



Falcon Fast-track

Agenda 3rd, 10th, 17th and 24th October 2024

Session 1

Get Started on Falcon Platform

Get access to resources

Overview of Falcon Platform

Falcon platform demonstration

Session 2

Technical Deep Dive on Endpoint Security

Initial configuration

Detection and Incidents

Hands-on with Westcon 3d lab

Session 3:

Technical Deep Dive on Identity Protection

Falcon Identity protection demonstration

Hands-on with Falcon IDP 3d lab

Session 4

Differentiators and value selling

Elaborate a compelling presentation

Create your own demo environment

How to lead a PoV, build a success criteria and best practices