FIELDCISO ADVISORY

FIELD SECURITY REPORTS

CONFERENCE DISPATCH

DAY 2

Now Sold Through the Labs It Competes With

A day after launching models that benchmark against frontier baselines, CrowdStrike announced partnerships with OpenAI and Anthropic and made Falcon **purchasable with Anthropic commitments.** The contradiction from Day 1 turns out to be the strategy.

6	5	2	2.5x
ANNOUNCEMENTS	MARKETPLACES	FRONTIER LABS	AGENT DETECTIONS

FEATURING

CrowdStrike

Fal.Con 2026 · Mandalay Bay, Las Vegas · 2 September 2026

AUTHOR
Vatsal Sharma

PEER REVIEWED BY
Pinki Sharma, Devesh Taneja

PUBLISHED
September 3, 2026

CONTACT
vatsal@fieldciso.com

01

The Shape of Day 2

The Sentonas keynote day, and the day the frontier lab question from Day 1 got answered.

Day Zero widened distribution. Day 1 announced that CrowdStrike now builds its own frontier models. Day 2 did two things at once: it shipped the platform capabilities those models are meant to power, and it made explicit what the company's relationship with the frontier labs actually is.

The Day 1 report asked whether being simultaneously a customer, a partner and a competitor of OpenAI and Anthropic was a contradiction. Day 2 answers it. **CrowdStrike expanded its OpenAI partnership, and put Falcon on Anthropic's Claude Marketplace so that Anthropic customers can buy security with commitments they have already made to Anthropic.** It is not a contradiction. It is a deliberate three-way structure, and the newest leg of it is distribution.

ANNOUNCEMENT	TYPE	WHAT IT ACTUALLY MOVES
Agentic Identity Provider	Product	Issues trusted identities to AI agents themselves
Next evolution of the Agentic SOC	Product	Cross-domain investigation at machine speed
Software supply chain security	Product	Blocks malicious open-source packages before execution
OpenAI partnership expansion	Partnership	Guardian secures Codex; GPT-5.6 Cyber runs in Falcon
Anthropic Claude Marketplace	Distribution	Falcon bought with committed Anthropic spend
2026 Customer and Partner Awards	Ecosystem	NVIDIA, United Airlines, Salesforce and AWS recognised

The sixth announcement is the annual awards. CrowdStrike recognised NVIDIA, United Airlines, Salesforce and AWS among its 2026 customer and partner winners.[6] It carries no product news, but the winner list is a reasonable proxy for which relationships the company currently considers strategic.

02

The Platform Launches

Three products, all built on the premise that agents are now first-class actors on the network.

Agentic Identity Provider LAUNCH

2 September 2026 · CrowdStrike press release

CrowdStrike introduced the Agentic IdP, which creates trusted identities for AI agents and which the company positions as the foundation for its Continuous Identity model.[3] In the Day 2 keynote Mike Sentonas described the shift as software moving from executing to acting on its own, and argued that trust and control have to travel together. Analysts covering the keynote highlighted continuous authorisation as the

capability that stood out: access scoped to a specific task, granted with short-lived authorisation, and revoked when the task ends.[7]

WHY THIS IS THE SIGNIFICANT ONE

Falcon Guardian, launched on Day 1, discovers and controls agents that already exist. The Agentic IdP is upstream of that: it issues the identity in the first place. Becoming the identity provider for agents is a far stickier position than being the tool that inventories them, and it puts CrowdStrike in direct territory with the established identity vendors rather than adjacent to them.

Next evolution of the Agentic SOC LAUNCH

2 September 2026 · CrowdStrike press release

Framed around autonomous attacks moving across systems at machine speed, with CrowdStrike claiming it is alone in being able to investigate every domain simultaneously.[2] The claim of sole capability is the company's own and is the kind of assertion that is very hard to test from outside.

Software supply chain security LAUNCH

2 September 2026 · CrowdStrike press release

CrowdStrike extended its endpoint position to the software supply chain, stopping malicious open-source packages at the endpoint before they execute, framed around AI changing how software gets built.[1]

WHY IT MATTERS

Most supply chain security operates at the registry or in CI, which means it depends on catching a bad package before anyone installs it. Enforcing at execution on the endpoint is a genuinely different control point, and it is the one place CrowdStrike already occupies on every developer laptop its customers run.

03

The Frontier Lab Question, Answered

Both labs, on the same day, in two different roles.

OpenAI partnership expansion PARTNERSHIP

2 September 2026 · CrowdStrike and OpenAI

The expanded collaboration runs in both directions. Falcon Guardian secures OpenAI Codex agents, and OpenAI's GPT-5.6 Cyber reasoning is harnessed on the Falcon platform.[5] CrowdStrike protects OpenAI's agents; OpenAI's model does work inside CrowdStrike's product.

Falcon on the Anthropic Claude Marketplace DISTRIBUTION

2 September 2026 · CrowdStrike and Anthropic

Falcon becomes available through the Anthropic Claude Marketplace, and Anthropic customers can use a portion of their existing commitments to procure it.[4]

WHY IT MATTERS

This is the first time a security platform is purchasable through an AI model provider's marketplace using committed AI spend. It is a new procurement channel, not an integration.

THE THREE-WAY STRUCTURE, STATED PLAINLY

CrowdStrike consumes frontier models: Project QuiltWorks runs discovery on OpenAI and Anthropic, and GPT-5.6 Cyber now reasons inside Falcon. It competes with them: SafeMind, launched the previous day, is benchmarked against frontier and open-source baselines. And it now sells through them: Falcon is bought with Anthropic commitments. Each leg is real and none cancels the others. The honest description is not hypocrisy but hedging at every layer of the stack.

04

The Marketplace Pattern

The most consistent thing CrowdStrike has done this year has almost nothing to do with security.

Set the AI messaging aside and a different pattern emerges. In February, Falcon became available on Microsoft Marketplace, purchasable with existing Azure consumption commitments.[8] On Day Zero of this conference it arrived on Snowflake Marketplace, fundable with pre-committed Snowflake capacity.[9] Also on Day Zero, Falcon began running on Google Cloud. CrowdStrike has long been the first cloud-native security vendor past a billion dollars in AWS Marketplace sales. And on Day 2, Anthropic.

Five procurement channels, and the common mechanic in most of them is the same: let the customer pay for security with money they have already committed to somebody else. That bypasses the separate security procurement cycle, and often a separate approver, which is frequently the actual reason a deal stalls.

The Anthropic entry is the notable one because it extends the pattern into a new category. Cloud and data platform commitments are established procurement instruments. AI model commitments are new, growing quickly, and largely uncommitted at most enterprises. Being an early option for spending them is a real advantage, and it is available to CrowdStrike partly because it is a large customer of both labs.

05

What Holds Up, What Does Not Yet

An assessment of the Day 2 announcements as published. FieldCISO Advisory has not had hands-on access to any of them.

HOLDS UP

- The Agentic IdP is a coherent extension of the SGNL acquisition and the Continuous Identity work announced in June.
- Short-lived, task-scoped authorisation is a specific mechanism, not a posture claim.
- Endpoint enforcement for supply chain packages is a genuinely different control point from registry scanning.
- The OpenAI partnership is bidirectional and names a specific model and a specific agent product.
- The Anthropic marketplace listing has a concrete commercial mechanic behind it.

NOT YET PROVEN

- "Only CrowdStrike can investigate every domain simultaneously" is a sole-capability claim with no external basis offered.
- No availability dates or pricing published for the Agentic IdP or the supply chain capability.
- Becoming an identity provider for agents requires ecosystem adoption that no press release can demonstrate.
- The 2.5x agent detection figure comes from CrowdStrike telemetry and reflects its own customer base.
- No detail on what portion of an Anthropic commitment may be applied to Falcon.
- SafeMind's Day 1 benchmark claims remain without published methodology.

06

From the Keynote

Adam Meyers, who leads counter adversary operations, said CrowdStrike's threat hunting data now shows AI agents responsible for 2.5 times more detections than humans, which the company frames as the first time agents have overtaken people in its telemetry.[10] Read carefully, that measures detections generated within CrowdStrike's own customer base rather than adversary activity in general, but it is still the most concrete data point offered all week for the claim that the agentic era has arrived rather than being forecast.

Sentonas summarised the platform argument as winning by moving fast without losing control. That is marketing language, but it does describe the actual design tension in everything announced on Day 2: every product shipped this week either grants agents capability or constrains it, and CrowdStrike is now selling both sides of that.

07

What Day 2 Set Up

Across three days the arc is legible. Day Zero widened distribution and pulled in outside data. Day 1 declared that CrowdStrike builds its own models. Day 2 shipped the control plane those models serve and settled the frontier lab relationship by taking every position at once.

Day 3 closes with Alex Ionescu and Bartley Richardson, who also runs the Cyber Superintelligence Lab announced on Day 1. If the Lab is going to be more than a product team with a better name, Day 3 is the earliest opportunity to show it.

Coverage note. This report covers announcements dated 2 September 2026 only. Sources swept: CrowdStrike newsroom, both investor relations feeds, BusinessWire, PR Newswire, partner newsrooms, and security trade press. Detail on the Agentic SOC and supply chain announcements is drawn from published summaries; full release bodies were not reachable at time of writing, and those two entries are correspondingly thinner. Keynote content is drawn from published transcripts and analyst coverage rather than direct attendance. Vendor performance and sole-capability claims are identified as such throughout and have not been verified by FieldCISO Advisory.

08

References

1. **CrowdStrike. "CrowdStrike Extends Its Endpoint Advantage to Secure the Software Supply Chain."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-extends-endpoint-advantage-to-secure-software-supply-chain/
2. **CrowdStrike. "CrowdStrike Unveils the Next Evolution of the Agentic SOC."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-unveils-next-evolution-of-the-agentic-soc/
3. **CrowdStrike. "Introducing the CrowdStrike Agentic Identity Provider, the Foundation for AI Agent Identity Security."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-agentic-identity-provider-foundation-for-ai-agent-identity-security/
4. **CrowdStrike. "CrowdStrike Brings the Falcon Platform to the Anthropic Claude Marketplace."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-brings-falcon-platform-to-anthropic-claude-marketplace/
5. **CrowdStrike. "CrowdStrike and OpenAI Expand Partnership to Secure the Agentic Era."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-and-openai-expand-partnership-to-secure-the-agentic-era/
6. **CrowdStrike. "CrowdStrike Announces 2026 Customer and Partner Award Winners: The Leaders Securing the Front Lines of AI."** Press release, September 2, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-2026-customer-partner-award-winners/
7. **SiliconANGLE. "Continuous AI agent identity becomes a 24/7 job at Fal.Con."** September 2, 2026. https://siliconangle.com/2026/09/02/continuous-ai-agent-identity-falcon/
8. **CrowdStrike and Microsoft. "Microsoft and CrowdStrike Announce the Falcon Platform Now Available on Microsoft Marketplace."** Press release, February 18, 2026. https://www.crowdstrike.com/en-us/press-releases/microsoft-crowdstrike-announce-falcon-platform-now-available-on-microsoft-marketplace/
9. **CrowdStrike. "CrowdStrike Brings the Falcon Platform to Snowflake, Unifying Security and Data at Enterprise Scale."** Press release, August 31, 2026. https://www.crowdstrike.com/en-us/press-releases/crowdstrike-brings-falcon-platform-to-snowflake-marketplace/
10. **Investing.com. "CrowdStrike at Fal.Con Day 2: AI security takes centre stage."** Conference transcript coverage, September 2, 2026. https://nl.investing.com/news/transcripts/crowdstrike-op-falcon-dag-2-aibeveiliging-staat-centraal-93CH-905815

Author: Vatsal Sharma | Peer Reviewed by: Pinki Sharma, Devesh Taneja | FieldCISO Advisory | vatsal@fieldciso.com | fieldciso.com

directly with the relevant vendor before making procurement decisions. FieldCISO Advisory is not affiliated with CrowdStrike, OpenAI, Anthropic, Microsoft, Snowflake, Google, NVIDIA or any other company named in this report. All product names and trademarks belong to their respective owners.