



Claroty Catalyst Workshop

For Claroty Partners looking to master their expertise in the Claroty portfolio, to help their customers secure critical infrastructure

Benefits of Claroty Workshops with Wavelink



Our trainers will provide you with the fundamental knowledge to understand the use cases prior



Courses will aid in preparing for further education from the XCEL training program



Training is provided holistically to ensure understanding of OT integrations



Private on-site training events and follow up resources such as labs available on request

*In-Person classes subject to availability.

Why Claroty Catalyst

This workshop is designed for top partner pre-sales engineer, whether new to Claroty's xDome platform or experienced in OT/ICS, who want to deepen their technical selling skills and strengthen their product expertise.

Participants will gain practical knowledge of xDome architecture, deployment concepts, data collection strategies, and the full Co-Sell process from demo through Proof-of-Value.

The program builds the core capabilities needed for advanced partner enablement and prepares attendees for Claroty's technical certification pathways, including the Claroty Partner Operator certification.



Course Content

Learning Content

- **xDome Technical Mastery** – Hands-on learning using the live xDome demo environment to strengthen product knowledge and real-world technical selling capability.
- **xDome Architecture Deep Dive** – Explore xDome’s technical architecture, data ingestion, and platform design to understand how Claroty delivers comprehensive visibility and security.
- **Data Collection Strategies** – Learn how xDome gathers, processes, and interprets data from diverse industrial environments to support accurate discovery and threat detection.
- **Co-Sell & Technical Evaluation Process** – Gain a complete understanding of the Co-Sell journey, from running demos to managing technical evaluations and progressing opportunities to “Co-Proof-of-Value.”
- **Leadership Insights** – Engage directly with Claroty leadership for guidance on best practices, market context, and how to drive value in partner opportunities.

Demo and Lab

- **xDome Demo Lab** – Dive into xDome with guided instruction covering daily operations, navigation, evaluation workflows, and platform architecture through practical hands-on exercises.
- **Team Pitch & Demo Exercise** – Work in teams to develop and deliver a scenario-based pitch and platform demo, applying technical and sales skills in a realistic buyer situation.

Additional

- **Claroty Leadership Feedback Session** – Present your team demo to Claroty leaders and receive structured feedback designed to refine both technical delivery and demo effectiveness.

Find Out More

[Upcoming Dates For This Course](#)

Contact Us For More

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