

EXCITING NEWS - UP TO 8X!

Q1 2021 Partner Incentives

Dear Partner:

We're excited to announce that we will be continuing our December 2020 promotional incentives in our Q1 2021 Partner Incentive Package.



DOLLARS FOR DEMOS

When prospects demo GoToConnect, nearly half of them buy our solution. In fact, we believe so strongly in the power of our demos, we're offering **\$100 per demo** for any registered, validated deal over 10 seats.¹



+1X FOR Q1 CLOSES (UP TO 6X)

Every qualified sale over 20 seats² automatically qualifies for an **additional 1X**. Add this to our existing incentives for a 6X bonus.



+1X FOR PRE-PAID CONTRACTS (UP TO 7X)

New qualified sale with an annual, pre-paid contract³ is eligible for an **additional 1X**. Help customers lock in their solution today. Add this to our other incentives for 7X bonus.



+1X FOR SUPPORT CENTER SALES (UP TO 8X)

Set your customers up with our remote Support Center solution. This lightweight, budget-friendly product addresses the immediate and ongoing pain points associated with customer-facing teams working remotely. Add Support Center to any qualified opportunity⁴ for an **additional 1X**. Add this to our other incentives for an 8X bonus.



AND DON'T FORGET ABOUT FREE PHONES!

All qualified new customer contracts⁵ receive **free VVX250** hardware from our partners at Poly. Or apply a \$60 credit towards the purchase of any Poly VVX350 and or VVX450 models.⁶

Terms and Conditions below

Partner incentives are applicable to all US and Canada authorized agent members of the LogMeIn Partner Network through 3/31/2021.

1. Applies to registered, validated deals (as defined in the Authorized Agent agreement). Deals must have completed a demo by 3/31/2021 with one of our solutions consultants and have more than 10 potential seats of GoToConnect.
2. Sales must have 20 or more GoToConnect seats and must close by 3/31/2021. All existing 2020 Partner Incentive Program requirements apply
3. Sales must have a contract term length of 12 months or greater. Pre-pay can be completed in one-year or multi-year increments, depending on length of term. Opportunities must be closed by 3/31/2021. All existing 2020 Partner Incentive Program requirements apply.
4. Sales must include Support Center. Opportunities must be closed by 3/31/2021. All existing 2020 Partner Incentive Program requirements apply.
5. Free or discounted hardware is only eligible for new accounts with five or more total users/seats, a contract term length of 36 months or more, pricing at standard tiers, and DIDs sold at or above floor price. Low usages seats or accounts with fewer than five seats are not eligible.
6. For Poly VVX350 and/or VVX450 models, choose up to 10 phones per opportunity.