



CrowdStrike and Optiv Surpass \$2 Billion in Total Contract Value

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Organizations are standardizing on the Falcon platform through Optiv, consolidating cybersecurity, modernizing security operations, and adopting AI with confidence

AUSTIN, Texas and LAS VEGAS--(BUSINESS WIRE)--Sep. 1, 2026-- Fal.Con 2026--[CrowdStrike](#) (NASDAQ: CRWD) and [Optiv](#) today announced they have surpassed \$2 billion in lifetime total contract value (TCV) as organizations standardize on the [CrowdStrike Falcon® platform](#).

The milestone – which came in less than half the time it took the companies to reach their [first \\$1 billion](#) – reflects a broader shift in how organizations buy cybersecurity. As enterprises consolidate security and modernize operations, they're increasingly standardizing on unified platforms that reduce complexity, improve outcomes, and provide the foundation to securely adopt AI.

Over the last decade, Optiv has invested in CrowdStrike's platform strategy, helping organizations shape their cybersecurity strategies before technology decisions are made. By combining strategic advisory, implementation, and managed security expertise, Optiv helps enterprise customers modernize security operations, accelerate Falcon platform adoption, and operationalize [CrowdStrike® Falcon Flex](#).

"Organizations are standardizing on the Falcon platform because cybersecurity is not about managing more products. It's about achieving better outcomes," said Daniel Bernard, chief business officer at CrowdStrike. "Optiv saw that shift early in the EDR revolution and continued investing in every stage of our joint growth. Today, they win with Falcon Flex across the entire platform from endpoint to AI, helping customers consolidate on Falcon. Their fantastic results speak for themselves."

"We've built one of the industry's largest CrowdStrike businesses because we believed early that the platform approach would become the standard," said Kevin Lynch, CEO at Optiv. "Surpassing \$2 billion validates that strategy. Customers are making the same choice – standardizing on Falcon through Falcon Flex to simplify security, modernize operations, and securely adopt AI."

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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About Optiv Security: Secure greatness.®

Optiv is the world's largest pure-play cybersecurity company. With unmatched technology partnerships and deep technical expertise, Optiv securely enables the AI era for more than 6,000 clients. From financial services and health care, to government, energy and retail, organizations trust Optiv to advise, deploy and operate cybersecurity programs that reduce risk and deliver real results. Learn why Optiv is the most trusted brand in cyber at optiv.com.

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