



TECHNICAL ENABLEMENT

BUILD CONFIDENCE TO DEMO, POSITION,
AND WIN SENTINELONE OPPORTUNITIES.

What is SentinelOne?

SentinelOne is a next-generation endpoint protection designed to defend businesses against modern cyber threats. Think of it as a smarter antivirus powered by AI.

It continuously monitors your customers' devices, automatically detects suspicious behaviour, and stops attacks like ransomware before they spread — helping you deliver stronger protection and keep your customers' businesses running smoothly.

What is the Technical Enablement?

A free pre-sales enablement program designed to help you, a valued Sektor partner, to confidently position, demonstrate, and sell SentinelOne.

Delivered by Sektor's security specialists, this program equips your team with the knowledge, tools, and hands-on experience needed to **identify opportunities, run compelling demos and POCs, and accelerate deal conversion.**

What's in it for you?



Become pre-sales ready

Build the confidence and capability to position SentinelOne in real customer conversations.



Run demos and POCs that win deals

Learn how to deliver impactful demonstrations and proof-of-concepts that showcase real value.



Increase your close rate

Strengthen your ability to convert opportunities into revenue with proven sales and technical approaches.



Apply best-practice configurations

Understand how to position and configure SentinelOne for optimal customer outcomes.



Stay ahead of the market

Keep up to date with the latest features, updates, and evolving security trends.

Contact our experts





4-Session Enablement Program

Designed to fit around your schedule

1

Session 1 – Kick-off & Setup *Half day*

- SentinelOne positioning and key value propositions
- Console demo and overview
- NFR access and environment setup
- Delivered as a lunch & learn

2

Session 2 – Hands-on Demo *Half day*

- Interactive “Capture the Flag” session
- Real-world scenarios to build practical confidence

3

Session 3 – POC Workshop *Half day*

- End-to-end POC demonstration
- How to structure and deliver successful customer POCs

4

Session 4 – Wrap-up *1 hour*

- Certification pathway guidance
- Introduction to Sektor Professional Services support
- Final Q&A

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