

# The future is Agentic

5 key takeaways from Fal.Con Europe 2025 and what they mean for global partners

Over 2,000 cybersecurity professionals came to Barcelona for Fal.Con Europe 2025. The energy captured a major shift in cybersecurity, as agentic AI moves from promise to practice.

Ignition Technology was on the ground with CrowdStrike, talking about these innovations are changing how businesses defend against threats. If you missed it, here are the five key conversations from this year.

## 1. The Agentic SOC is redefining security

The Security Operations Centre (SOC) is evolving towards autonomous AI agents that collaborate with human analysts to see, learn, and act at speed.

CrowdStrike's new Agentic Security Platform converges intelligence, automation, and proactive mitigation, with:



A unified enterprise graph connecting endpoint, identity, cloud, and telemetry



Low-code tools for building mission-specific AI agents



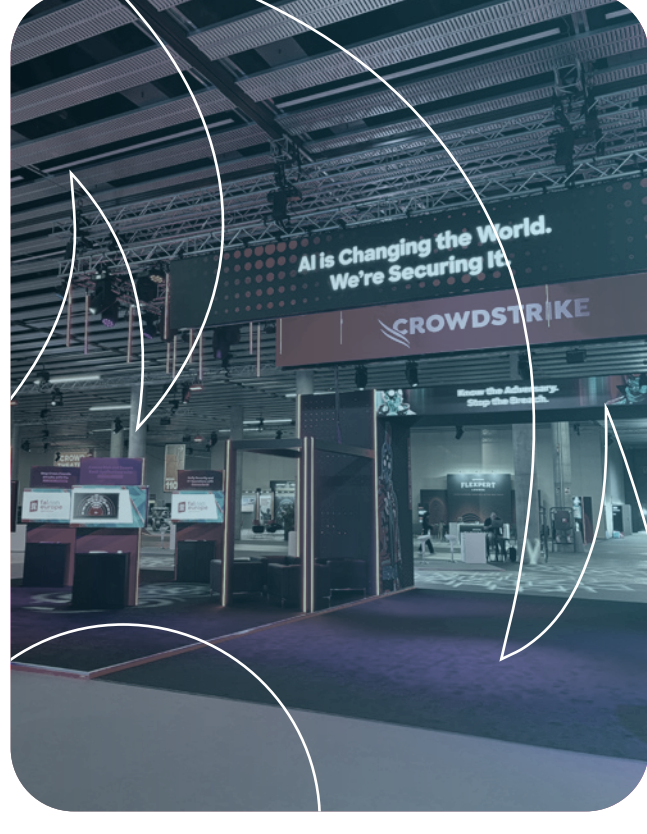
A secure framework for agent collaboration



A natural-language interface that turns questions into real-time actions

The platform enables the C-Suite to apply agents with intention to protect the business against specific threats. For partners, the model offers potential for teams to scale expertise, cut response times, and align with customers' security priorities.

## 2. Enterprises face a universe of adversaries



Modern adversaries are fast, smart and relentless. Their methods evolve daily, creating a threat landscape that challenges even advanced security teams.

Agentic capabilities are reshaping how defenders respond to these threats, with AI-native tools capable of analysing, correlating, and acting in real time. As every business faces its own adversaries, the agentic SOC can help technologists and the C-Suite to develop a real-world understanding of how specific threat actors operate.

By combining AI-native response with intelligence-led service innovations, partners can help customers defend at machine speeds – transforming in-depth understanding of the adversary landscape into a live picture of defences.

## 3. Flexible, unified services create commercial momentum

CrowdStrike's Falcon Flex subscription model enables organisations to adopt the platform on their terms – simplifying procurement and enabling incremental expansion.

This flexibility is driving record retention and larger, multi-year deals. It's also a revenue multiplier for the partner ecosystem. According to one study,<sup>1</sup> every \$1 of Falcon platform sales can generate up to \$7 in associated services revenue.

This opportunity is compounded by consolidation. Partners can lead the move toward a single, unified platform for endpoints, cloud workloads, identity, and data. By helping customers rationalise and integrate their security stacks, partners can unlock outcome-driven solutions that meet operational and financial priorities.

For CFOs, CISOs, and channel leaders, this model supports long-term value creation and business impact, through managed services, consulting, and optimisation.

## 4. Strategic acquisitions expand platform depth and trust

CrowdStrike's acquisitions of Onum and Pangea lead towards a fully integrated and intelligent security ecosystem.



**Onum** enables the platform to tap into real-time telemetry pipelines, that enrich and filter data as it streams to support faster detection and reduce storage overheads.



**Pangea** is the industry's first AI Detection and Response (AIDR) system, securing AI models, agents, and interactions to protect data velocity and ensure governance across the AI lifecycle.

Together, these acquisitions strengthen the foundations of the Falcon platform, to ensure performance and trust. Technical teams can access cleaner, faster data, while partners gain confidence that their AI-driven capabilities are secure and compliant.

These moves also signal an intentional strategy to stay ahead of the market – deepening CrowdStrike's capability through selective, high-impact partnerships that enhance real-world outcomes.

## 5. Platform, vendor and ecosystem consolidation unlocks resilience

Another common sentiment from Fal.Con came from leaders wanting to simplify security operations. The cybersecurity stack has become too complex, and point solutions make it tough to respond to new threats.



CrowdStrike's Falcon platform integrates endpoint, identity, cloud, and data protection into one ecosystem to reduce tool fatigue and unify visibility. By reducing the number of tools and creating a single ecosystem, partners and enterprises can eliminate silos, accelerate incident response, and simplify governance.

Fal.Con Europe also reinforced that cybersecurity is a team sport. Partners, customers and vendors all play a role in delivering end-to-end protection. For enterprise leaders this means operational clarity. For partners, it creates a single, extensible platform to build around, reducing complexity, accelerating deployment, and improving alignment with customers.

## When it comes to agentic security, be bold

CrowdStrike's vision of the agentic SOC is already an actionable, measurable transformation of how organisations manage risk. By taking advantage early, partner and providers can shape the market as it moves toward unified, autonomous defence.

To learn how Ignition Technology can help you capitalise on this momentum, get in touch.

Get in touch

1. <https://www.crowdstrike.com/en-us/press-releases/independent-research-validates-falcon-platform-transformation-as-leading-engine-of-partner-profitability>