

Technology Partner Onboarding Overview

Innovate with CrowdStrike to deliver best-in-class solutions and solve real-world challenges

The CrowdStrike Technology Partner Program is an opportunity for innovative partners to build joint solutions so that together, we can stop breaches. Our API-driven ecosystem allows partners to build “better together” solutions that solve customer security challenges.

Below, you’ll find the steps needed to become a CrowdStrike Technology Partner.

1. Submit CrowdStrike Technology Partner Application

Submit the [Partner Application Form](#) to get in touch with our team. Once your submission has been reviewed, someone from our team will reach out with next steps.

2. Complete the Concept Document

You’ll receive an email with the Concept Document — along with the Development Guide and technical resources — to help you get started. Remember to include a minimum of two joint customer references. Once completed, our Business Development team will review and reach out to schedule a meeting.

3. Partnership Introduction Meeting

Come prepared to discuss your use case and learn about our partnership program and process.

Business Requirements

- Submit a Partner Application Form and agree to Partner Program Terms
- Identify integration use case
- Reference a minimum of two customers requesting joint integration
- Identify business, technical and marketing contacts

Tips for a successful call:

- » Present your elevator pitch
- » What makes you stand out from the crowd?
- » Highlight customer success stories
- » How can you help joint customers?
- » Our team will also cover the partnership process and next steps.
(Technical resources are not required for this meeting.)

Technical Requirements

- » Take required partner technical training so that you can be well versed with CrowdStrike and set up your development environment appropriately (your Business Development Manager will give you access to CrowdStrike University for training)
- » Identify dedicated partner technical resources
- » Have intermediate knowledge of Python (recommended)
- » Provide CrowdStrike with access to your product
- » Review the Development Guide and technical resources
 - The [FalconPy Wiki](#) is a comprehensive resource with information about our APIs and coding in Python
 - [CrowdStrike GitHub](#)

4. Technical Meeting

Once your integration proposal is approved, we'll schedule a technical meeting to discuss your integration in detail.

Tips for a successful call:

- » Come prepared with questions (ask about our APIs, FalconPy, SDKs, etc.)
- » Give our team an overview of your use case
- » Walk our team through your integration proposal
- » Provide workflow diagrams and demos if possible *(Technical resources are required for this meeting.)*

5. Build Your Integration

Now that you're armed with the tools and resources you need, start building your integration. If needed, API keys will be provided — additional access to a full-access not for resale (NFR) license will require use case evaluation and approval. Reach out if you have any questions along the way. We're here to help support you.

6. Integration Verification and Launch

Once your integration is complete, reach out to your Business Development Manager to schedule a demo. During this call, our Solution Architect will provide feedback and approve the integration for launch and verify the joint solution. Once approved, we'll send the CrowdStrike Marketplace listing document and get you launched on the [CrowdStrike Marketplace](#).

7. Go-to-Market (GTM) Activities

Connect with your Business Development Manager and Marketplace Manager on go-to-market activities, joint content and how to leverage the power of the CrowdStrike Marketplace.

Helpful Resources:

- » Apply to [Become a CrowdStrike Partner](#)
- » [CrowdStrike GitHub](#)
- » [FalconPy Wiki](#): A comprehensive resource with information about our APIs and coding in Python
- » [CrowdStrike Marketplace](#): Our Marketplace in case you would like to review our offerings

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.**

