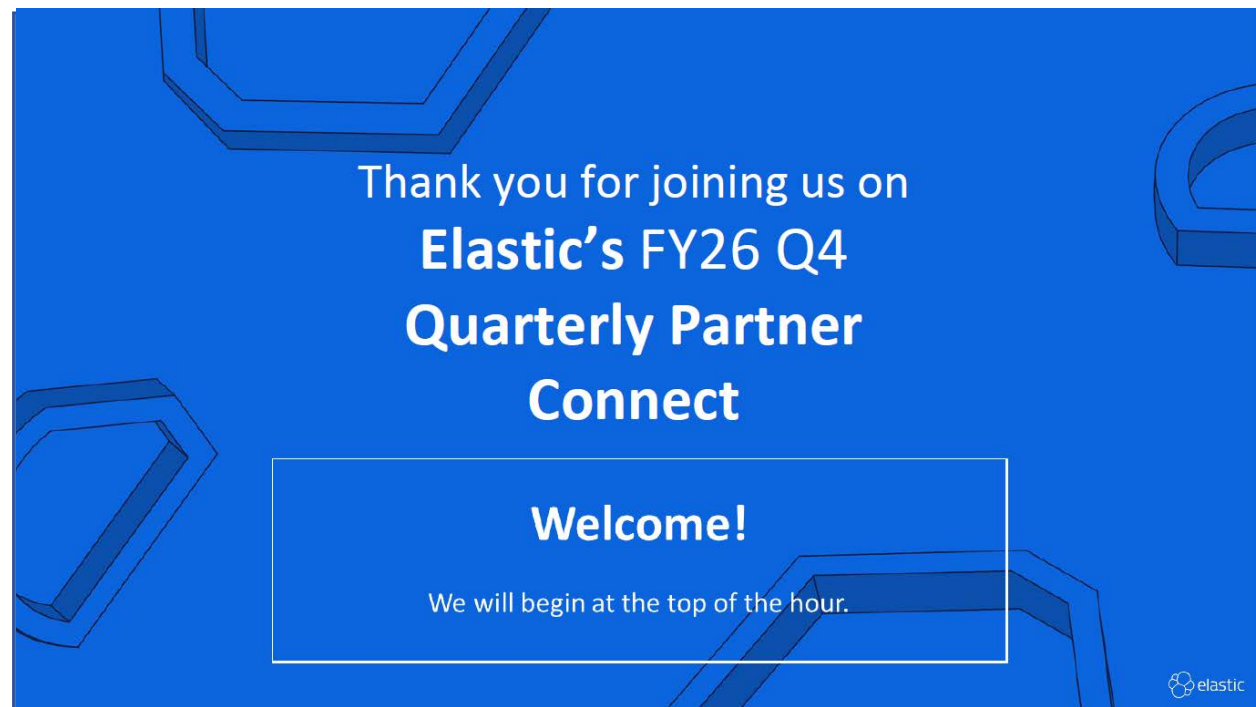




Elastic FY26 Q4 Quarterly Partner Connect



Thank you for joining us on
**Elastic's FY26 Q4
Quarterly Partner
Connect**

Welcome!

We will begin at the top of the hour.

About Carahsoft

Carahsoft is The Trusted Government IT Solutions Provider[®], supporting Federal, State and Local Government and Education and Healthcare organizations with IT products, services and training through our partners and contracts.

Elastic Partner Newsletter



- **Product Updates and AI Innovation**
- **Major Industry and Government Recognition**
- **Key Opportunities for Partners**
- **Upcoming Events and Public Sector Engagement**

Agenda

<u>Session Time (ET)</u>	<u>Session Topic</u>	<u>Speaker</u>
3:00pm - 3:05pm ET	Welcome & Opening Remarks	Darryl Peek II
3:05pm - 3:15pm ET	Sales Update: Elastic Overview & Public Sector Update	Darryl Peek II
3:15pm - 3:25pm ET	Sales Enablement Updates	Hailey Gibbons
3:25pm - 3:35pm ET	Public Sector Channel Update: Partner Program & Partner Enablement	Darryl Peek II
3:35pm - 3:50pm ET	Solution Architecture Updates: Release 9.3 / 8.19 / SIEM Migration / GenAI	Peter Gignac
3:50pm - 4:00pm ET	Marketing Update: Partner Marketing Updates	Lauren Montross
4:00pm ET	Q&A & Closing Remarks	Darryl Peek II

Presenters



Darryl Peek II
VP, Partner Sales,
US Public Sector



Hailey Gibbons
Partner Strategy & Enablement
AMER / US Public Sector



Peter Gignac
Sr. Partner Solutions Architect,
US Public Sector



Lauren Montross
Partner Marketing Manager,
US Public Sector

Welcome and Overview

Darryl Peek II

VP, Partner Sales - US Public Sector



elastic

| The Search
AI Company

How Seismic powers retrieval-augmented AI at scale with Elastic



Public Sector Leadership Team

60+ Direct Sellers || 30+ Solution Architects || 9 Customer Engineers || 8 Channel Managers || 50+ Professional Services SMEs || 5+ Support Roles

Public Sector Leadership Team



Chris Townsend
VP, US Public Sector



Jared Pane
Sr. Dir., Solution
Architecture



Jen Nowell
AVP, Civilian



Sean MacKirdy
AVP, Defense



John Hepler
RVP, Intel



David Stroth
AVP, SLED



Patrick Hoge
Dir., Customer
Architecture



John Harmon
GAM, Cyber



Dave Erickson
GAM, AI



Darryl Peek II
VP, Partner Sales



Joe Winchell
Dir., Consulting



Amy Moore
Exec Assistant



Lawrence Butler
Capture Executive



Sumav Earley
Dir., Marketing



Christopher Radcliffe
Sr. Dir. Legal Counsel



Katharine Gannon
Sr. SDR Mgr



Ryan Greenhill
Inside Sales Mgr

Public Sector Partner Team



Alyssa Fitzpatrick
GVP,
Global Partner Sales



Mark Phillips
Director, AMER/USPS Partner SAs



Darryl E. Peek II
VP,
US Public Sector Partner Sales



Vicky Wells
Director, Global Partner Marketing

Federal Delivery Partners

Regional Delivery Partners

Distribution / Strategic Partners

Strategy, Programs, Emerging Partners

Channel Overlays



Sara French
USPS Fed Team Lead



Dave Henley
USPS SLED Team Lead



Tonia Powell
USPS Partner Manager

Territory Public Sector - Carahsoft



Amie Stariha
USPS Partner Manager

Territory Public Sector - Manage Resellers / SIs



Lawrence Butler
Capture Executive



Lauren Montross
Partner Marketing Exec



Peter Gignac
Partner Solution Architect



Thonda Taylor II
Partner Solution Architect



Mark Vanweezendonk
Inside Channel Manager



Hailey Gibbons
Sales Enablement



Garrett West
USPS Partner Manager

Territory CIV - Manage Resellers / SIs



Dave Henley
USPS Partner Manager

Territory Central/West - Manage Resellers / MSPs



Marianna Jonsdottir
USPS Partner Manager

US Pub Sec Hyperscalers
and Key Strategic Partners



Sara French
USPS Partner Manager

Territory DOD - Manage Resellers / SIs



Paul Grew
USPS Partner Manager

Territory East - Manage Resellers / SIs



Avonne Thompson
USPS Partner Manager

Territory IC - Manage Resellers / SIs

Meet Elastic — The Search AI Company

Elastic helps everyone transform data into **answers** , **actions** , and **outcomes** with Search AI.



Founded in
2012



5B+
downloads



3,000+
employees



Used by over **54%**
of the Fortune 500



40+
Countries with employees



Publicly traded under
ESTC in the NYSE



1,500+
Partners globally



300+
Turnkey integrations

Public Sector missions today: **More critical** than ever, evolving with AI



Securing national safety against rapidly changing and increasing threats



Defending critical infrastructure from cyber and physical disruptions



Delivering citizen services efficiently, securely, and at scale



Optimizing operations and costs, while providing and ensuring transparency

Achieving mission success requires overcoming data obstacles



Fragmentation & silos

Silos, complex or inaccessible data, sharing difficulties, duplicative data costs



Data quality & relevance

Inaccurate/irrelevant results, limited historical data access, mixed data types



Limited visibility

Disconnected experiences, partial views, lack of context, slow decisions



Performance & scalability

Slow data processing and retrieval, scalability and interoperability issues



Security & Compliance

Increased security risks, delayed threat detection, siloed tools, talent gaps



Cost management

Duplicate storage, tool sprawl, overlapping systems/licenses, training

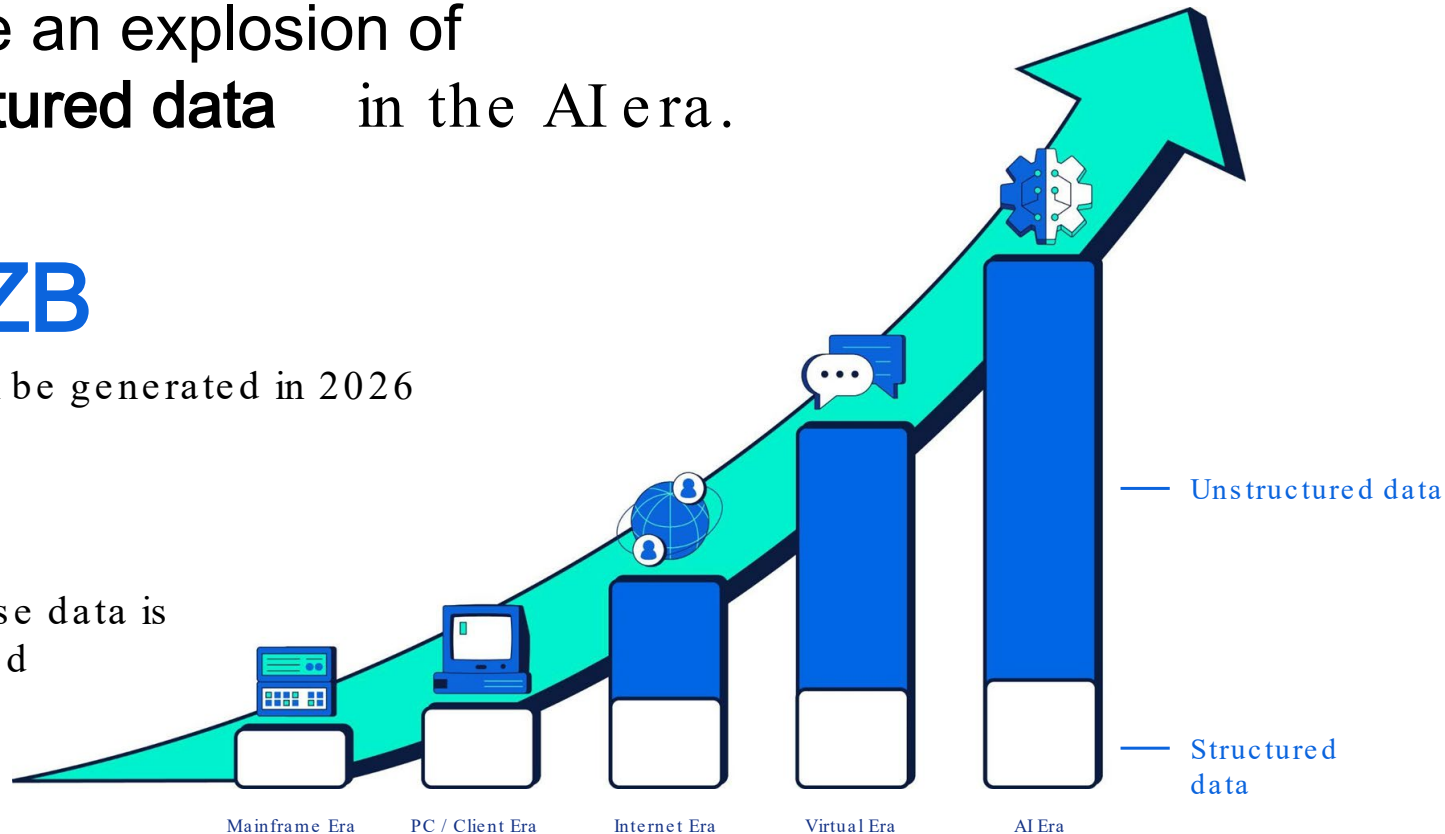
We face an explosion of **unstructured data** in the AI era.

230 ZB

Of data will be generated in 2026

90%

Of enterprise data is unstructured



This data is siloed across the enterprise



Despite the influx of data...

Public sector leaders are struggling to find organize, access, and use that data for their missions.



Insight dissatisfaction

2 out of 3

public sector leaders are **unsatisfied with the quality of insights** available to them



Low daily data usage

only 32%

of public sector leaders use data insights for daily decisions



Limited insight extraction

76%

of public sector leaders report difficulty extracting informed insights from data



Real-time data gaps

65%

of public sector leaders cite the inability to use data in real-time



Manual processes

77%

of public sector leaders are investing significant time in manual tasks and analysis

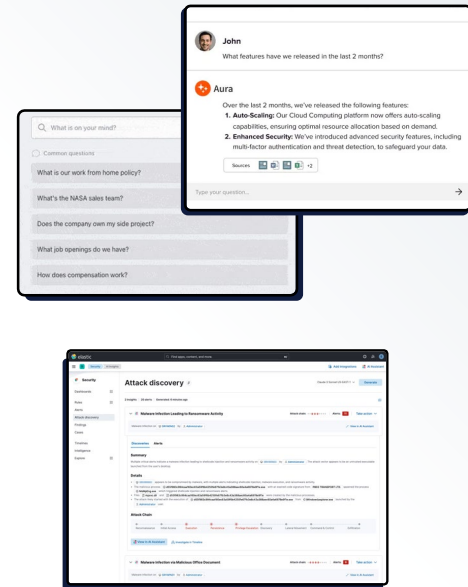
The background is a solid blue color. It features several large, 3D-style geometric shapes in a lighter shade of blue. These shapes include octagons and a partial circle, all rendered with a slight perspective and a dark blue outline to create a sense of depth. They are positioned around the central text, with one octagon in the top left, another in the bottom left, and a partial circle on the right side.

But things are changing with
the advent of generative AI...

All this enterprise data is now exponentially more valuable if...



...you can connect it to AI



Unfortunately, large language models (LLMs) **alone can't unlock** the full potential of underutilized data.

Can do

- + Talk like a human
- + Summarize information
- + Spot patterns in text
- + Answer general questions
- + Help with creative ideas

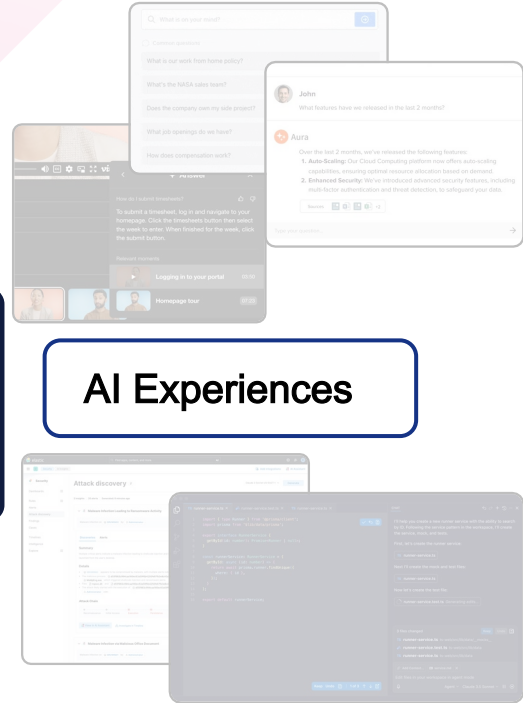
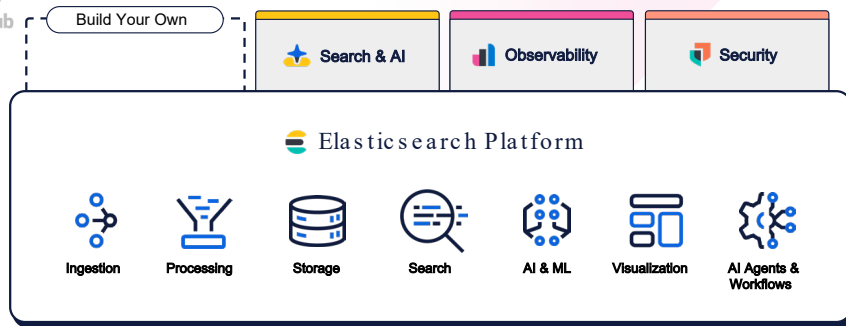
Can't do

- ✗ Real-time access to specific data they weren't trained on
- ✗ Keep proprietary data secure and compliant
- ✗ Domain specific expertise
- ✗ Workflow automation
- ✗ Process large volumes of data quickly

Elastic provides precise context for AI and Search



Any Data



AI Experiences

Used by more than 50% of the Fortune 500 enterprises

TECHNOLOGY	FINANCE	TELCO	CONSUMER	HEALTHCARE	PUBLIC SECTOR	AUTOMOTIVE	RETAIL
							
							
							
							
							
							

Trusted Across Public Sector

Defense	National Security	Federal	State & Local	Education
				
				
				
				

The background is a solid blue color. It features several large, stylized, 3D-rendered geometric shapes in a lighter shade of blue. These shapes are octagons and squares with beveled edges, giving them a three-dimensional appearance. They are positioned around the central text: one in the top-left, one in the top-right, one in the bottom-left, and one in the bottom-right.

But what does this
mean for our
partners?

Elastic's Market Opportunity is Massive

Elastic has a

\$152B

total addressable
market and a
forecasted

20% CAGR

(2024 –2028)

What does this mean for you?



Build a dominant position
in the market with Elastic's leading
technology solutions



Align with a growing market
to strengthen your pipeline of new
opportunities



Unlock new customer potential
by attracting new customer segments
and increasing your profitability

Sales Enablement Update

Hailey Gibbons

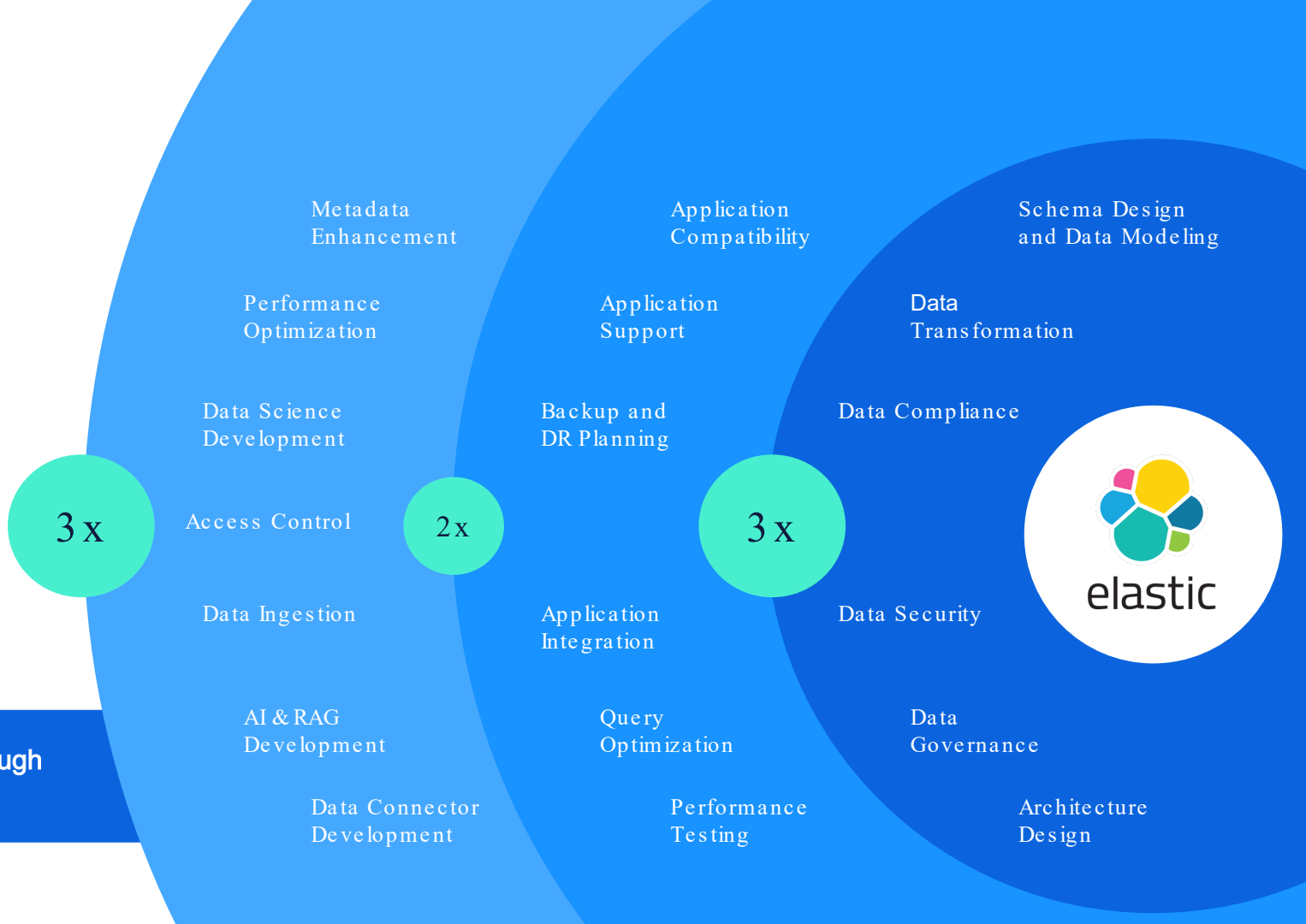
Partner Strategy & Enablement



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| The Search
AI Company

Grow with Services



\$\$ Pull Through Services

Helping Partners Build an Elastic Services Practices



[Elasticsearch](#)
[Engineer](#) +
Exam

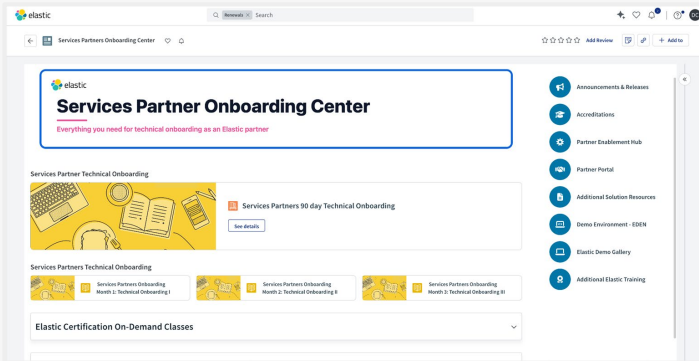


[Elastic](#)
[Observability](#)
[Engineer](#) +
Exam



[Elastic](#)
[Security for](#)
[SIEM](#) + Exam

On Demand Services Bootcamp (Coming soon in the Partner Portal)



Partner Enablement

The screenshot shows the Elastic Partner Enablement Center dashboard. At the top, it says "Elastic Partner Enablement Center" with the tagline "Everything you need to grow as an Elastic partner". Below this is a section for "Elastic Certifications & Training - Now On Demand" with a "Learn More Training" button. The main content area is titled "Essential enablement for every Elastic partner." and features a grid of resources: Elasticsearch (Search & analytics engine), Observability (Logs, metrics, and APM in one stack), Security (SIEM + Engage to prevent, detect, respond), Program Guides (Benefits, terms, metrics), Sales Plays (Proven motions to build pipeline), and Accreditations (Build expertise and earn recognition). At the bottom, there are buttons for "Partner Kickstart" and "Selling Elastic", and a "Public Sector Partner Page" link which is circled in yellow.

The screenshot shows the Elastic Public Sector Partner page. It features the Elastic logo and the title "Public Sector Partner" with the tagline "Everything you need to grow as an Elastic partner in the Public Sector". Below this is a "PUBLIC SECTOR RENEWALS CAMPAIGN" section titled "Renewals Campaign: Public Sector Observability Customers" with a "View Campaign Assets" button. The next section is "ELASTIC CONSULTING" titled "Splunk Migration" with a "Splunk Migration Overview" button and a "Splunk Migration Questionnaire" button. At the bottom, there is a "U.S. Public Sector Resource Hub" section with the tagline "A centralized view of core messaging, industry assets, and go-to-market priorities for public sector sellers and partners." and a "Core Resources" table.

Core Resources		
Public Sector Messaging & Personas	Elastic Public Sector Presentation	Internal Partner Sales Presentation
Public Sector Overview Video	Public Facing Website	

Access Your Resources

Start Selling! Access your Elastic Partner resources in the portal to accelerate your pipeline!

Thank you!



Channel & Alliances Updates

Darryl Peek II

VP, Partner Sales - US Public Sector



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| The Search
AI Company

Elastic Updates

CONGRATULATIONS Elastic US Pub Sec Partner Winners!



**INDUSTRIAL
RESOLUTION**



AGILEBLUE
AI-Powered SecOps Platform

FCN Inc.
Technology Solutions
A Woman-Owned Small Business



The Elastic Public Roadmap is here!

- **GitHub-Native Visibility:** Provides a centralized, public roadmap on GitHub to share near- and mid-term priorities, helping developers avoid "reinventing the wheel" by seeing upcoming native features.
- **Streamlined Project Planning:** Features a calendar-based view segmented by "In Process," "Coming Next," and "Following Soon" to help customers align their internal project timelines with Elastic's development cycle.
- **Tailored Exploration:** Offers the ability to filter by specific solutions (Search, Observability, Security) or versions, with detailed cards explaining the value proposition and target audience for every planned capability.



Elastic Cloud Hosted achieves FedRAMP® High authorization on AWS Cloud

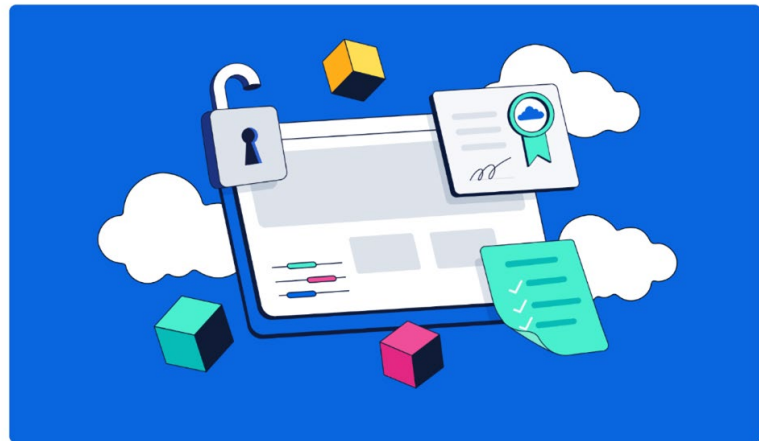
- **Highest Security Tier:** Achieved FedRAMP® High authorization on AWS GovCloud (US), meeting 400+ stringent security controls to protect the government's most sensitive, unclassified data.
- **Mission-Critical AI & Analytics:** Powers real-time Generative AI, SIEM-as-a-Service, and Zero Trust visibility, enabling agencies to securely connect private data to LLMs while reducing annual risk exposure by up to 36%.
- **Operational Efficiency & Scale:** Delivers significant cost savings through a GSA volume-discount program and logsdb index mode, which reduces data storage costs by up to 65% while maintaining M-21-31 compliance.

Elastic Cloud Hosted achieves FedRAMP® High authorization

Elastic deepens its commitment to the highest levels of security for US federal agencies.

By Chris Townsend

March 31, 2026



Powering enterprise AI at scale: The Elastic and NVIDIA cuVS integration

- **Massive Throughput Gains:** Leverages NVIDIA cuVS to deliver up to **12x faster indexing throughput** and **7x faster force merging** compared to traditional CPU-based approaches.
- **Optimized Cost Efficiency:** Reduces compute overhead by offloading math-intensive vector workloads to GPUs, resulting in **5x higher cost-adjusted indexing throughput** and a reduced hardware footprint.
- **Validated AI Blueprint:** Integrated into the **NVIDIA Enterprise AI Factory validated design**, offering a pre-engineered, full-stack framework to accelerate the deployment of RAG, GenAI, and agentic applications.

Powering enterprise AI at scale: The Elastic and NVIDIA cuVS integration

Seamlessly vectorize high-volume data and accelerate your time to production with the new gold standard for GPU-accelerated vector search.

By Brian Bergholm, Rachael Wade, Hubert Grzesiek, Aleta Hubbell
March 16, 2026



Elastic Partner Self - Managed Sizing Estimator

- **Precision Modeling:** Enables Partner AEs and SAs to accurately model cluster size, cost, and performance based on specific prospect requirements and workloads.
- **Accelerated Sales Cycles:** Generates credible, data-driven ROI reports using quick inputs, helping to build immediate trust and justification for infrastructure investments.
- **Strategic Resource Planning:** Provides a clear walkthrough for technical and sales teams to align hardware specs with performance goals, ensuring right-sized deployments for every prospect.



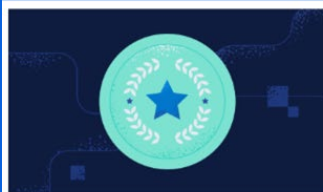
Elastic Partner Accreditations Role

- **Tailored Learning Paths:** Curated journeys specifically designed for Sales, Technical Pre-Sales, and Solutions Architecture roles to ensure relevant, high-impact skill development.
- **Core Solution Expertise:** Focuses on building practical knowledge across Elastic's primary pillars—Search, Observability, and Security—to drive better customer outcomes.
- **Practical Mastery:** Equips partners with the technical confidence and specialized skills needed to effectively position, architect, and deploy Elastic solutions in real-world scenarios.

- Specific Learning Paths

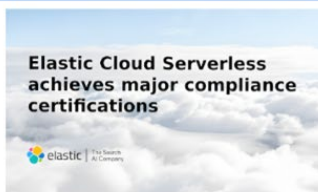


Elastic in the News!



Gigamon Names Elastic as the Alliance Partner of the Year

[Learn more](#)



Elastic Achieves Major Compliance Certificates Across AWS, Azure and GCP

[Learn More](#)



Elastic Achieves ISO 27701 Certification

[Learn More](#)



Bridging Partners in Pursuit of Agentic AI

[Learn More](#)



Elastic Partnering with CISA to Help Standardize Cyber Defense

[Learn More](#)



Elastic 2025 Global Threat Report

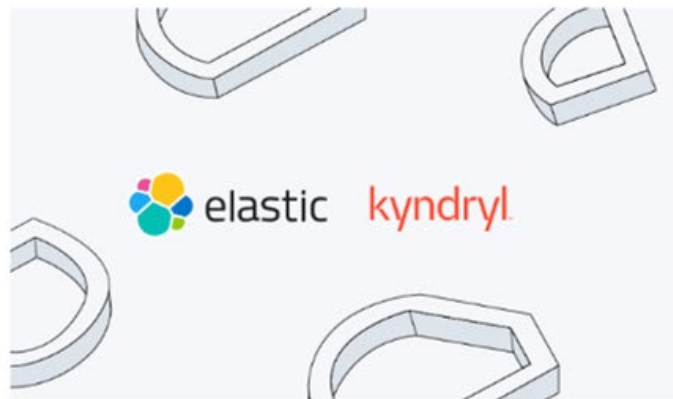
[Learn More](#)

Elastic Public Sector Customer Success Stories

KPMG Technology Consulting Deploys Elastic Security.



Elastic and Kyndryl Deliver Faster, Managed SOC Operations



Elastic Partner Overview

The Time for Transformation is Now

A new Partner Program built for partner velocity
in a market that won't wait



Meet You Where You Are

Partner businesses are evolving,
and we are too.

flexible structure that adapts to your
unique model and long -term goals



Make It Easy To Win

You need the right tools
at the right time.

removing complexity and providing
the support and resources you to
grow faster and win bigger



Move at Market Speed

The market is moving faster than
ever,
so we are staying ahead.

empowering you to capture new
opportunities and meet customer
demands in real -time

Evolving Our Program to Support Partner Success



Today's Partner Program



Siloed Programs built independent of each other, inconsistent benefits and requirements



Transactional incentives model and limited benefit access



Gaps in enablement pathways and time-intensive training requirements



Fragmented digital experience making it challenging to access resources

Peek at The New Elastic Partner Program



What Do You Get With This New Structure?



**Unified
Framework
for Greater
Opportunity**



**Lifecycle
Driven
Customer
Success**



**Collaborative
Partnerships
to Drive
Innovation**



**Clear
Pathways to
Predictable
Outcomes**



**Rewards that
Optimize
Returns**

What You Can Expect Next



Enhanced support structure designed to unlock your full potential and drive consistent performance



Refined program resources available on the Partner Portal to boost your success







Robust financial incentives designed to accelerate partner growth



Exclusive program announcements on our Partner Newsletter



Highlights about The Elastic Partner Program on social media, follow us to keep up!    

Partner Portal

Visit our [Partner Portal](#) to access exclusive resources and accelerate your partnership!

Contact Us

For any questions, please reach out to partners@elastic.co



Thank you!



USPS Solutions Architecture Update

Peter Gignac

Sr. Partner Solutions Architect



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| The Search
AI Company

Solution Architecture Update



SIEM Migration

AI-powered displacement
tools



GenAI

Agent Builder, Workflows,
inference



9.3 Updates

Security, O11y, platform



SIEM Migration

AI-powered tools to accelerate legacy SIEM displacement

Accelerating SIEM Migration

From months of manual effort to minutes with AI -powered automation

Automatic Rule Migration

- Bulk upload detection rules from Splunk or QRadar
- AI translates SPL → ES|QL using LLM + RAG for contextual accuracy
- Maps to existing Elastic prebuilt rules or generates custom detections
- AI assistant explains every conversion decision for analyst trust
- QRadar support now in technical preview (9.3)

Automatic Dashboard Migration

- NEW: 10-step agentic translation pipeline
- Parses Splunk dashboards → translates panels in parallel to ES|QL
- Scans for macros and lookups, prompts users to upload for equivalence
- Summary tab explains decisions and flags missing components
- Available in Tech Preview for Enterprise + Serverless Security Analytics

Speed to Value

Automated rule + dashboard migration compresses timelines from months to days

Services Opportunity

Human review still essential—partner-led validation closes the deal

Displacement Play

Splunk + QRadar now tooled



GenAI

Context engineering, agentic AI, and GPU -accelerated inference

Agent Builder & Elastic Workflows

Build, deploy, and orchestrate AI agents with native Elasticsearch data access



Elastic Agent Builder

NOW GA

- Native conversations with Elasticsearch data
- Integrates directly with Elastic Workflows for reliable, auditable agent actions
- Developer -friendly: build, test, and deploy custom AI agents from Kibana
- Context engineering ensures agents get the right data for accurate responses
- Supports retrieval over all data types: logs, metrics, traces, documents, vectors
- Use cases: IT helpdesk automation, security triage, knowledge management, customer support



Elastic Workflows

TECH PREVIEW

- Rules-based AND agentic automation across all Elastic solutions
- Security: new threat hunting agent unifies Alerts, Attack Discovery, and Entity Risk Scores
- Security: eliminates manual triage with automated response actions
- Observability: integrates with Streams for agentic log parsing workflows
- Platform: orchestration + auto -remediation for operational processes
- Extensible: connects with Agent Builder for custom workflow logic

GenAI Infrastructure & Model Ecosystem

12x

Faster vector indexing
NVIDIA cuVS integration

7x

Faster force merging
GPU-accelerated

5x

ES|QL query latency
reduction on metrics



GPU-Accelerated Vector Indexing

TECH PREVIEW

NVIDIA cuVS integration for self-managed clusters. Delivers 12x indexing throughput improvement and 7x faster force merging. Free up CPU cycles for improved search performance.



Jina AI Models

GA

Three production-ready models via Elastic Inference Service: jina-embeddings, jina-reranker (multilingual), and jina-reranker-v3. Fast, GPU-accelerated multilingual embeddings.



EIS via Cloud Connect

GA

Self-managed clusters can now offload inference to Elastic's managed GPU infrastructure while maintaining local data, indexing, and search. Best of both worlds.



Amazon Bedrock AgentCore

TECH PREVIEW

End-to-end observability for agentic AI applications built on AWS. Monitor agent performance, trace decisions, and debug issues across the full agent lifecycle.



9.3 Updates

Key platform, security, and observability enhancements

9.3 Security Highlights



Entity AI Summary

GA

AI-generated summary of entity risk scores with clear recommended actions. Analyzes anomalies, vulnerabilities, and misconfigurations to prioritize what matters. Reduces mean-time-to-investigate for SOC analysts.



Automatic Gap Filling

GA

Automatically backfills rule execution gaps to prevent missed alerts. When detection rules fail to execute (maintenance windows, infrastructure issues), the system catches up automatically. No more blind spots.



QRadar Rule Migration

TECH PREVIEW

Automatic rule migration now supports QRadar SIEM, expanding beyond Splunk. Partners can now position Elastic as the displacement target for both major legacy SIEMs.



Endpoint Security Enhancements

GA

Memory Dump response action for Windows forensics. Two new osquery extensions: Browser History and Amscache. Plus a prebuilt osquery query library for faster investigations.



Threat Hunting Agent

TECH PREVIEW

New agent via Elastic Workflows that unifies Alerts, Attack Discovery, and Entity Risk Scores into a single investigative flow. Helps SOC analysts go from alert to resolution faster.

9.3 Observability & Platform Highlights

50%

Storage reduction
Pattern log compression (GA)

35%

Lower search latency
Serverless on AWS

26%

Higher ingest throughput
At no additional cost

Observability

Pattern - Based Log Compression (GA)

New `pattern_text` field type reduces message field storage up to 50%. Huge cost savings for high-volume log ingest.

ES|QL Metrics Analytics (TP)

5x query latency reduction on metrics. Exponential histograms, lightweight downsampling, richer aggregations.

Streams Improvements (TP)

Agentic log parsing from message fields. System learns to extract structure from unstructured logs.

Bedrock AgentCore (TP)

E2E observability for AI agents on AWS. Monitor performance, trace decisions, debug issues.

Platform & Cloud

Elastic Workflows (TP)

Rules-based + agentic automation for operational and business process automation across all solutions.

Advanced ES|QL Analytics

Inline stats, advanced time-series functions, full-text lookup joins. More powerful data exploration.

Cloud Serverless Infrastructure

AWS upgrade: 35% lower search latency, 26% higher ingest throughput. Available across 18 global regions.

GPU Vector Indexing (TP)

NVIDIA cuVS: 12x indexing throughput, 7x faster merging for self-managed deployments.

Key Takeaways



SIEM Migration is a partner services play

AI-powered rule and dashboard migration compresses timelines from months to days. Splunk is fully supported, QRadar now in preview. The automation gets customers 80% there — partner-led validation and tuning closes the deal and opens the door to full Elastic Security adoption.



GenAI is production -ready on Elastic

Agent Builder is GA — customers can build AI agents with native Elasticsearch data access. Elastic Workflows adds orchestration and automation. GPU partnerships with NVIDIA (cuVS) and Jina AI models deliver the infrastructure. EIS via Cloud Connect enables hybrid deployments.



9.3 deepens the competitive moat

35% lower search latency on Serverless, 50% log compression, Entity AI for Security, 5x metrics query improvement. QRadar migration support expands the displacement addressable market. Every feature strengthens the “one platform” story partners take to customers.

Questions?

Peter Gignac

Solution Architect | Partner Channels

peter.gignac@elastic.co

Thank you!



US Public Sector Marketing Update

Lauren Montross

Partner Marketing Manager, US Public Sector



What's on the agenda?

- Elastic On Public Sector Summit Recap
- GoogleNext
- Upcoming Events
- Advocate Marketing & Partner Blogs
- Partner Portal
- Partner Marketing Resources

A WEEK OF WONDER

Washington, DC (March 19)



Public Sector Summit '26



1200

Registrant goal

1034

Registrant actual
(86% attainment)

629

Total Attendees

140

Tech Track

reg

100

attendance

Had to waitlist folks

16

1:1 Customer Meetings

22

CXO Executive Dinner

9

Media Interviews

3

Podcast interviews

\$4.95M

Influenced Pipeline

70

Partner summit (100 reg)

60

Partner Dinner



THANK YOU TO OUR SPONSORS

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carahsoft.

Platinum
aws

Diamond
ECS

Gold

tines Gigamon®

Silver

FCN Inc.
Technology Solutions
A Woman-Owned Company

Red River

Bronze

corelight

EPOCH
CONCEPTS
Future Ready

NORSEMAN
DEFENSE TECHNOLOGIES

IRON BOW
TECHNOLOGIES

TYCHON

leidos

Notebook

SILVER LINE TECH

Napkin

FEDERAL RESOURCES
CORPORATION

Coffee

COLOSSAL

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Lanyard

PYINIT

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DELIVERING THE NEW ERA OF IT

TYCHON

IRON BOW
TECHNOLOGIES

Carahsoft Pavillion

Red Hat

CONFLUENT

GitLab

immersive

DELL Technologies

Google Public Sector

Elastic Engagement at Google Cloud Next

Landing Page: <https://www.elastic.co/events/google> - next

Mandalay Bay Convention Center

April 22-24, 2026

Exhibit Details:

- Premier Sponsor
- Booth # 1309
- Expo Hall Meeting Room #SMC-614

Speaking Sessions:

1. SESSION ID BRK2-240, **“Elastic Agent Builder: Rapidly build custom agents that work with your data effectively”**, Ranjana Devaji, Principal Product Marketing Mgr, Rado Ondas, Tech Lead, Product Marketing Engineer
2. SESSION ID: EXPOLT223, **“From log chaos to clarity: AI -driven investigations on Google Cloud”**, Bahubali Shetti, Senior Director Observability

Ancillary Events:

1. Sip. Search. Repeat. Reception: Wednesday, April 22, 2026 @ 6pm - 9pm PST - [Landing Page](#)
2. Carahsoft Public Sector Reception: Wednesday, April 22, 2026 @ 7pm - 11pm PST - [Landing Page](#)
3. InnovatHERS- Women Shaping Tomorrow. Fueled by Elastic & Google Cloud: Thursday, April 23, 2026 @ 7am - 9am PST - [Landing Page](#)

Upcoming Public Sector Events

Federal

April 14, 2026	AI Talks	Onsite Event	Washington, DC
April 20, 2026	Cyber Fire Foundry	Onsite Event	San Diego, CA
April 26, 2026	Southern California Regional Tribal Technology Forum	Onsite Event	Alpine, CA
May 3, 2026	GEOINT	Onsite Event	Aurora, CO
May 4, 2026	NLIT	Onsite Event	Kansas City, MO
May 5, 2026	Interactive Lab	Onsite Event	Baltimore, MD
May 18, 2026	SOF Week	Onsite Event	Tampa, FL
May 19, 2026	Department of Labor Webinar with Carahsoft	Virtual Event	Zoom

State, Local and Higher Education

April 7, 2026	TAGITM Annual Conference	Onsite Event	San Antonio, TX
April 7, 2026	Wisconsin Governor's Cybersecurity Summit	Onsite Event	Appleton, WI
April 14, 2026	California Public Sector CIO Academy	Onsite Event	Sacramento, CA
April 15, 2026	Atlanta Area UASI Threat Hunt Challenge: Capture the Flag with SHI	Onsite Event	Atlanta, GA
April 26, 2026	NASCIO MidYear Conference	Onsite Event	Philadelphia, PA
May 19, 2026	IACP Technology Conference	Onsite Event	Fort Worth, TX

Better Together: Customer Stories & Blog Post

Advocate Marketing

Telling the Elastic story through the eyes
and experiences of our customers.



Customer Stories:

- Do you have customer stories to highlight?
- Customer references can help *drive revenue* and *close deals quicker*
- Elastic Contact: Michelle Gardner, Sr. Director of Customer Insights and Advocate Marketing

Partner Blogs:

- Do you have a blog that you plan to post?
- Elastic Contacts: Leanne Link, Sr. Manager, Product Marketing; Alexia Russell, Sr. Director, Global Public Relations

Partner Portal

Please visit our Partner Portal !

elastic

Training Build a Practice Marketing Deal Engagement Contact Us Q Asset Library

March 20, 2024 Partner Power Hour: Discover the Power of Elastic Observability as a Service! Watch On-demand!

Welcome to Elastic's Partner Portal

This site is designed to help you find the tools and resources you need to build revenue, create marketing programs and learn more about Elastic. Please explore the site and let us know if you have any feedback.

[Get started](#) [Take a tour](#)

Register a deal
Don't forget to tell us about a lead or deal you come across!
[Register a deal](#)

Access training
Start your path to become an Elastic expert
[Learn more](#)

Program details
Learn about Elastic's Partner Program including requirements, and benefits
[Learn more](#)

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Public Sector Marketing Resources

Login: <https://www.elastic.co/partners/>

Marketing resources

Check out the marketing resources available to help you share the value of Elastic solutions.



Elastic corporate marketing

Learn more about Elastic's story and key messages so you can share them with your customers and prospects using our corporate messages and presentation.

[Learn more](#)



Partner marketing resources

These resources will guide you through the ways to market with us including public relations (PR) guidelines, social media toolkit, and Managed Security Services buyer's guide.

[Learn more](#)



Elastic co-branding resources

Customize Elastic marketing materials with your own logo using an automated co-branding module. Find guidelines along with curated assets awaiting your brand customizations.

[Learn more](#)

The screenshot displays the Elastic marketing resources page. At the top, there is a navigation bar with the Elastic logo and menu items: Training, Build a Practice, Marketing, Deal Engagement, Contact Us, and Search. Below the navigation bar, there are filters for 'ASSET TYPE' (Cobrandable, Non-Cobrandable) and 'RESULTS LAYOUT' (AI, PDF). A 'SORT BY' dropdown is set to 'Newest'. The main content area shows 25 assets found, displayed in a grid of 15 cards. Each card includes a title, a thumbnail image, and a set of icons for interaction (link, marketing, more, and a plus sign). The assets are:

- Video: The Power of Elastic
- 1-Pager: Elastic for Public Sector
- Elastic and Google Cloud: 6 Great Use Cases for GenAI
- Video: Mitigating cybersecurity risks with Elasticsearch Platform
- Video: Improving operational resilience with Elasticsearch Platform
- Video: Elevating customer experience with Elasticsearch Platform
- GovLoop, Elastic & Microsoft: The Emerging Power of Generative AI in Government
- GovLoop and Elastic: How to be a Pivot-Ready Organization
- AI-A-Crash-Course (1)
- How-to-Increase-Productivity-Without-Burning-Out
- Elastic and AWS: How to Strengthen Your Operational Resilience
- Elasticsearch In Action in Public Sector
- Elastic Security In Action in Public Sector
- Elastic Observability In Action in Public Sector
- Accelerating Defense Missions with a Global Data Mesh

Thank You!

Q&A



Questions? Please reach out.



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Sales Manager

703-581-6693

Ryheem.Harris@carahsoft.com



Thank you!





Thank you for viewing Elastic's presentation! Carahsoft is pleased to serve Elastic, working with an extensive ecosystem of resellers, system integrators, and solution partners who are committed to helping government agencies select and implement the best solution at the best possible value.

To learn how to take the next step toward acquiring Elastic's solutions, please check out the following resources and information:



For additional Elastic resources:
carah.io/ElasticResources



For additional Elastic solutions:
carah.io/ElasticSolutions



To purchase, check out the contract vehicles available for procurement:
carah.io/ElasticContracts



To set up a meeting:
Elastic@carahsoft.com or 571-590-6810