

# Falcon Flex

Consolidate security. Optimize outcomes. Maximize value.

## Challenges

Today's modern cyber adversaries are fast. According to the CrowdStrike 2024 Global Threat Report, it only takes an average of 62 minutes for an eCrime attacker to gain access to an endpoint and begin moving laterally. To combat these constantly evolving threats, security teams need to be faster than their adversaries. Security operations centers (SOCs) need a flexible security platform that can adapt to the changing threat landscape and can grow as the organization grows. When a new security need arises, security teams need an adaptive platform to quickly add new capabilities for new use cases without redeploying agents and adding extra procurement cycles and legal approvals.

Some legacy vendors only offer traditional contracts that require a multi-year commitment with licensing for a fixed number of products. Though this option is important, it may not always offer maximum flexibility. The procurement process can be daunting enough upfront, and if an unplanned security need arises soon after, the whole process must begin again.

## Solution

CrowdStrike® Falcon Flex delivers ultimate flexibility with frictionless access to the CrowdStrike portfolio.\* Deploy only what you need, when you need it, to achieve the lowest total cost of ownership (TCO) possible while optimizing security outcomes.

With Falcon Flex, customers can unlock greater economic value for a pre-negotiated commitment that can be drawn down over time. The balance can be used to easily expand access to additional CrowdStrike offerings during this period, including newly released modules and services. This reduces or entirely skips the often lengthy procurement cycle or legal reviews related to out-of-cycle purchases. Protect your investment and your environment with the industry-leading CrowdStrike Falcon® platform and the ability to swap products, including new offerings, to move even faster than the adversary.

## Key benefits

- Get the highest value from your CrowdStrike investment
- Enjoy full financial visibility with frictionless procurement
- Gain best-of-breed security with maximum flexibility

## Key advantages

### Get the highest value with maximum savings

**Get significantly better value than standard volume pricing:** With Falcon Flex, customers can unlock greater economic value with a flexible licensing agreement that is customized to fit each organization's unique set of requirements.

**Get larger discounts for larger pre-negotiated commitments:** Customers unlock greater economic value for making multi-year commitments that can be drawn down over time. The commitment balance can be used to easily expand access to additional CrowdStrike offerings during this period, including newly released modules and services.

### Enjoy full financial visibility with frictionless procurement

**Plan long-term investment by locking in renewal rates:** Secure your savings upfront and make security decisions on your own terms without having to wait for the next renewal. With Falcon Flex, customers can draw down their balance at any time to immediately react to new security challenges with greater agility and flexibility.

**Skip additional procurement approvals for new purchases:** Spend less time on logistics and more time on security. With Falcon Flex, customers can skip or reduce lengthy procurement cycles or legal reviews for out-of-cycle purchases.

### Gain best-of-breed security with maximum flexibility

**Protect your environment with the industry's best adversary-aware security platform:** The Falcon platform was designed with modularity in mind. As your organization expands or matures, the Falcon platform easily grows with you without the need to deploy new security agents or learn completely new consoles. Customers also benefit from CrowdStrike's award-winning threat intelligence, ensuring even sophisticated adversaries have nowhere to hide.

**Swap products, including new offerings, to outpace your adversaries:** Falcon Flex customers enjoy the flexibility to swap one module for another during their agreement if the need arises. Additionally, with a constantly evolving threat landscape, gain peace of mind with access to future CrowdStrike offerings that may become available during a Falcon Flex agreement term.

## 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.**



**CrowdStrike:  
Best-of-Breed  
Security**

Leader in Endpoint Security<sup>1</sup>

Leader in EDR<sup>2</sup>

#1 in MDR Market Share<sup>3</sup>

100% Ransomware Prevention<sup>4</sup>

100% Detection Coverage<sup>5</sup>

<sup>1</sup> Named a Leader in 2023 Gartner® Magic Quadrant™ for Endpoint Protection Platforms

<sup>2</sup> Named a Leader in The Forrester Wave: Endpoint Detection and Response Providers, Q2 2022

<sup>3</sup> Gartner, Market Share: Managed Security Services, Worldwide, 2022

<sup>4</sup> SE Labs Enterprise Advanced Security Ransomware Test, Q2 2023

<sup>5</sup> MITRE Engenuity ATT&CK® Evaluations: Enterprise – Round 5

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