



Google Workspace

Google for Education

Google Workspace
for Education



New Zealand Reseller Update: October 2024

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
-  Upcoming Events
-  Events & Training





2 ChromeOS & Google Workspace

-  Partner Case Study
-  Why become a ChromeOS reseller?
-  Channel news
-  Price Update
-  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



Ministry of Education Update

It is with great excitement to announce that The Ministry of Education (MoE) has agreed to continue the Google for Education Chrome and Workspace Program for New Zealand State & State integrated Schools via eligible partners

The latest agreement runs from September 1st 2024 until June 30th 2027.

Variations to the previous programs are highlighted by:

Chrome Licensing – Transition from perpetual licensing to annual licensing – All new Chrome orders will transition to annual SKU on September 26th, 2024

Workspace Licensing – Commission structure changes between existing schools and net-new schools

If you have any queries, please reach out to the [Synnex Team](#) for further details

[→ View program guide](#)



Wayfinding Guides



Refreshed - See what's available at Synnex

Wayfinding Guides help users find the right device for a use case, whether for students or teachers in Education, or Kiosks or Shared Devices in Enterprise. Hardware recommendations (like form factor, processing power, memory, etc) are categorized to guide customers to the latest devices that meet their spec needs.

See the guides for details and all use cases!

chromeOS

Find the right ChromeOS device to meet your business needs.

To select the right device for your workers, it's important to consider what type of work they do and the device specifications they need to be productive at work.

SYNNEX

The thumbnail features the chromeOS logo, a main headline, a sub-headline, a paragraph of text, and three small images showing people in a professional setting using laptops.

[→ View the Enterprise wayfinding device guide](#)

Google for Education

Choose the right Chromebook for your school.

SYNNEX

The thumbnail features the Google for Education logo, a main headline, a sub-headline, and an illustration of a laptop with various educational icons (ruler, pencil, eraser, compass) on its screen. Below the illustration are six different Chromebook devices shown in various orientations.

[→ View the Education wayfinding device guide](#)

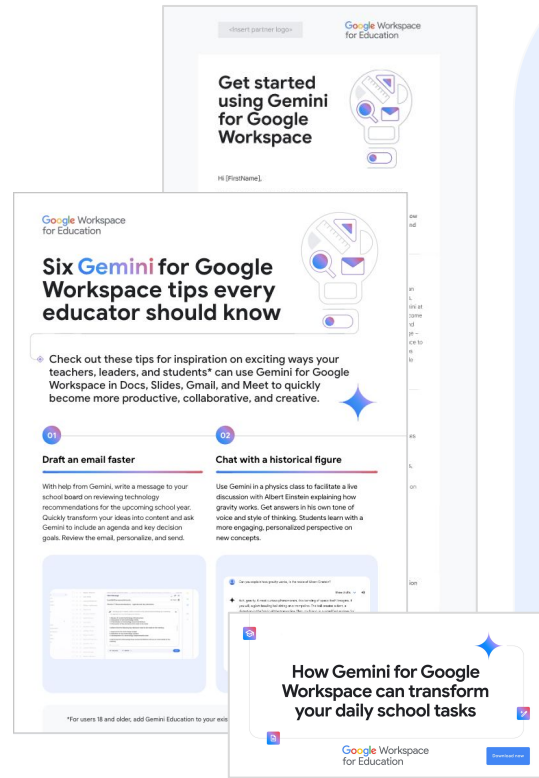
Partner Marketing Studio October webinar

Join this month's Partner Marketing Studio webinar as the concierge team take you on a deep-dive of our newly launched campaign "Six Gemini for Google Workspace tips every educator should know".

Learn how to generate demand with ready-to-deploy campaign assets that provide tips on AI and practical use cases with Gemini for Google Workspace!

- **Date:** 16 Oct, Wednesday
- **Time:** 4.30 -5.30 pm NZDT
- **Webinar link:**
<https://meet.google.com/dea-egck-ubi>

[View campaign on Partner Marketing Studio](#)



Meet the Partner Marketing Studio concierge team!

Personalised and individual support from the concierge team: the Macro concierge team will offer you online individual support whenever you need it, on top of a monthly group webinar where new campaigns and platform features will be highlighted.

[Book PM Studio onboarding](#)



The team will accompany you with:

- Comprehensive Onboarding
- Objectives' definition
- Campaign Planning
- Timely Feedback
- Training and Educational Sessions



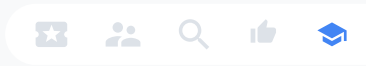
Training

2024 ChromeOS APAC Partner Onboarding

Join this interactive webinar for a 60min high level product introduction to ChromeOS, including key Enterprise use-cases and Google for Education overview, and 30min on Partner Resources, including programs, promotions, and your next steps.

Next session: October 23, 2024

[→ Register Now!](#)



NZ Google for Education Partner Workshop

Both sessions are different, to keep you up to date with the latest! Join us to learn about relevant updates, new releases and important information for your schools. We will share tech tips for your team and we will also have time for live questions.

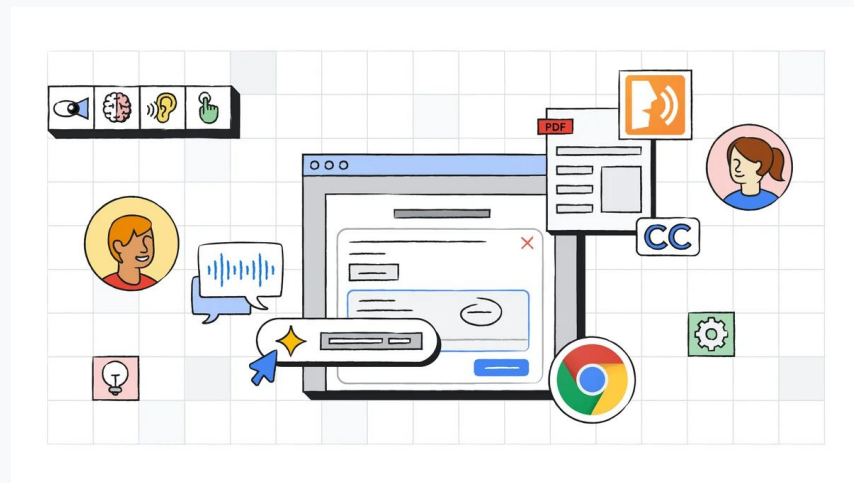
We look forward to seeing you at the next workshop, and please feel free to invite as many of your team as you like!

Online: October 24

Hybrid: December 13

Aotearoa Google office | Wynard Quarter, Auckland 0101

[→ Register Now!](#)



Google Admin Security Workshop

This training will empower you with the skills and knowledge to protect your school's digital world.

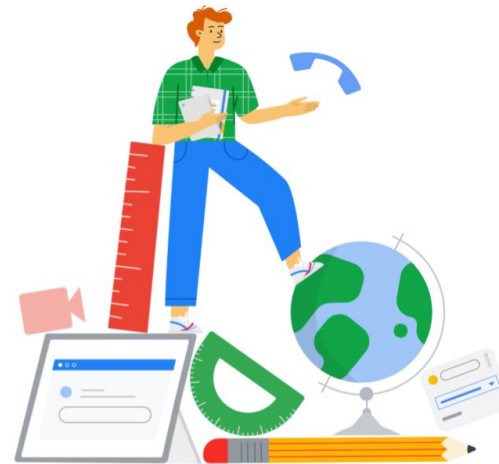
The workshop will be facilitated both in person and online at the same time.

You will learn how to:

- safeguard your data,
- outsmart cyber threats,
- navigate the online landscape with confidence.

Get upskilled to protect your school community, join the security superstars and get certified

- 18 Nov - Wellington (Hybrid)
- 20 Nov - Auckland (Hybrid)



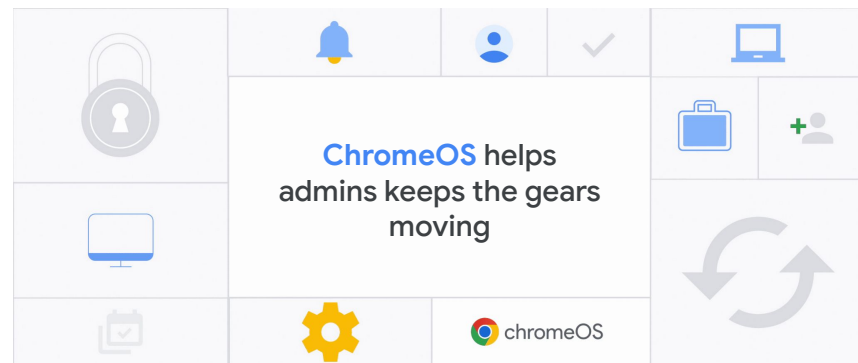
[→ Register Now!](#)

Office Hours

Technical Updates

Monthly APAC Technical Office Hours will be hosted next on **Nov 28th.**

If you would like to join office hours/access assets, please [submit this registration form](#) and you'll be added to the group.



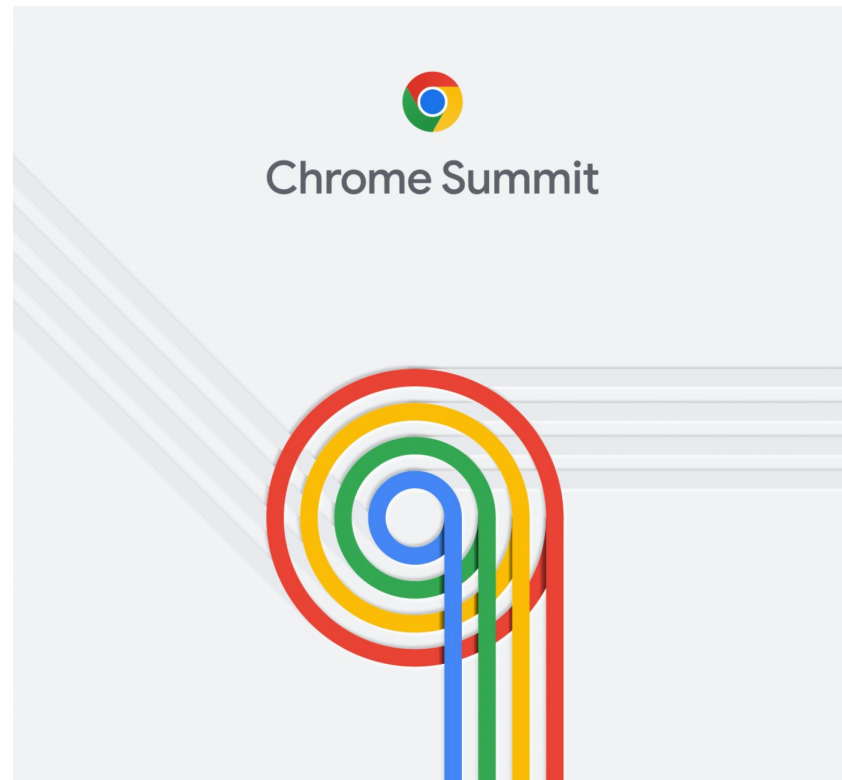
ChromeOS Summit 2024 Sydney

Join us in Sydney for the ChromeOS Summit

You're invited to join us at our upcoming ChromeOS Partner Summit, taking place at the Google Sydney office on Thursday November 28th!

This exclusive event will bring together key partners for a half day of insightful discussions and networking opportunities. We'll delve into the latest ChromeOS innovations, explore emerging trends, and share best practices for driving success in the ever-evolving technology landscape.

[→ Register Now](#)



The OS for a new era



Windows Compete Campaign

After 14 October 2025, Windows 10 PC will no longer receive security updates and Microsoft will no longer be available to provide Windows 10 technical support. Repurposing devices as read-only ChromeOS devices may be just what your customers need.

30 years of manual deployments and costly migrations.
Endless cycles of 'update needed', 'subscription ended' & 'security compromised'.

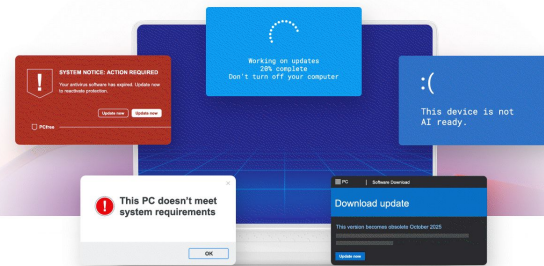
It's time to stop patching over problems.
Stop wasting time, money, and tech.
To say goodbye to a system that's no longer fit for purpose and hello to something better.

An OS that's cloud-first, cost-effective and low-waste.
That helps boost productivity with helpful AI for all.
That knows what today's businesses need most.

Welcome to the new era.
Welcome to ChromeOS.



The OS for a new era



→ [See the Partner Marketing Playbook](#)

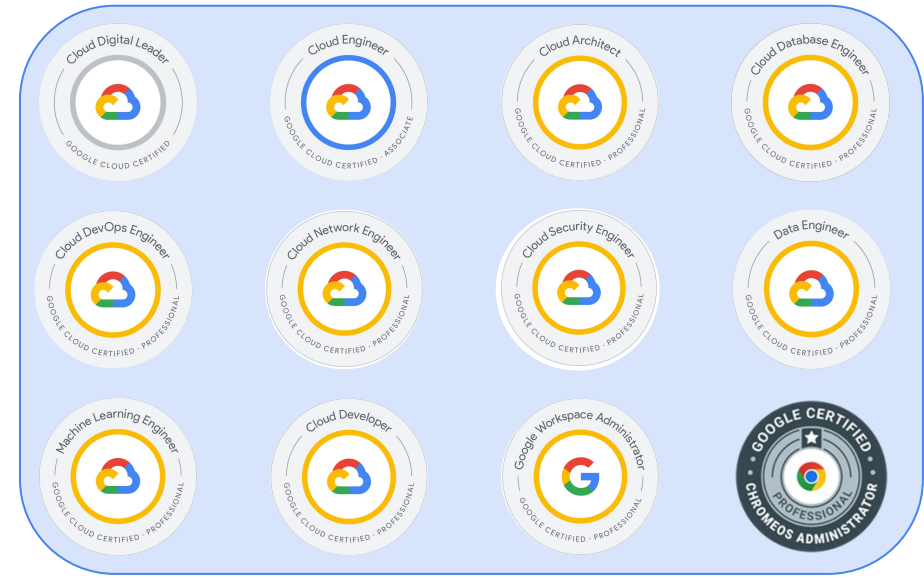
→ [ChromeOS: Windows Compete Toolkit](#)



Channel Promotions

Let Synnex help certify your team!

- 1 Learn and Practice**
Choose on-demand classes, earn Google Cloud Skill Badges, or learn with Synnex
- 2 Prepare**
Review Google Cloud exam guides, sample questions, consult with Synnex on tips to best prepare for the exam
- 3 Request Exam Voucher**
Complete [Intake Form](#) to request an Exam Voucher
- 4 Certify**
Use Exam Voucher to book in your exam
- 5 Share the love and earn!**
Share your official certification on LinkedIn with **#GetCertifiedwithSynnex** and tag Synnex to receive a **\$50 Gift Card**



*Terms and Conditions apply

Introducing Google Threat Intelligence: Actionable threat intelligence at Google scale

Google Threat Intelligence, a new offering that combines the unmatched depth of our Mandiant frontline expertise, the global reach of the VirusTotal community, and the breadth of visibility only Google can deliver, based on billions of signals across devices and emails.

Google Threat Intelligence includes Gemini in Threat Intelligence, our AI-powered agent that provides conversational search across our vast repository of threat intelligence, enabling customers to gain insights and protect themselves from threats faster than ever before.

[→ Read Blog](#)



Reminder!

Google Workspace Customer value-based Discounts & Incentives are live

As previously communicated by Google, there are changes in the discount and incentives structure for Google Workspace. Google Workspace changes were effective **April 1 2024**, and Google Workspace for Education changes are effective **July 1 2024**.

Update 1: Incentives Updates

Effective April 1, 2024, Google Workspace Rebates will change as per below:

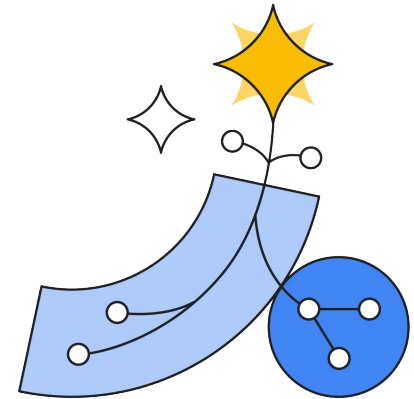
- Increased New Customer Rebate from 30% → 40% on ACV in year 1 for Premier Level Indirect Resellers.
- Increased New Customer Rebate to 8% → 15% on ACV in year 1 for Partner Level Indirect Resellers.

**Note: Minimum Order Value applies to be eligible for New Customer Rebate*

Update 2: Partner Discount Changes

- The partner program discount for renewal and upsell will change to 12%.
- The partner program discount for new customers offered by Google and Synnex including SKU upgrades remains 20%.
- All additional discounts for Google Workspace will be provided under a condition whereby the reselling partner must adhere to a maximum retail price.
- Transfer Margin Policy will be enforced by Google and discounts offered by Synnex will 2%
- Partner Discount changes applies to both Fixed Term Commit and Flexible Plans.

For further details, reach out to our Google Cloud team at [✉ cloud@au.synnex-grp.com](mailto:cloud@au.synnex-grp.com)



ChromeOS & Google Workspace Update

02

ChromeOS Deployment Guide

ChromeOS Getting Started Guide (a.k.a. *Deployment Guide*) has been **updated and published**, and is now [available for download from the Help Center](#).

What's new?

- New sections for topics like ChromeOS Flex deployment, ZTE, Chrome Management APIs, GAM, Apps Script and Data Loss Prevention.
- New Best Practices tips for Managing your Wi-Fi for re-enrollment, using the Admin Console setup guides, Manual enrollment of a large volume of devices, and suggested OU structure for ENT and EDU admins.
- Updated paths to enrollment reflecting new SKUs like Kiosk and taking into account the differences between EDU and ENT.
- New Reference to Chrome Enterprise Core and Chrome Enterprise premium.
- Updates of product names like Gsuite to Workspace and reference links throughout the guide.

Getting started with
ChromeOS

ChromeOS SMB Partner Marketing Kit

The ultimate resource to grow your ChromeOS business with your SMB clients.

The marketing kit is an all-in-one resource designed to help you amplify the StarterKit promotion to your customers. Inside the marketing kit, you will find a range of digital marketing assets including: eDM, landing page, website banners and more!

[→ Download Pack](#)

 chromeOS



**Zero reported
ransomware attacks on
ChromeOS devices. [Ever.](#)**

Free your business from
ransomware with **ChromeOS**

Get Demo Pricing for SMB
Work Solutions and save up to

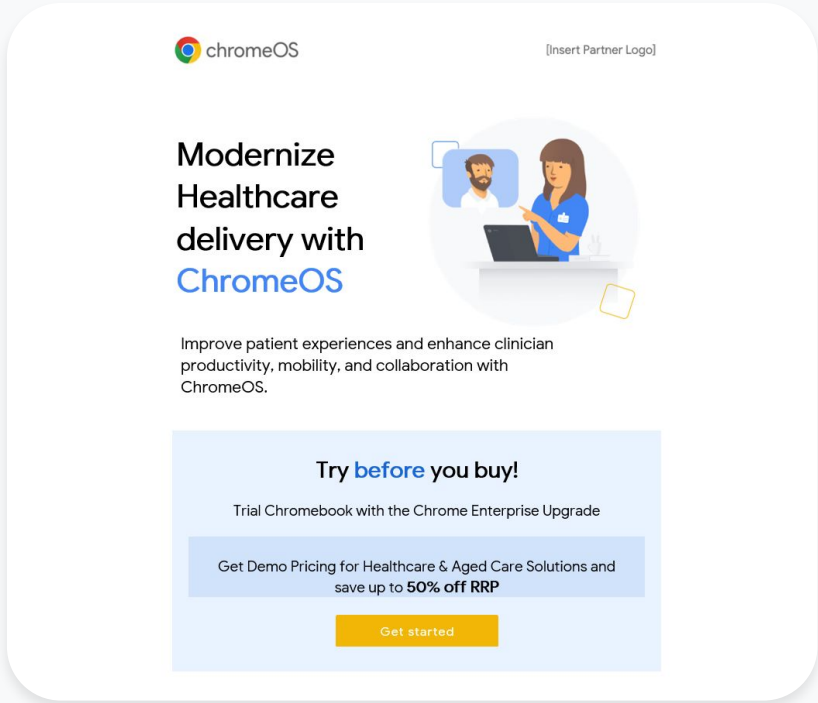
[50% off RRP](#)

ChromeOS HealthCare Partner Marketing Kit

The ultimate resource to grow your ChromeOS business with your healthcare clients.

The marketing kit is an all-in-one resource designed to help you amplify the StarterKit promotion to your customers. Inside the marketing kit, you will find a range of digital marketing assets including: eDM, landing page, website banners and more!

[→ Download Pack](#)



chromeOS [Insert Partner Logo]

Modernize Healthcare delivery with ChromeOS

Improve patient experiences and enhance clinician productivity, mobility, and collaboration with ChromeOS.

Try before you buy!

Trial Chromebook with the Chrome Enterprise Upgrade

Get Demo Pricing for Healthcare & Aged Care Solutions and save up to **50% off RRP**

[Get started](#)





Introducing Gemini for Google Workspace



Enterprise-grade Gemini is now available for teams of all sizes with Google Workspace

Gemini Business




AI-powered assistant for teams of all sizes:

-  Gemini in Gmail, Docs, Slides, Sheets, and Meet
-  Enterprise-grade data protection
-  Our most capable generative AI model with Gemini, 1.0 Ultra
-  Meets the needs of typical business users with monthly usage limits

NZ\$30 /user/month, one year commitment

Gemini Enterprise

Includes everything from Gemini Business plus:

-  Advanced meetings with translated captions in [15+ languages](#)
-  Full access to generative AI capabilities
-  Other Features currently in Private Beta

NZ\$47.8 /user/month, one year commitment

 [Learn more from the Announcement](#)

Google Workspace



Summary of this email

Send a message

@Gemini|



 SYNEX

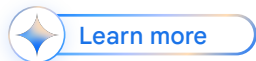
The next chapter of our Gemini era

Bringing Gemini's capabilities to more products

Gemini models are coming to products that people and businesses use every day, including Workspace and Google Cloud:

Workspace: Already, more than 1 million people are using features like Help me write to enhance their productivity and creativity through Duet AI. Duet AI will become Gemini for Workspace, and soon consumers with the Google One AI Premium plan can use Gemini in Gmail, Docs, Sheets, Slides and Meet.

Google Cloud: For Cloud customers, Duet AI will also become Gemini in the coming weeks. Gemini will help companies boost productivity, developers code faster, and organizations to protect themselves from cyber attacks, along with countless other benefits.



Introducing ColabPro and ColabPro+ for Google Workspace

Hosted Jupyter Notebook service that requires **zero setup** to use for machine learning, data science, and education specialists

Colab Pro

Enhancing Colab's free tier with:

- ✓ **100 compute units per month**
Compute units expire after 90 days.
- ✓ **Faster GPUs**
Upgrade to more powerful GPUs
- ✓ **More Memory**
Access Google's highest memory machines
- ✓ **Terminal**
Ability to use a terminal with the connected VM

NZ\$12.60 /user/month, one year commitment

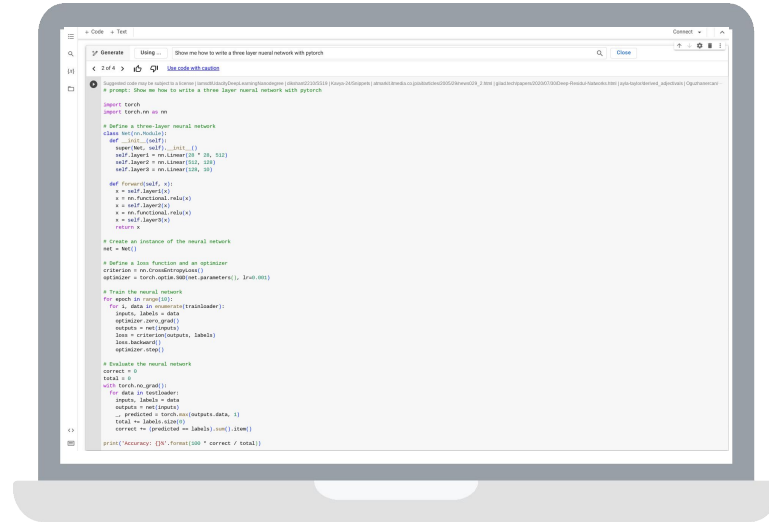
Colab Pro+

Includes everything from Colab Pro, plus:

- ✓ **An additional 400 compute units for a total of 500 per month**
Compute units expire after 90 days.
- ✓ **Faster GPUs**
Priority access to upgrade to more powerful premium GPUs
- ✓ **Background Execution**
With compute units, your actively running notebook will continue running for up to 24hrs, even if you close your browser

NZ\$62.50 /user/month, one year commitment

CO [Contact us for more information](#)



Google for Education Update

03

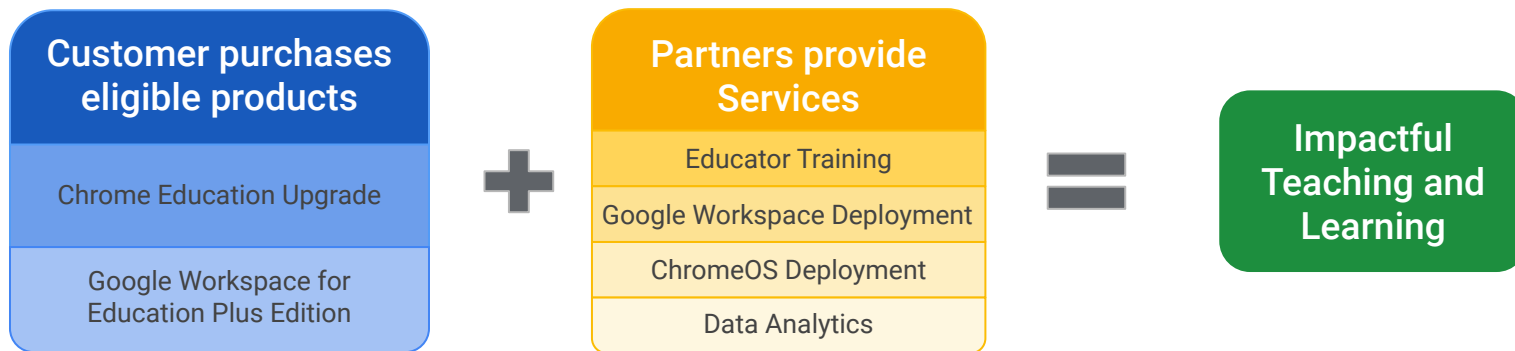
Program overview

→ [Register for info session on Nov 8](#)

The Google for Education Services Offer is an incentive program that provides no cost or low cost services to K–12 schools and higher education organizations in the Asia Pacific region when they purchase Google Workspace for Education Plus edition licenses or Chrome Education Upgrade for devices running on ChromeOS. The value of services increases with the size of purchase.

The services are delivered by authorized Google for Education partners and are designed to help schools enhance the impact of Google for Education tools on teaching and learning.

Services fall into four categories: Educator Training, ChromeOS Deployment, Google Workspace Deployment, and Data Analytics.







Introducing Gemini for Google Workspace Education

\$ **20% intro discount*** for annual commitments.
25% intro discount* for Education Plus customers and annual commitments.

Gemini Education




Your AI-powered assistant for education:

-  Gemini in Gmail, Docs, Slides, Sheets, and Meet
-  Enterprise-grade data protection
-  Our most capable generative AI model with Gemini, 1.0 Ultra
-  Meets the needs of typical business users with monthly usage limits

NZ\$36 /user/month, one year commitment

Gemini Education Premium

Includes everything from Gemini Education, plus:

-  Advanced meetings with Gemini in Meet (take notes for you, attend meetings for you, and more coming soon)
-  More proactive security with AI-enhanced data loss prevention (coming soon)
-  Full access to generative AI capabilities

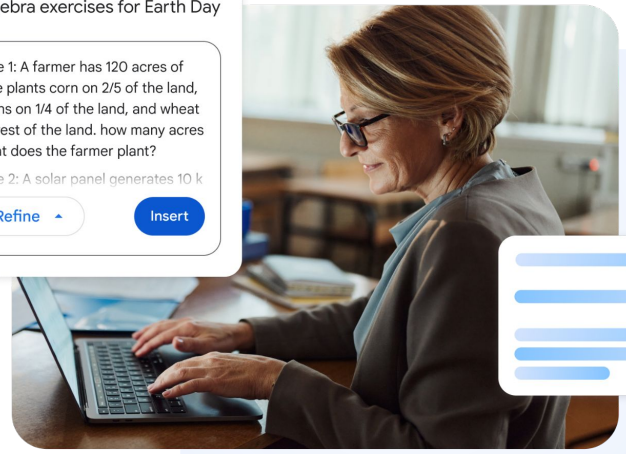
NZ\$57.36 /user/month, one year commitment


Algebra exercises for Earth Day

Exercise 1: A farmer has 120 acres of land. He plants corn on 2/5 of the land, soybeans on 1/4 of the land, and wheat on the rest of the land. how many acres of wheat does the farmer plant?

Exercise 2: A solar panel generates 10 k

[Refine](#) [Insert](#)



 Help me write

AI-generated text placeholder with a close button (X).

*Take advantage of Intro discounts before August 23rd, 2024

Launch: Guide to AI in Education

We believe AI is going to help learners, educators, and school communities unlock potential in ways we can't even imagine yet. From unleashing creativity to offering personal support to supercharging productivity, AI can advance the quest for understanding in all kinds of powerful ways

Share with your customers and education team today. Localisation in 20+ languages in progress.

<http://goo.gle/EduGuidetoAI>



Google for Education

A Guide to AI in Education

Google's history, and future, in AI

While AI is revolutionary technology, it's not new to us. In fact, it's already in many Google products - like Search, Gmail, Photos, and YouTube - helping make things better and safer behind the scenes. And with more recent advances in generative AI, tools like [Bard](#) and [NotebookLM](#) offer even more exciting new possibilities.

We believe AI is going to help learners, educators, and school communities unlock potential in ways we can't even imagine yet. From unleashing creativity to offering personal support to supercharging productivity, AI can advance the quest for understanding in all kinds of powerful and interesting ways.

Breaking down AI, ML, LLMs, and gen AI

How to make sense of all these terms:

- **AI** is computer programming that learns and adapts, with systems taught to mimic intelligent human behaviors.
- **Machine learning (ML)** is the technique that allows machines to learn autonomously from data.
- **Large language models (LLMs)** are machine learning models that can understand, predict, and generate human language.
- **Generative AI (gen AI)** refers to the use of AI to create new content, like text, images, music, audio, code, and videos.

A balance of bold and responsible

Google's approach to AI has always been about balancing bold with responsible, and when it comes to tools designed for education, we are especially thoughtful and deliberate.

This means applying our technological expertise and deep knowledge of the educational space, while always keeping educators in the loop: working directly with the education community to create products that are truly helpful in improving the teaching and learning experience. When schools use our AI-powered educational tools, they can feel confident that their experience is safe and secure, and that it's been responsibly designed with educators and students in mind.

Applying Google's AI Principles to our work in education

In 2018, we were one of the first companies to establish [AI Principles](#) as part of our commitment to developing technology responsibly. These are the questions we ask when applying these principles to our education tools:

1. Is it appropriate for education (responsible, safe, and secure)?
2. Is it clear to educators and students what the benefits of using it are, and where and how to start?
3. Is it helping all levels and backgrounds to succeed?
4. Is the educator looped into the student experience to help shape and guide (if needed)?
5. Is it enabling educators and students to utilize our workflows seamlessly?
6. Does it enable leaders to adequately and appropriately support staff and students?
7. Does it provide sufficient tooling and control for leaders?
8. Does it adhere to requirements leaders are beholden to for their institutions?
9. Does it provide leaders with the visibility and insights needed to complete their work?

AI can never replace the expertise, knowledge, or creativity of an educator - but it can be a helpful tool to enhance and enrich teaching and learning experiences.

© 2023 Google LLC, 1600 Amphitheatre Parkway, Mountain View, CA 94043.

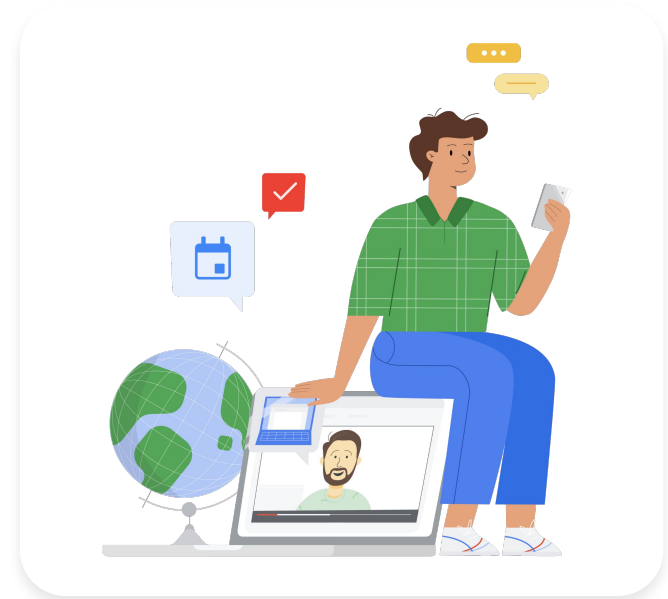
Google for Education Partner Marketing Studio

Partner Marketing Studio is a marketing automation platform that helps you accomplish tasks at each stage of the marketing funnel.

Using Partner Marketing Studio enables you to:

- Co-brand assets to provide value to your customers
- Reduce production time of assets
- Enhance the quality of assets
- Speed up the go-to-market process

→ [Get started](#)



→ [Learn more](#)

Endpoint Education Upgrade

A new Google for Education solution that lets you manage **phones and tablets** easily.



Advanced account management

Seamlessly manage student and educator accounts from anywhere, including setting up accounts, controlling access, and resetting passwords.



Deployment and device management

Proactively manage your fleet in one central place to find devices, set device policies, and manage apps and extensions.



Strong security controls

Protect your school community by controlling user access to app-based identity and device context, and set rules and alerts to limit data loss and suspicious activity.

Available in flexible licensing options

Choose between managing your school's users or devices.



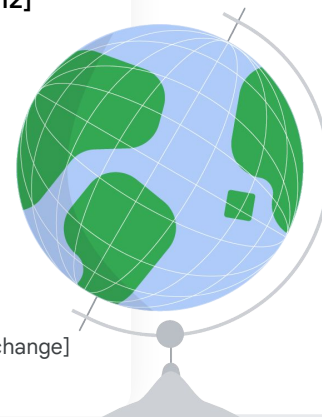
User-based license

- Great for schools that need flexible coverage that they can adjust each year
- Available on personal and school-owned devices*
- \$7.50 NZD per user/year



Device-based license [coming in H2]

- Great for schools that have shared devices that many students sign in to daily
- Available on school-owned devices only
- \$7.50 NZD per device/year [subject to change]



* Great for BYOD and 1:1 devices

Upcoming training sessions on Google tools

Register to attend quick-hitting, demo-based product training on Google Workspace for Education and Chrome / Chromebooks.

Check out our 12-part product training series that covers a range of topics including: how to deliver impactful instruction, keep users safe online, prevent cybersecurity threats, and create more engaging lessons.



30-minute, demo-based sessions



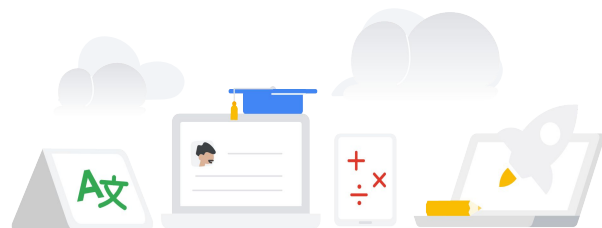
Dive deep into 30+ new features (+ existing ones too!) across Google Workspace for Education and Chrome



Register to watch live or view the recordings on demand



goo.gl/edu-product-training



GSEfE Transition: License assignment watch point



For large GSEfE to Plus transitions with 15k+ licenses, auto-assignment is still automatic, but may take time to propagate.

The admin console starts to assign the licenses automatically to the users immediately after acceptance, but completing the entire batch can take some time for larger institutions.



What Partners can do:

Educate: Ensure large customers are aware. Set expectations that there may be a brief disruption.

Plan: Time the acceptance of large transitions at the end of the day or on Friday to minimize impact.



Channel News

Price Changes

As previously shared, effective **20th February 2024***, Google for Education is making changes to our pricing and licensing.

Here's what's changing


- Global Price List Adjustment
- Adding price differentiation for Teaching & Learning Upgrade on the Flexible Plan
- New Multi-year commitment discounting framework

Commit to a Multi-year Commitment now to secure current pricing!

*Pricing changes will apply to all existing customer orders sometime between June 1, 2024 and July 1, 2024.

[→ Contact Us for More Information](#)


	Legacy Pricing, NZ\$	Current Commit Pricing, NZ\$	Current Flexible Pricing, NZ\$
Education Plus (student / year)	6.00	7.50	N/A
Education Standard (student / year)	3.75	4.70	N/A
Teaching and Learning Upgrade (faculty user / month)	4.50	5.63	6.75



New Pricing Calculator available on Partner Advantage

We've updated the partner pricing calculator on Partner Advantage that captures 2024 pricing changes and automatically calculates any applicable country and multi-year discounting.

Easily toggle between current or future pricing, and access pricing across available currency for specific countries.

Login to Partner Advantage at g.co/educonnect Google for Education > Order 

Reminder: Please do not share this calculator with end-customers.

Timeline for pricing changes

Feb '24: Pricing changes roll out for new customers.

May '24: Pricing changes roll out for renewing customers.

When will the customer be purchasing?

Staff count

Full time student enrollment

Future (2024) Pricing

Country

Currency

01 Identify the appropriate timeframe for your deal

02 Edit the student and staff count

03 Select the desired country and currency

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.

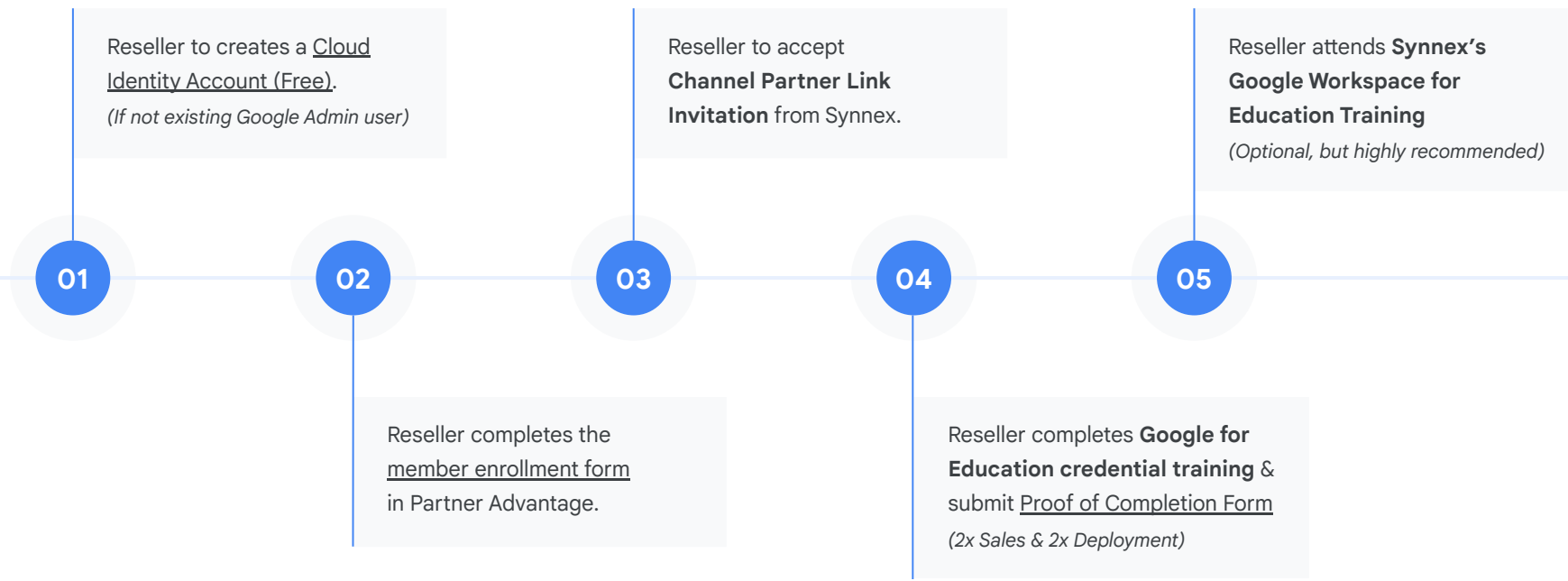
Synnex invoice to reseller will typically appear on your Synnex web login a day later.

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

cloud@nz.synnex-grp.com



Synnex Google Site

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



Google Enterprise LinkedIn

[Synnex New Zealand](#)

Thank you!

