

Partner Communication #1

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LastPass Partner Contract Notice

Dear Partner,

Thank you for your continuing partnership with GoTo and LastPass.

As you know, LastPass is on an exciting journey to becoming an independent cloud security company. In line with our ethos of Partners being key to our go to market approach, an important step in this process is for us to ensure that you have the opportunity and ability to continue your partnership with LastPass. To that end, we are introducing the **LastPass Allegiance Partner Program**.

About the LastPass Allegiance Partner Program

This best-in-class partner program is designed to reward your investment in integrating LastPass into your client offerings. In joining the LastPass Allegiance Partner Program you will be able to access an extensive set of benefits focused on rewarding you for skills development and sales performance.

These benefits include:

- a tier-based discount structure
- deal registration
- marketing support
- technical and sales enablement
- proof of concept and solution consulting support

You can find out more about these benefits and other aspects of the program at <https://lastpass-allegiance.com/>

Enrollment process and timeline

As we make this transition, LastPass solutions will no longer be available in your existing GoTo Partner Network Agreement. We anticipate launching the program early 2023, when all qualified partners will have the opportunity to continue our partnership and sign up under the LastPass Allegiance Partner Program Agreement. We are making the new agreement available for your advance review on the landing page. We ask that you take a few minutes to review before program launch and be ready to sign up on day one when you first log in to the LastPass Allegiance Partner Program Portal. We want you to hit the ground running and avoid any gap in your

ability to sell LastPass. Keep an eye out for further communications as we continue to share program updates and provide portal login credentials to create your account.

To our Managed Service Provider Partners: Please note that the requirement to sign the LastPass Allegiance Partner Agreement will not impact your ability to support your existing customers. All subscription services in place with LastPass are not affected by this separate partnership contract action.

We value your partnership and are focused on making this transition to the new partner program seamless for your business. Remember, you can find out more at <https://lastpass-allegiance.com/> and if you have any immediate questions please contact allegiancepartners@lastpass.com.

We look forward to welcoming you as a LastPass Allegiance Partner.

Best Regards,

Patrick McCue

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Global Partner Lead
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