

Below is a high-level summary of modifications to the Avalara Partner Program General Terms and Conditions, the Avalara for Accountants and Avalara for Consulting Partners Terms and Conditions, and the Avalara for Technology Partners Terms and Conditions (collectively, the "**Avalara Partner Program**"). This summary is provided for reference purposes only and is not a complete list of modifications. You should review the updated Avalara Partner Program for a complete understanding of the modifications.

Changes to the Avalara Partner Program General Terms and Conditions between Version 2.0 and Version 3.0 (effective January 1, 2025 for existing Partners):

- Updated limitation of liability to account for the amount of Discount Incentives received in the trailing 12 months, not just Financial Incentives or fees.
- Corrected typos and reduced ambiguity throughout.

Changes to the Avalara Partner Program for Accountants and Avalara for Consulting Partners Terms and Conditions between Version 1.0 and Version 2.0 (effective January 1, 2025 for existing Partners):

- Modified Partner tiering process so that if Partner participates Avalara for Technology Partners as well as either Avalara for Accountants or Avalara for Consulting Partners and qualifies for a higher Partner Tier under Avalara for Technology Partners, then Partner will automatically be upgraded to the corresponding Partner Tier under Avalara for Accountants or Avalara for Consulting Partners (whichever Program applies), regardless of whether the associated Partner Tier Requirements have been met under that Program.
- Modified applicable Financial Incentive Rate where Partner also receives Financial Incentives at a rate greater than 10% under Avalara for Technology Partners.
- Increased the Discount Incentive Rate.
- Increased the New Customer Partner-Attached Incentive Rate for Registered Partners.
- Updated the list of eligible Services and Service Fees.
- Modified Partner Tier Requirements to count Invoiced Fees and Partner-Registered Opportunities for Existing Customers, not just New Customers.
- Corrected typos and reduced ambiguity throughout.

Changes to the Avalara for Technology Partners Terms and Conditions made between Version 2.0 and Version 3.0 (effective March 1, 2025 for existing Partners):

- Modified Partner tiering process so that if Partner participates in Avalara for Technology Partners as well as either Avalara for Accountants or Avalara for Consulting Partners and qualifies for a higher Partner Tier under one Program, then Partner will automatically be upgraded to the corresponding Partner Tier under the other Program, regardless of whether the associated Partner Tier Requirements have been met under that Program.
- Updated the parties' wind down obligations.
- Extended deadline for existing Partners to recertify their Connectors.
- Updated list of eligible Services and Service Fees.