



Google Workspace

Google for Education

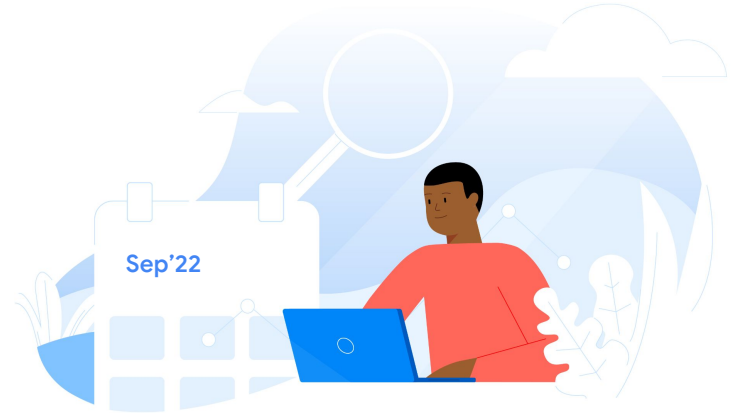
Google Workspace
for Education



New Zealand Reseller Update: October 2022

All the stock, all the updates, all you need.

Always speak to your Synnex rep before quoting customer






If you have colleagues not receiving this monthly
Google deck but would like to, please have them [sign up here](#)







[Follow Chrome Enterprise on LinkedIn](#)

Agenda






1 October

-  Channel news
-  Channel promotions
-  Training





2 ChromeOS & Google Workspace

-  Why become a ChromeOS reseller?
-  Channel news
-  Channel promotions
-  Channel marketing

3 Google for Education

-  Why become a Google for Education reseller?
-  Channel news
-  Channel marketing
-  Case studies
-  Training

4 Product launches & stock updates

-  Stock updates
-  Pricing
-  Channel marketing
-  Contacts

October Update

01

Channel News

Updates to Partner Advantage Program

Partner Advantage has grown tremendously and is continuously evolving to meet the needs of our dynamic cloud ecosystem. As Google strives to deliver a world-class program and experience, Google is announcing enhancements to Partner Advantage, which includes changes to the **Transfer Customer Orders Policy**.

Effective May 20, 2022, Standard Partner Margins now apply to all transferred customers within any customer segment.

See other changes in detail [here](#).



Channel News

ChromeOS Flex is now available for old PCs and Macs

Google ChromeOS Flex comes out of beta to help stop ransomware threats.

Try the cloud-first, fast, easy-to-manage and secure operating system for PCs and Macs.

ChromeOS Flex is a sustainable way to modernise devices that you already own. It's easy to deploy across your fleet, or simply try it to see what a cloud-first OS has to offer.

Refresh your fleet with ChromeOS Flex



[→ Get started](#)



Synnex NZ Partner Workshop + End of year Celebration

+

All Partners Welcome

2 December 2022

10:30am Hybrid / In person at Google Auckland Office

[Register](#)

ChromeOS & Google Workspace Update

02

ChromeOS ANZ Partner Summit

Register Now to attend live in Sydney

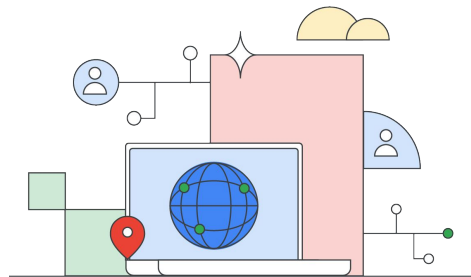


ChromeOS Global Partner Summit 2022

Connecting the new world of computing

📅 November 16, 2022 📍 Sydney

➔ [Register now](#)



Why become a ChromeOS reseller?

You can help accelerate the move to modern computing

The way we work is changing, and employees need cloud-based solutions to stay productive

Built for the cloud since day one, Chrome OS provides a flexible, secure, fast-to-deploy, and easy-to-manage platform, offering devices that work the way employees do, redefining how business happens.

- Fast Deployment and Simple Management
- Apps for Every Worker
- Modern Employee Experience
- Built-in, Proactive Security
- A Smart and Eco-Friendly Investment

[Find out more](#)

ChromeOS can help partners diversify revenue streams and reduce time and cost to market.

- Sell Chromebooks, Chromebook Enterprise, Chrome Enterprise Upgrade which offer recurring revenue streams
- Upsell, refresh, and complementary product sales opportunities
- Potential to receive rebates
- Generate New Services Revenue
- Benefit from Promotions and Incentives
- Receive Sales and Technical Support
- Build Skills to Transform Enterprise Endpoints - access Partner-only training
- Magnify Marketing Impact and Reduce Marketing Costs

Channel News

Complimentary offerings

Google Workspace Backup

Save time spent on deployment and maintenance with agentless cloud-to-cloud Google Workspace backup with [Acronis Cyber Clouds' Advanced Pack Free for 6 months.](#)

Keep valuable data safe, secure, and available across Gmail, Google Drive, Calendar, and Contacts. Back up data from Google's own data centers directly to highly secure Acronis Cloud Storage.

Learn more about Acronis [here.](#)

Acronis Advance Pack includes:

- Advanced Security
- Advanced Backup
- Advanced Management
- Advanced Email Security
- Advanced Disaster Recovery



Channel Marketing

Key ChromeOS Use-Cases



Kiosk and Digital Signage

With our reinvestment in kiosk and digital signage use cases, we've developed refreshed content to help you have conversations with customers and new prospects.

Please use this [pitch deck](#) and [one-pager](#).

Secure and optimise contact centers

Help customers across all verticals with our fully integrated solutions:

- A modern, secure platform and remote management.
- Validated contact center solutions. [Chrome Enterprise Recommended](#) (CER)
- Access to virtualization desktop infrastructure. [Citrix Ready verified solution](#)
- Validated agent peripherals & devices. [Works With Chromebook](#)
[Chrome OS device ecosystem](#)

Contact Center Partner Assets:

[One-pager](#)
[Solution Playbook](#)
[Use Case Toolkit](#)
[Updated Wayfinding Guides](#)

Make an impact with ChromeOS

Do you have **Not-For-Profit** customers you'd like to support to do more with less?

Chrome Enterprise gives not-for-profit the best of Chrome OS, Chrome Browser and Chrome devices, to help their team do their best work from anywhere.

[Read more](#) on how Chrome OS can help transform non-profit organisations

See the full [blog post](#) here to see all the details.

Google for Education Update

03



Why become a Google for Education reseller?

Find Out More

As technology in education becomes more important than ever due to school closures and distance learning requirements, Google has a diverse set of products and programs that partners can sell, service, and train on to address educational needs.

Partners can bring the best of Google to education, to help transform teaching and learning.

No matter how big or small your customer's school or budget is, **Chromebooks** are a range of secure, simple yet powerful devices that update automatically and are easy for schools to set up and manage. **Chrome Education Upgrade** unlocks the full capabilities of **Chrome OS** to free up IT resources and give educators the time to focus on learning outcomes. **Google Workspace for Education** helps schools collaborate easily, streamline instruction and keep the learning environment safe - to help enable learning anywhere, anytime, on any device.

Google for Education can help partners diversify revenue streams and reduce time and cost to market.

- Receive Product Margins and Rebates
- Generate New Services Revenue
- Benefit from Promotions and Incentives
- Receive Sales and Technical Support
- Build Skills to Transform Education Endpoints
- Magnify Marketing Impact and Reduce Marketing Costs

[→ Find out more](#)

Channel Marketing

Upsell Opportunity!

We've seen very strong close rates among customers that trial a paid license of Google Workspace for Education. In 2019 over 40% of customers who tried a paid sku eventually purchased it.

[Download your trial guide now](#) to help you maximize your customers' free trial experience with messaging guidance on how to walk a customer through a 60-day free trial. This guide is structured to highlight a key topic & milestone per week, over the course of 8 weeks.

While the partner trial guide is meant to be internal partner facing only, we've also created an [external customer facing worksheet](#) that you can share with your customers directly.

Easy access to information and resources to assist with every step of your sales cycle.

Google for Education

Google for Education Partner Sales Playbook

Supporting Google for Education partners
through every step of the sales process

[→ View Playbook](#)



 Identify

 Close

 Qualify

 Deploy

 Validate

Channel News

Demo Google for Education

Demo Tool [Guide](#)

The Chrome Demo Tool is a new tool for Google for Education and Chrome Enterprise partners with numerous pre-configured options to demo top Chrome features including single sign-on (SSO), parallels, zero touch enrollment (ZTE), and many more that are coming soon.

Designed to help you offer demos of key features to customers without the administrative burden of configuring all the backend integrations. Official partners can sign up for an account today at demochrome.com



Channel Marketing

Partner Promo Kit

Chromebook with Chrome Education Upgrade Partner Promotion Kit

Educators need the right tools to help engage students with transformational learning experiences. However, many educators say they don't have time to investigate which tools are the best for their needs. As a trusted Google for Education partner, you can recommend solutions to help them thrive.

With this promotion kit, you can help IT decision-makers and educators better understand and adopt Chromebooks and Chrome Education Upgrade for their schools and students.

This promotion kit includes:

- Campaign overview
- Messaging guidelines
- Customizable asset
 - EDMs
 - Landing pages
 - Web banners
 - Social posts & images

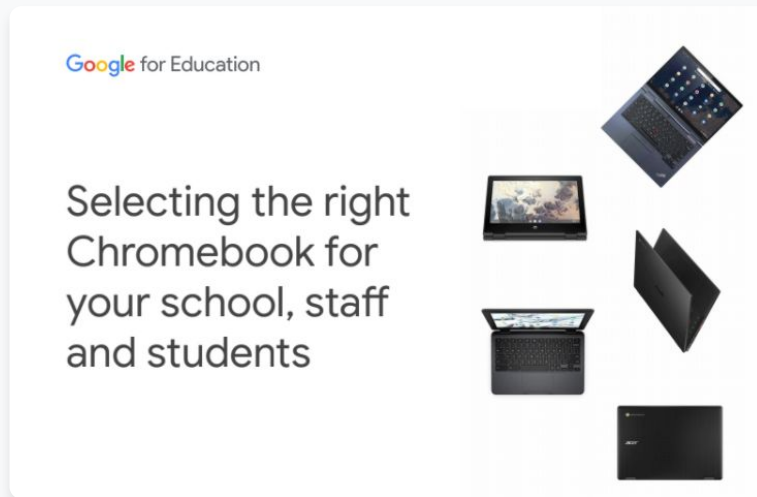
Channel Marketing

UPDATED Chromebook Wayfinding Guide

Selecting the right Chromebook for school, staff and students

Check out the new Google for Education ANZ Chromebook Wayfinding Guide to help your customers select the right education Chromebooks for their particular use case. Using these 4 simple steps, you can help ensure that your customers invest in devices that will best meet their needs, plus access tips for how to make video conferencing work better on basic classroom devices.

→ [Download the wayfinding guide](#)



Case Study

Koondoola Primary School, Perth

Making a Digital Difference

Based in a low socio-economic area, with 70% non-English speaking students, 20% indigenous students, and a refugee program welcoming displaced families from across the world, Koondoola Primary might not fit the traditional profile of a technology-pioneering educational institution. However, they are recognised for their expertise and accomplishments and have helped schools across Western Australia learn and adopt edtech into their classrooms with Google for Education.

- Enhanced digital fluency across teachers and student groups.
- Improved access to learning formats for special needs students.
- State-wide recognition for technology curriculum.
- Increased student engagement.

→ [Read now](#)

→ [More case studies](#)



Google for Education
Partner

cdm
AUSTRALIA

ASUS



Meet an award-winning Digitech School

Koondoola Primary School is proof that every student can benefit from technology-rich education



Google is built for the web. Everything we do is on the web. We're teaching our kids to use the cloud, and it's dynamic, and it's fast. Every time. It just works!"

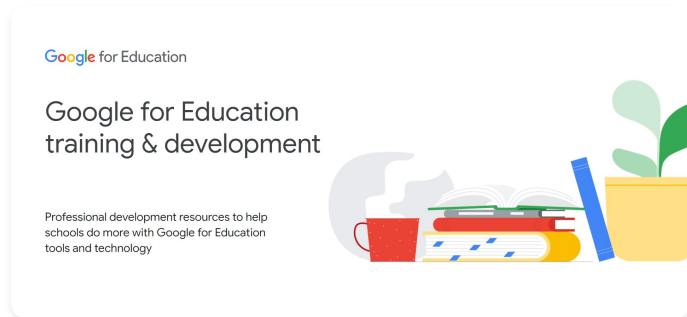
Alana Em, **Digitech Coordinator, Head of Technologies, ICT Manager**, Koondoola Primary School, Perth

Training

Google for Education Training and Development Pack

Professional development resources to help schools do more with Google for Education

Share this new resource with your Google for Education customers.



➔ [View Pack](#)



For Teachers

01. Learn to use Google tools
02. Develop and share Expertise
03. Get inspired by fellow educators
04. Help students develop practical skills



For Education Leaders

01. Track your progress
02. Find experienced training partners

Training

Getting Started

Getting Started with Education Plus is an email training program that delivers bite-size training tutorials directly to user's inboxes.

The series contains 6 lessons on the premium security and teaching & learning features included in Education Plus. The best part? Each lesson takes less than 10 minutes to complete.

Encourage your Education Plus customers to [register today!](#)

Want to start your learning now? Check out our online [Teacher Center](#) for more training resources.

Registration includes:



8-week email series



Delivered to your inbox every Tuesday



Text and video-based tutorials on **Education Fundamentals** (including Drive, Docs, Classroom, Forms, Sheets, Slides, Drawings, and Gmail) and **Education Plus** (paid offering including premium Meet features and enhanced security capabilities).



Less than 15 minutes to complete

Training

Learn with Google 2022

Attention all Education Resellers! We have scheduled a recurring monthly customer Google for Education info session you are welcome to attend and invite your prospects/customers to.

The content for each session will evolve based on the needs and feedback received, starting with key updates from Learning with Google. All sessions have been designed with the opportunity for customers to ask questions.

[Here](#) is the registration form to distribute to your target audience.

17/02/22 - Updates and tools to effectively streamline your work life

17/03/22 - Safe and Secure with Chromebooks and Google Workspace

21/04/22 - Student Success and reporting with Workspace for Education

19/05/22 - Digital responsibility and fluency

16/06/22 - Exploring the world around you with Google for Education

21/07/22 - Discovering history, culture and language with Google for Education

18/08/22 - Multimedia production and tools for creativity

15/09/22 - Originality and effective research

20/10/22 - Applied Digital Skills and Computer Science

17/11/22 - Wrapping up your year and managing student accounts

15/12/22 - Setting yourself up for success in 2023



When:

The 3rd Thursday of every month

3:30pm AEDT/AEST

5:30pm NZDT/NZST

Product Launches & Stock Updates

04

Stock Update & availability

Please [request access to this sheet](#) for up-to-date Chrome Upgrade, Workspace and Zero-Touch Enrolment pricing along with current hardware availability, and [follow the Synnex Ordering Process](#) to place your order.

[Click here](#) →



Google Chrome licensing ordering process

1

Reseller (you) is to complete the below Google Form, the purpose of this form is to identify key ordering information for both the Reseller and the end-user

→ [Google Form](#)

2

It is highly important to ensure that the correct primary domain information is populated in the Google Form, if you have any queries, please email the google@nz.synnex-grp.com

→ [Email Synnex](#)

3

In conjunction, reseller is to send an official purchase order (PO) to your Synnex internal account manager with matching PO Number, Product Code and quantities to what you've submitted to Google Form.

Details on your PO and the Google Form submission should match 100%, should there be any discrepancies, your Synnex account manager will contact you to clarify.

4

Off-Domain Email Address (on Google Form) is the end-user's secondary email outside of their organisation domain, it is used as a safety measure when the end-user is locked out of their domain email.

Without an off-domain email address, Google not be able to deploy your licensing order.

5

Once the process is complete, Synnex will process your purchase and expected turnaround time is typically 1-2 working days. Google will send automated licensing details directly to your end-user, while copying you on the email.

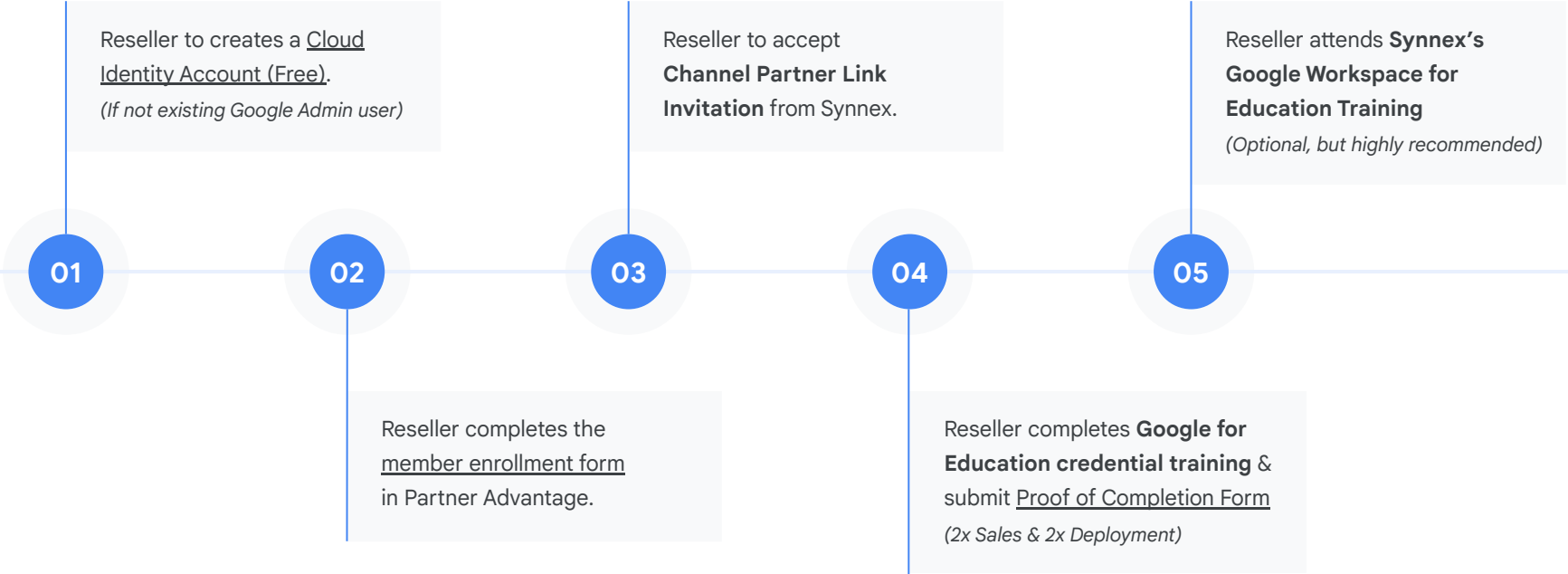
Synnex invoice to reseller will typically appear on your Synnex web login a day later.

No returns Policy

Quick Reminder: As you're already aware Google has in place a strict no returns policy on Chrome Education Upgrade and Chrome Enterprise Upgrade.

Please ensure the **domain, product and quantity** is correct before placing the order, if you have questions feel free to reach out to the Synnex team for assistance.

Steps to becoming a Google Workspace Reseller with Synnex



Contacts



Order & invoicing enquiries

cloud@nz.synnex-grp.com



Synnex Google Sales

Johnson Ko - johnson.ko@nz.synnex-grp.com



Synnex Google Site

synnex.com.au/GO/NZ/Google-Cloud



Google Enterprise LinkedIn

linkedin.com/showcase/chrome-enterprise

Thank you!

