

Partner Campaign Highlight:

GuidePoint + CrowdStrike \$1B Partnership Milestone

I led the communications strategy for GuidePoint Security and CrowdStrike's \$1B partnership milestone, developing the joint narrative, aligning executive messaging and coordinating the launch across both organizations. The campaign positioned the milestone as proof of the strength and scale of the partnership while emphasizing broader market demand.

The campaign included:

- **Joint GuidePoint and CrowdStrike announcements**
- **Earned media coverage**
- **Coordinated social media amplification**
- **Integrated sales enablement**

GUIDEPOINT Services Technologies Government Solutions Company Resources

CrowdStrike and GuidePoint Security Surpass \$1 Billion in Sales

Posted by: [GuidePoint Security](#) 3 min read

Partnership milestone highlights success in transforming security operations with the Falcon platform

RESTON, Va. (June 4, 2025) – GuidePoint Security announced today that its strategic partnership with CrowdStrike (NASDAQ: CRWD) has reached a major milestone, with CrowdStrike becoming the first cybersecurity independent software vendor (ISV) to surpass \$1 billion in total sales through its partnership with GuidePoint Security.

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

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

AUSTIN, Texas – June 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® cyber 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 learning 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 threats before they start."

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CrowdStrike reaches \$1 billion in sales with GuidePoint

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CrowdStrike 1yr

The power of partnership – where innovation meets execution.

We're proud to announce a major milestone: \$1B+ in sales with our trusted partner, [GuidePoint Security](#).

- ✓ \$1B+ in sales.
- ✓ Thousands of organizations protected.
- ✓ One mission: Stop breaches.

This success is driven by surging demand for Falcon Next-Gen SIEM and the game-changing power of Falcon Flex – helping organizations consolidate legacy tools, simplify operations and modernize security in the AI era.

Real outcomes. Real impact. Powered by partnership. <https://lnkd.in/gmyYxnFB>

GuidePoint Security 1yr

Huge news: [GuidePoint Security](#) and [CrowdStrike](#) have surpassed \$1 billion in sales together!

... more

MARK THORNBERRY
SVP, Vendor Management | GuidePoint Security