miro

Miro's True-Up Enterprise Licensing Arrangement

Mutual Success Program
Take Control of Your Growth

Try before you buy
No retroactive charges.
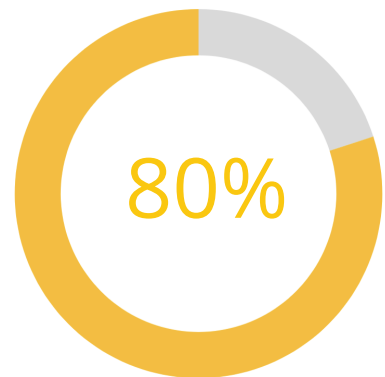True-up to adjust your contract *forward*
to the next annual cycle.

No surprises
You choose which users to keep and
don't pay for those you downgrade.

Less headache
As a Company Admin, say goodbye
to one-off license requests.

80%

Miro Enterprise Customers
80% of Miro customers choose the True-Up Enterprise
Arrangement to enable growth without penalty

![Miro logo] miro

Predictable and Transparent Growth
Company-wide collaboration without constraints

With the Mutual Success Program (MSP), you can easily scale collaboration in Miro risk-free. Every quarter, add as many new licenses as you need to unlock additional Miro usage in your company.

With the guidance of your dedicated account manager, decide the number of additional licenses you'll need before the true-up. Your contract will be adjusted moving forward, never retroactively, so you can anticipate Miro usage growth and allocate licenses accordingly.

✓ No retroactive charges.
✓ Grow without penalty.
✓ Improved budgeting.
✓ Less administrative burden.

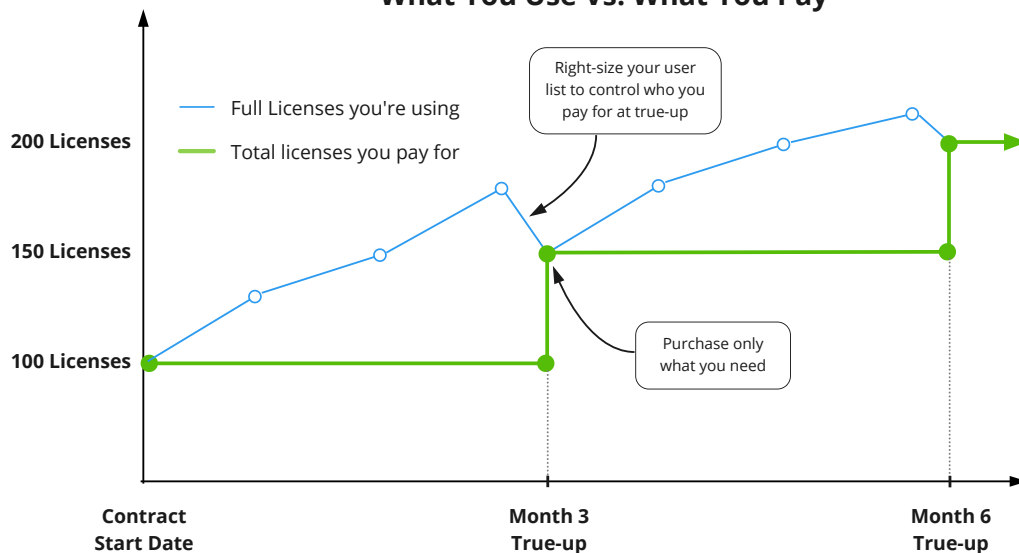Who you pay for is your choice. No formulas, no lock-in, no surprises.

How it works

Quarterly True Up Process:

1. Add as many Full Licenses as you'd like for free for 3 months.
2. Up to three weeks before the true-up date, decide the number of Full Licenses you need.
3. True-up to adjust your contract forward to your next annual cycle.
4. Repeat every three months on the quarterly anniversary of your contract start date.

Contact your Account Executive or email sales@miro.com to learn more.

What You Use Vs. What You Pay

— Full Licenses you're using
— Total licenses you pay for

Right-size your user list to control who you pay for at true-up

Purchase only what you need

200 Licenses
150 Licenses
100 Licenses

Contract Start Date   Month 3 True-up   Month 6 True-up

About Miro

Miro is the leading online collaborative whiteboard platform. Since 2011, we've built a platform for modern work, enabling collocated, distributed, and remote teams to communicate and collaborate across formats, tools, channels, and time zones — without the constraints of physical location, meeting space, and whiteboard.

Over 9 million users and 40,000 organizations, including Dell, Pivotal, Deloitte, Cisco, Okta, Salesforce, Anthem, Liberty Mutual, EY, and HPE use Miro to enable remote collaboration at scale.

Find out why 95% of the Fortune 100 use Miro at miro.com/enterprise.