

Partner Communication #2

Published: April 13, 2023



April 26th : LastPass Allegiance Partner Program goes LIVE! **Be sure to sign the Partner Agreement**

Dear Partner,

April 26, 2023, will mark the official launch of the LastPass Allegiance Partner Program and we're excited to have you join us on this new journey. We want to make sure you understand what will happen over the next few weeks, as LastPass finalizes its separation from GoTo and your partnership officially transitions to the LastPass Allegiance Partner Program.

If you are both a LastPass and GoTo Partner, your partnership with GoTo is not impacted in any way. You will continue to work with that team and transact as usual. LastPass solutions are being removed from the GoTo Partner Network Agreement, effective April 26th.

LastPass Allegiance Partner Program Details

To formalize your partnership with LastPass, and to access the benefits of the LastPass Allegiance Partner Program, you are first required to accept the LastPass Allegiance Partner Agreement. When you log into the LastPass Allegiance Partner Portal, you will be presented with the Agreement to accept. In advance of April 26th, you can find this Agreement on the LastPass Allegiance interim resource page which provides you the opportunity to become familiar with the Agreement in advance of accepting it. You will have until Friday, June 30th, to accept the Agreement.

One of the foundational elements of the program is to provide you the ability to progress through the Allegiance program levels and earn higher rewards based on your sales performance and training investments. As part of the migration, all partners will be leveled based on the previous fiscal year's sales performance only. You will have the full first year of the partner program to meet the training requirements associated with your program level.

You can find the full level benefits and requirements in the LastPass Allegiance Partner Program Guide.

Look out for Login details

Our LastPass Allegiance Partner Portal provides access to all the tools, information and training you need for Partner success. You will receive your Partner Portal Login

credentials via email, on Wednesday, April 26th, enabling you to login to the Partner Portal and activate your account. As the email is automatically generated from our new Salesforce instance, it will come from "noreply.partners@lastpass.com". Initially, portal credentials and a Salesforce Community license will be provided to the LastPass partner primary contact. You will have the opportunity to add contacts and obtain credentials for your teammates who will need to access the LastPass Allegiance Partner Portal to conduct business.

System Availability and Outstanding Quotes

While the new LastPass business systems are going live, there will be a few days when access to functions such as quoting, deal registration and billing will be unavailable. This downtime will be from April 21st- April 25th only. Should you have an urgent issue, please don't hesitate to contact your Partner Manager or email allegiancepartners@lastpass.com for assistance.

All open quotes will be moved from the GoTo system to the LastPass system. The transition will require that all quotes be requoted which will be managed by LastPass and sent to you directly, when completed.

We are committed to making this transition as smooth as possible for you and your company. Our sincere thanks for being part of the LastPass Allegiance Partner Program. We're delighted to have you with us.

Patrick McCue

Patrick McCue
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