LastPass is used across 33,000 businesses, offering something for everyone. Below are some pain points we hear from functional teams within an organization, and the ways they are using LastPass to solve these challenges.

**Organization-Wide**

The average employee manages 115 passwords to do his or her job. One of these is typically Atlassian Jira (and/or) major SaaS vendors (e.g. Microsoft). The others are often functionally specific tasks that are not sufficiently universal to justify the time and expense of supporting a separate tool. LastPass is the remaining 60% of tasks used in the workplace. At this highest level, LastPass addresses two urgent pain points: (1) password fatigue for your employees and (2) password security for the company.

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**LastPass protection examples:**

- Critical: AT&T, Dropbox
- Corporate intranets: Black, Skype
- Server admin: Black, Box

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**Sales**

The Sales tools team includes customer management systems, databases and automation software to help manage client and vendor relationships.

**LastPass protection examples:**

- SaaS: Salesforce, Zoho
- Salesforce: Google Analytics, Salesforce
- Connectivity: Pudding

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**Marketing**

The Marketing tools team uses websites and tools for PR, campaigns and real-time analytics as well as data acquisition, in a recent study. Gartner found that Marketing spends more on technology tools than HR. On setting up a password that is shared by the entire department. Without LastPass these credentials end up in spreadsheets, on sticky notes or being emailed back and forth — and end up being shared as “hidden” and “read-only,” thereby forcing the login through password reuse is rampant. With LastPass Shared Folders, these credentials can be easily shared in “hidden” and “read-only” ways and the login through

**LastPass protection examples:**

- SaaS: HubSpot, Buffer
- HubSpot: Google Analytics, HubSpot
- Connectivity: Pudding

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**Social**

The Social tools team manages dozens (sometimes hundreds) of social media accounts, as well as content production, distribution and data analysis tools. Most of these services do not support SAML and cannot, therefore, be federated. They also do not support individual logins but rather just a single log-in that is shared by the entire department. Without LastPass these credentials end up in spreadsheets, on sticky notes or being emailed back and forth — and password reuse is rampant. With LastPass Shared Folders, these credentials can be easily shared in “hidden” and “read-only” ways and the login through

**LastPass protection examples:**

- SaaS: LinkedIn, SlideShare
- LinkedIn: Google Analytics, LinkedIn
- Connectivity: Pudding

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**IT/Other Systems/Services**

IT and Development tools teams oversee a diverse array of tools to help manage hardware, operations, data virtualization, hosting, security, networking, storage and backup, and product development and design. LastPass offers features for the secure storage of such credentials and shared folders for easy, seamless and secure sharing of this data as appropriate.

LastPass also supports open source software and open client applications. Whether you work as a developer or IT operation or as a tech-savvy end user, LastPass offers a secure, centralized and easy-to-use application.

**LastPass protection examples:**

- SaaS: Canva, YouTube
- Canva: Google Analytics, Canva
- Connectivity: Pudding

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**HR**

The Human Resource team typically uses tools to oversee recruiting, payroll, employee benefits, performance and attendance tracking.

**LastPass protection examples:**

- SaaS: ADP, Workday
- ADP: Google Analytics, ADP
- Connectivity: Pudding

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**Finance**

The Finance or Accounting team typically uses tools to report/forecast financials, manage vendors, and manage hardware, operations, data virtualization, hosting, security, networking.

**LastPass protection examples:**

- SaaS: Quickbooks, Oracle
- Quickbooks: Microsoft Dynamics, Quickbooks
- Connectivity: Pudding

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**Support/Consumer Service**

The Customer Support team typically uses tools to manage help desk tickets, bug reporting and tracking, product testing and troubleshooting. Customizable call center tools are highly restricted environments where data access is tightly controlled. Records of sensitive consumer data. The LastPass Enterprise policies enable admins to ratchet down access by customer service reps so that they can only log in to their LastPass accounts from within the customer support network.

**LastPass protection examples:**

- SaaS: Zendesk, Help Scout
- Zendesk: Google Analytics, Zendesk
- Connectivity: Pudding

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**Other**

The others are often functionally specific tasks that are not sufficiently universal to justify the time and expense of supporting a separate tool. LastPass is the remaining 60% of tasks used in the workplace. At this highest level, LastPass addresses two urgent pain points: (1) password fatigue for your employees and (2) password security for the company.

**LastPass protection examples:**

- SaaS: Jira, Bitesize
- Jira: Google Analytics, Jira
- Connectivity: Pudding

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**End User**

The average employee manages 191 passwords to do his or her job. One of these is typically Atlassian Jira (and/or) major SaaS vendors (e.g. Microsoft). The others are often functionally specific tasks that are not sufficiently universal to justify the time and expense of supporting a separate tool. LastPass is the remaining 60% of tasks used in the workplace. At this highest level, LastPass addresses two urgent pain points: (1) password fatigue for your employees and (2) password security for the company.

**LastPass protection examples:**

- SaaS: InContact, LiveChat
- InContact: Google Analytics, InContact
- Connectivity: Pudding

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**LastPass Enterprise** is used across 33,000 businesses, offering something for everyone. Below are some pain points we hear from functional teams within an organization, and the ways they are using LastPass to solve these challenges.

**Easy management**

**Seamless sharing**

**Strong security**

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**How businesses are using LastPass**

LastPass Enterprise is used across 33,000 businesses, offering something for everyone. Below are some pain points we hear from functional teams within an organization, and the ways they are using LastPass to solve these challenges.