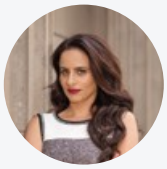
C VISION INTERNATIONAL

AGENDA

Cybersecurity Accelerator

AWS, CrowdStrike and Nvidia

SPEAKERS



Dona Haj

WW Senior Platform GTM Leader, Startup Partners Center of Excellence

AWS



Amit Garay

AMER GTM Partner Development Manager

AWS

Click Here to Register

January 05, 2027

Eastern Time

Breakfast & Networking

8:00 AM-9:00 AM

Welcome

9:00 AM-9:20 AM

Meet your accelerator team, kick off agenda, accelerator plan and goals.

KEYNOTE

Keynote by Matt Yanchyshyn (VP, AWS Marketplace)

9:20 AM-9:35 AM

Cohort Introductions

9:35 AM-10:00 AM

Lightning round of cohort introductions.

Cybersecurity Market Trends & Strategic Activity

10:00 AM-10:40 AM

Break

10:40 AM-11:00 AM

Mastering the Art of Selling to CISOs: Understanding Incentives, Challenges, and Effective Strategies

11:00 AM-11:40 AM

CISOs balance security, business risk, and organizational reality every day - and their buying decisions reflect that tension. In this panel, experienced leaders break down how founders can navigate CISO incentives, overcome common blockers, and build credibility that accelerates trust and adoption.

Lunch

12:00 PM-1:00 PM

PANEL

From Startup to Strategic Asset: A Corp Dev Perspective

1:00 PM-1:30 PM

Corporate development leaders from CrowdStrike, AWS, and NVIDIA share what actually gets a startup noticed as an acquisition or strategic partnership target - the signals they track, the difference between a good product and a strategic asset, and how founders should engage each company's ecosystem (Inception, Marketplace, technical integrations, co-sell motions) well before a deal conversation starts.
Panel will also share real examples of partnerships/acquisitions that exceeded expectations and lessons from deals that stalled.

AI Agents and the Future of Cybersecurity Innovation

1:30 PM-2:00 PM

Agentic AI - systems that can reason, collaborate, and act independently - is rapidly transforming the cybersecurity landscape and opening powerful new opportunities for innovation. As AI agents begin to make real-time decisions, coordinate defenses, and even simulate threats, they're reshaping both how threats are launched and how they're prevented. For cybersecurity founders, this shift requires a new approach to designing, securing, and differentiating products in an increasingly autonomous ecosystem.
Join this session where we'll explore the market trends driving the rise of agentic AI and how startups can build trustworthy, resilient systems.

Going to Market with AWS Security: What Customers Want and How to Win Together

2:00 PM-2:30 PM

Security startup cycles have shrunk from about five years to under twelve months, so building toward what customers actually need matters more than ever. This session starts with the security problems AWS customers raise most often, ranked by how often we hear them. It then covers the four or five AWS Security services where an integration makes your product visible to AWS security specialists in the field, including Continuum and network traffic inspection. It ends with the mechanisms that turn an integration into co-sell, led by the AWS-funded Security Partner GTM program. You'll leave knowing where your product fits and which levers to pull first.

Break

2:30 PM-2:45 PM

Shaping the Future of AI

2:45 PM-3:30 PM

In this session, Chase Midler, Sr. Director Cyber Superintelligence, explores the next wave of AI - the move from human-assisted tools to fully autonomous, agentic systems - and what it means for startups building products today. He'll share how CrowdStrike thinks about deploying AI safely and effectively at scale, the emerging arms race between AI-powered attackers and defenders, and practical advice for founders on where to focus their AI investment to stay ahead of the curve rather than chase last year's trend.

Winning Anchor Customers

3:30 PM-4:15 PM

Daniel Bernard, Chief Business Officer at CrowdStrike, shares his perspectives on building a strong GTM strategy that aligns solutions and market needs. Daniel will discuss organizational alignment and driving efficiencies across the business. He will share insights about building channel, marketplaces and technology ecosystems to accelerate and scale product sales.

What to Expect Tomorrow

4:15 PM-4:20 PM

Happy Hour

4:30 PM-6:00 PM

Unwind with a drink and connect with CISOs, venture investors, and fellow security leaders. It’s a relaxed evening built for real conversations and relationships that last well beyond the event.

Dinner

6:30 PM-8:30 PM

An intimate dinner for about 60 startup founders to share lessons and build lasting connections.

January 06, 2027

Eastern Time

Breakfast & Networking

8:00 AM-9:00 AM

How Cyber Founders Can Win with AWS Early

9:00 AM-9:30 AM

This session shows early-stage cybersecurity founders how to unlock real value from AWS. Learn how to leverage AWS relationships, priorities, and programs to drive visibility, partnerships, and market credibility faster.

Break

9:30 AM-9:45 AM

KEYNOTE

AWS Partnerships 101

9:45 AM-9:55 AM

This session gives cybersecurity founders a full overview of the AWS Partner Network (APN) and AWS Marketplace, and shows how to use both to grow faster with AWS.
AWS Partner Development Manager, explains how to partner with AWS. He will cover APN, AWS Marketplace and co-selling with AWS field teams.

KEYNOTE

Voice of the Partner

9:55 AM-10:05 AM

The CEO of Terra Security tells the story of Terra's partnership with AWS and how the accelerator helped along the way

PANEL

Partner Panel

10:05 AM-10:30 AM

Chainguard and Terra share best practices and real examples from their AWS partnerships, from first onboarding to co-sell wins and scaling through Marketplace.

Break

11:00 AM-11:15 AM

Falcon Force Multiplier: Leveraging Technology Alliances to Accelerate Your Startup's Growth

11:15 AM-11:45 AM

In today's cybersecurity landscape, no single solution stands alone. Join CrowdStrike Technology Alliances for an insider's look at how strategic partnerships can transform your startup from a point solution to an integral part of the security ecosystem. Drawing from CrowdStrike's own journey building one of the industry's most robust alliance networks and marketplaces, this session provides practical insights for incubator participants looking to accelerate growth through meaningful technology partnerships.

NVIDIA Inception Program + NVIDIA - AWS Partnership

11:45 AM-12:15 PM

Overview of both the NVIDIA Inception Program and the NVIDIA - AWS partnership, which together empower startups with AI acceleration and cloud scalability to enable faster innovation and streamlined deployment.

Lunch

12:15 PM-1:15 PM

PANEL

Laying the Right Marketing Foundations from $0 - $1M ARR

2:00 PM-3:00 PM

A practical guide to early-stage marketing priorities, what matters, what doesn't, and how to build foundations that support sales and growth before $1M ARR.

Closing Remarks

3:00 PM-3:15 PM

A wrap-up highlighting key lessons and next steps for the accelerator.

TOGETHER WITH

aws NVIDIA