

Penny Eckel, Marker AI Research, May 2026

- Mythos urgency is driving pipeline acceleration; similar to PANW, but CRWD partners indicate Mythos is amplifying pre-existing momentum. It's still early. Partners expect Mythos demand to materialize in 2H FY27, with a multi-year tail.
- Falcon Flex is a strong differentiator. Almost every partner note praises it. "Thing of beauty," "primary deal vehicle," "the gift that keeps on giving." Partners indicate Flex is the thing turning Mythos urgency into bookings without procurement cycles.
- Partners are independently calling CRWD's AI Platform ahead of PANW 's this quarter.

"Charlotte AI is the most practically useful AI product in any security platform we work with right now." - UK Partner

AI STRATEGY

"This is not a two or three quarter flash in the pan. We expect to see a multi-year rearchitecture of cybersecurity, with platforms winning even more customers. Like CRWD's." - US Partner on Mythos

PRODUCT

SGNL and Seraphic are expected to close, bringing continuous identity and auth and browser runtime security to CRWD's platform. FalconID GA'd in February, it's phishing resistant, passwordless MFA delivered via the Falcon for Mobile app. Falcon Exposure Management AI Discovery launched in March. It surfaces AI applications, agents, LLMs, and MCP servers across endpoints. Charlotte AI AgentWorks Ecosystem launched with Accenture, AWS, Anthropic, Deloitte, Kroll, NVIDIA, OpenAI, Salesforce, and Telefónica Tech as partners.

MYTHOS

CRWD is one of the initial Project Glasswing partners, which partners indicate is particularly helpful in PubSec. Quiltworks is CRWD's program for finding and fixing vulnerabilities that frontier AI models expose. It dominated the April Americas Partner Symposium. One US partner: "Quiltworks overlapped everything. My head is spinning." Partners were critical that this only launched to GSIs, however.

THE PULSE

	Q3 FY26	Q4 FY26	Q1 FY27
	AI security barely present in partner conversations. Falcon Flex drove core platform, but not AI solutions yet. Next-Gen SIEM described as "more of a Fy27 play."	AI begins to surface, but budgets still forming. Partners describe AI Agent/App Sec pipeline as emerging. AI budget assignment to cybersecurity appears in customer planning.	Mythos urgency converts AI security from emerging topic to active pipeline driver. Charlotte AI works in practice. Falcon AIDR pulls early demand.

PARTNER QUOTES

"Where CRWD has an advantage in a Mythos world is speed. The CRWD agent is already there and the telemetry is flowing. You're not waiting on a hardware refresh. You're not steering traffic or deploying a new control plane. You're tuning on policy, additional capabilities, and analytics. That's a much faster answer." - US Partner

"Charlotte AI seems to do what it says on the tin - it just kind of works. It surfaces data quickly, stitches it together, provides the threat intel to go along with it... it's doing what a junior SOC analyst would do manually." - UK Partner

THE HEAT

	HOT	WARM	WATCH
	Falcon Flex, Charlotte AI, Falcon AIDR	Next-Gen SIEM legacy displacement, MDR momentum, Project Glasswing positioning	Flex renewal margin squeeze, endpoint AI observability gap, MSFT Agent 365 bundling pressure

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