services we deliver to keep our customers safe," said Robb Mayeski, global head of CrowdStrike Services, Kroll. "Flex for Services unlocks greater value for our customers, giving them the flexibility to consume the expert services they need as their risk profiles change, while enabling us to scale our business. This isn't competition, it's collaboration."

To learn more about how Flex for Services is transforming cybersecurity services delivery and consumption:

- Visit booth #N-5845 at RSA
- Visit our [website](#)

### 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.

Learn more: <https://www.crowdstrike.com/>

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<sup>1</sup> Q4 FY26 Earnings

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