

LastPass



Partner Case Study: OTO Technology

Empowering Secure, Scalable Identity Management Across Borders with LastPass



About OTO Technology

OTO Technology is a trusted Managed Service Provider (MSP) and a valued LastPass partner, supporting clients across France, United States, and Japan. With a strong focus on IT and digital services, OTO Technology specializes in delivering secure, scalable solutions to businesses in the finance and services sector. As a LastPass partner for over four years, the company leverages its cybersecurity expertise to help organizations simplify and strengthen their digital and access management strategies.

Simplifying Internal Security Operations with LastPass

Before implementing LastPass, OTO Technology’s internal teams relied heavily on manual password sharing. This approach created both security vulnerabilities and operational inefficiencies, particularly during onboarding and offboarding.

According to CEO Michaël Korsian, “We lacked visibility and control without a centralized vault - LastPass helped us change that.”

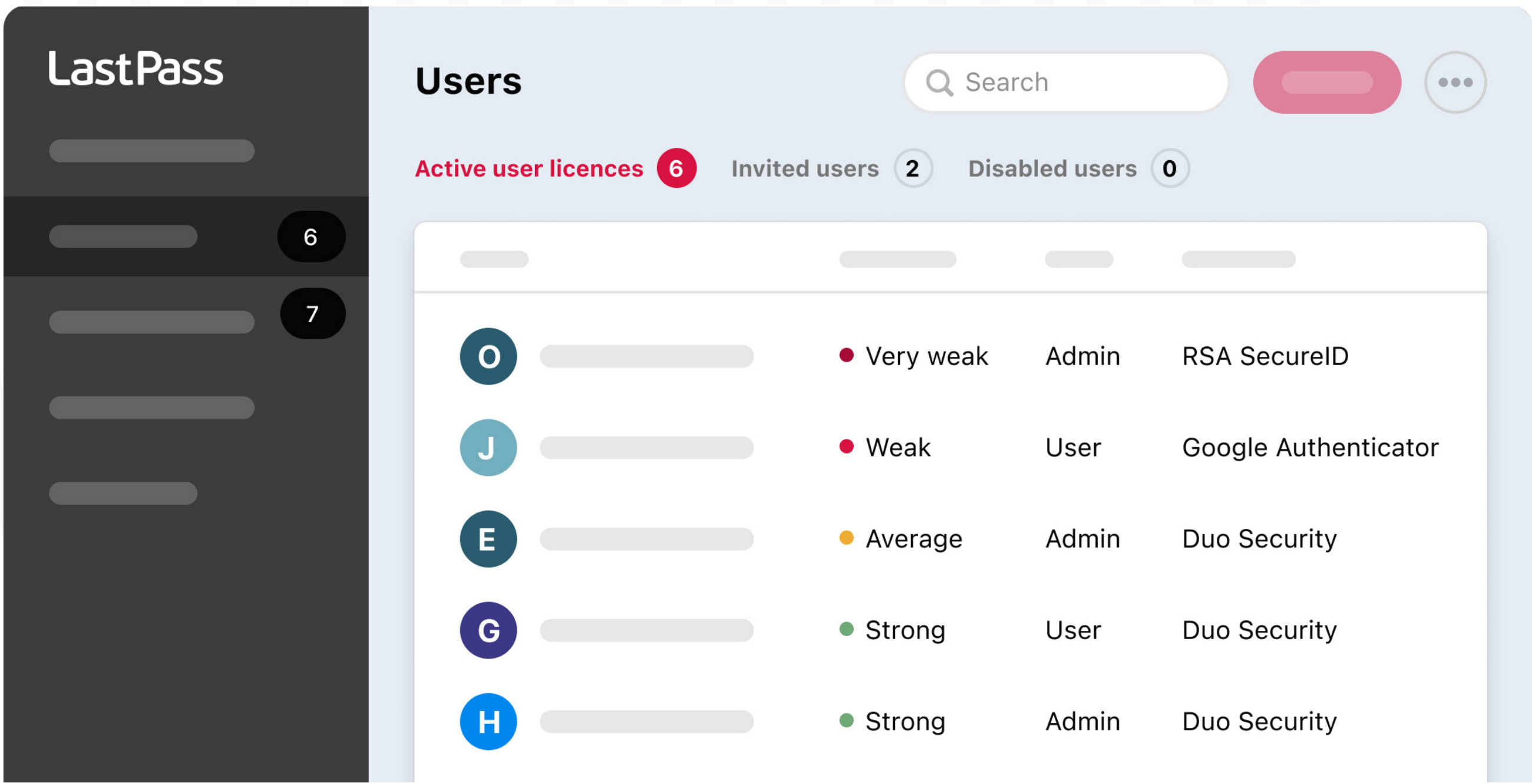
By leveraging features like shared folders, seamless browser integration, and compatibility with their MFA tools (Microsoft and Cisco Duo), OTO Technology now operates with a structured, hierarchical model of password ownership that mirrors their team responsibilities.

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– Michaël Korsian, CEO OTO Technology

They’ve introduced password renewal policies using LastPass scoring, with over 70% of employees fully compliant, a move that significantly reduced credential fatigue and Shadow IT risks.

LastPass also integrates directly into their Microsoft 365 and Duo environments, providing a consistent and secure user experience across their global offices. As Michaël explains, “From ISO procedures to audits, LastPass contributes directly to our compliance strategy by enforcing access policies and enabling traceability.”



Delivering Value to Clients through LastPass

OTO Technology offers LastPass as the exclusive password management solution in their client-facing security stack. “It’s the foundation of our identity and access management offer,” Michaël states.

Clients appreciate the platform’s user-friendly interface and benefit from onboarding sessions that take under five minutes per user. One standout client win involved a global asset management firm operating in 14 countries. With LastPass, they harmonized password policies across diverse compliance frameworks, passed stringent audits, and significantly reduced IT support tickets.

LastPass has delivered measurable value by strengthening OTO’s client retention, “It’s a key enabler of trust and operational efficiency,” Michaël explains.

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– Michaël Korsian,
CEO OTO Technology

Partnering for Growth

The experience with the LastPass Partner Program has been positive. “The redesigned portal is a game-changer—clear, user-friendly, and effective. Support has been both responsive and proactive,” says Michaël.

OTO Technology is just beginning to explore the full potential of the co-marketing resources available. While still early in their journey, Michaël sees exciting strong potential and is excited about leveraging shared content and lead-generation tools to drive future growth.



Advice to Other MSPs

“If you’re serious about security and want to scale without adding complexity, LastPass is your go-to. It does the job simply and securely - no need to reinvent the wheel.”

Final Quote from LastPass

“Our partnership with OTO Technology is based on a shared approach to cybersecurity, focused on simplicity, efficiency, and a human touch.

OTO Technology is a committed partner that offers LastPass as an essential identity protection component in their managed service offerings. They bring us valuable field expertise and an excellent understanding of the needs of SMBs. For our part, we offer them sales, marketing, and technical support to seamlessly integrate LastPass into their catalog and with their customers.”

– Sophie Bert, Regional Partner Manager, LastPass.

Final Quote from OTO Technology

“At OTO Technology, we chose LastPass not only for the tool’s proven efficiency and security, but also for the strength of the team behind it. Their professionalism, responsiveness, and long-term partnership mindset have helped us raise the bar - for ourselves and for our clients.”

– Michaël Korsian, CEO, OTO Technology