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New Zealand Reseller Update: December 2020

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 Chrome deck but would like to, please have them sign up here

Follow Chrome Enterprise on LinkedIn

December update

- ⭐ Channel news
- 🔍 Questions about Switching to Chrome
- 👍 Promotions
- 🔊 Marketing
- 📄 Case Studies
- 🎓 Training
- 💻 Product Launches & Stock updates

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Channel **news**

Chrome OS in Action: Chrome Enterprise has announced new solutions to accelerate businesses move to Chrome OS

Chrome Enterprise has announced new solutions to help businesses deploy Chromebooks and Chrome OS devices faster, while keeping their employees focused on what matters most. Each solution solves a real-world challenge we know businesses are facing right now and will help them support their distributed workforce.

- **Chrome OS Readiness Tool:** Helps businesses segment their workforce and identify which Windows devices are ready to adopt Chrome OS (available 2021).

- **Chrome Enterprise Recommended:** Program that identifies verified apps for the Chrome OS environment.

- **Zero-touch enrollment:** Allow businesses to order devices that are already corporate enrolled so they can drop ship directly to employees.

- **Parallels Desktop:** Gives businesses access to full-featured Windows and legacy apps locally on Chrome OS.

- **More productivity features:** Improvements to window management and Chrome Browser tab management so employees can stay productive in and out of the office.

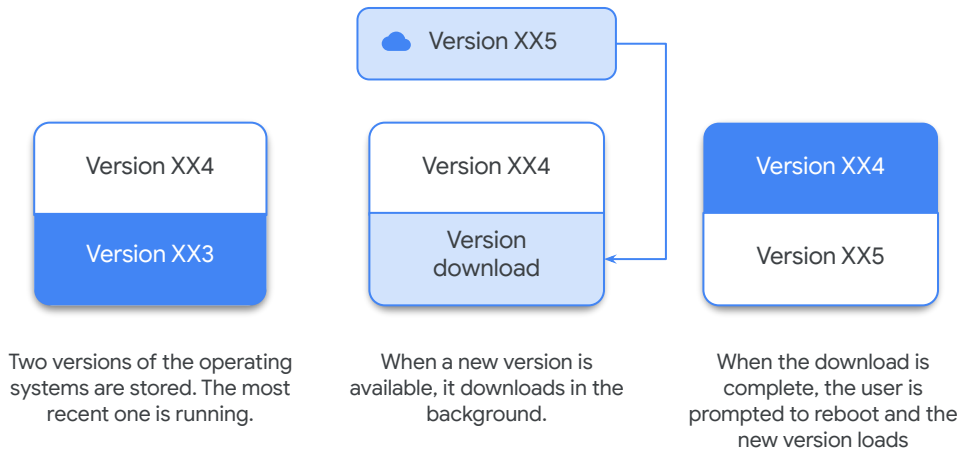Read our blog post to learn more and access our partner toolkit for new collateral, messaging frameworks and guides.

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Questions about Switching to Chrome

Each Chromebook has **two versions of the Operating System** stored! The most recent one is running. New versions of the Chrome Operating System are downloaded in the background, without disrupting the users work.

Version XX5

Version XX4

Version XX3

Version XX4

Version download

Version XX4

Version XX5

Two versions of the operating systems are stored. The most recent one is running.

When a new version is available, it downloads in the background.

When the download is complete, the user is prompted to reboot and the new version loads

To learn more about Chrome OS, read our one pager here

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Channel promotions

To celebrate Google's 22nd birthday we're offering a very special birthday promo! Until the 22nd of December, use promo code 'GOOGLE22' to receive 22% off Google Licensing when purchased together with any Chrome OS hardware from Synnex.

T&Cs Apply:

- Applies to new POs only
- Applies to Commercial and NFP SKUs only
- Hardware and licensing both must be on the same PO, for the same EU
- Offer ends on 22 December, invoice must be completed by this date
- For further T&Cs please see here or reach out to google@nz.synnex-grp.com

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Channel promotions

Buy any 30 Chromebooks on a single invoice within the Synnex Hero Deck range, get 25% off on a 24 bay Charging Trolley (Save $325 ex.GST)

T&Cs Apply:

- Purchase must be on single invoice
- Chromebooks purchased must be part of the Hero Deck range (at the end of this pack)
- Cannot be used in conjunction with any other Chrome promotion
- Offer valid until 31st December 2020. See here for T&Cs or contact your Synnex rep for more details

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Channel promotions
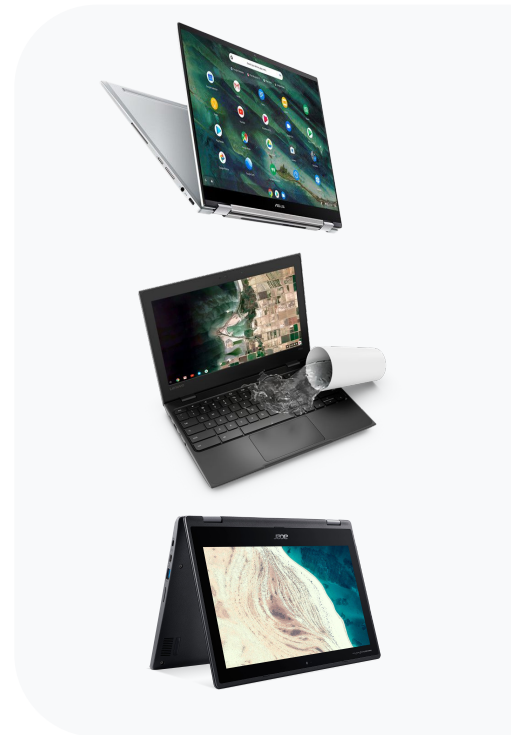
Buy any 30 Chromebooks/Chromeboxes get $1 ex.GST white glove service

T&Cs Apply:

- Purchase must be on single invoice
- Chrome devices purchased must be part of the Hero Deck range (at the end of this pack)
- Must be on one single domain.
- Cannot be used in conjunction with any other Chrome promotion
- Offer valid until 31st December 2020. See here for T&Cs or contact your Synnex rep for more details

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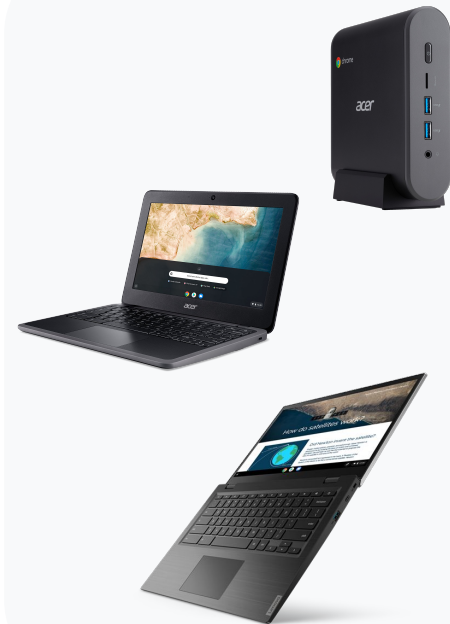
Channel **marketing**

Chrome Demo Day:

Watch on demand from December 4 or join our viewing party!

Join Chrome OS Demo Day and see the latest in apps, hardware and product solutions. Register here to join our local viewing party on December 9th, including prizes to be won! (If you're not available to to join us on the 9th please register here to watch the recording)

Chrome Enterprise has announced new solutions to help your customers accelerate their move to Chrome OS. We'd like to invite you to **Chrome OS Demo Day** to see these new solutions in action.

Tune in to

Discover who's ready for the cloud with the Chrome OS **Readiness Tool** demo and then find them the right device for the job.

Stay on task from anywhere with end-to-end productivity using **Parallels Desktop** and improved productivity features.

See how to drop ship devices with **zero-touch enrollment** and learn about our new partner program, Chrome Enterprise Recommended, that identifies optimized apps for Chrome OS.

Register here
today and see you online!

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Channel marketing

To coincide with Google's above-the-line Chromebook media campaign, Google for Education has created a [Chromebook Partner Promotion Kit,](#) featuring a suite of Chromebook marketing assets including EDM, landing page, digital banners, LinkedIn and Facebook posts.

Customise the assets with your logo, contact details and/or call-to-action, or drop copy and images into your own marketing assets.

These assets are perfect for use **now** during Buying Season and also for Back to School campaigns in Jan/Feb 2020.
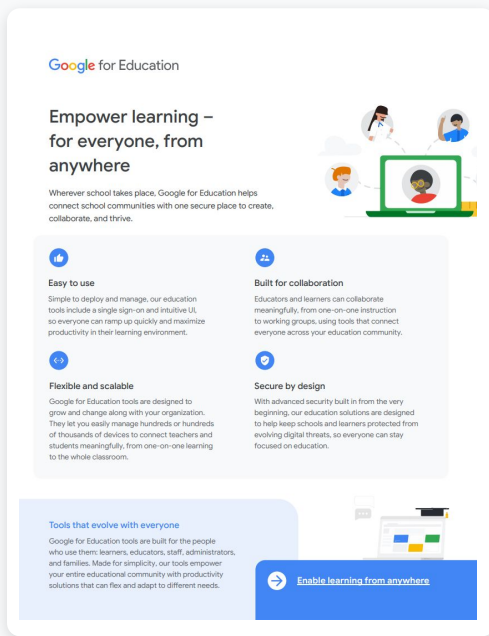
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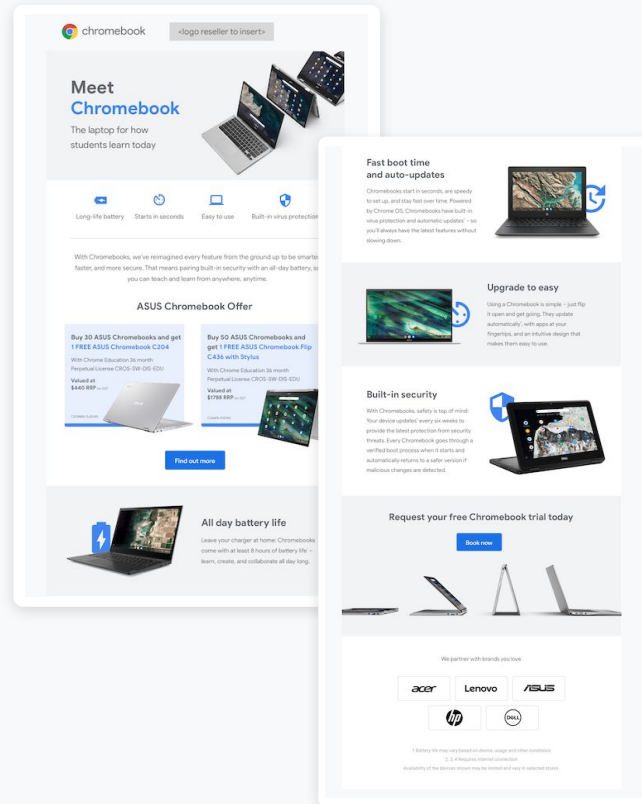
Channel marketing

Hot off the press, this [Google for Education overview brochure](#) outlines the ways in which Google can empower learning – for everyone, from anywhere. Featuring an overview of Google for Education offerings, as well as resource links for teachers and ITDMs, it's the perfect overview to share with your education customers.

Check out the Partner Advantage portal for more Google for Education resources.

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Channel marketing

Join us and hear from Daniel Kane, Chrome Enterprise Partner Success Engineer, as he teaches you to:

- Understand how to deliver a proof of concept for Chrome Enterprise

- Learn how to identify and document the functional and non-functional requirements, and how to scope a proof of concept

- Understand how to report on the success of the proof of concept, progressing the opportunity to the next stage

Register for our latest Chrome on Air for Partners webinar and watch on demand from November 12th as we dive into getting technical with Chrome proof of concepts.

Feel free to forward this invitation to your colleagues as well. If you have any trouble registering, please fill out this form.

Visit Chrome OnAir for Partners to access all webinars in this ongoing series.

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Register here

today and see you online!

Case Study

Xero, a cloud based accounting platform for small businesses, has 2 million subscribers, over 2,700 employees, and 20 offices around the globe. Xero recently adopted Google Grab and Go with Chrome Enterprise to help workers stay productive and mobile while giving them the opportunity to test out Asus Chromebooks. Click here to learn more about their journey.

If you would like to promote your Chrome Enterprise or Google for Education case study, please contact your Google Partner Manager
Download this case study to share with your prospects here.
Read the full Case Study here.

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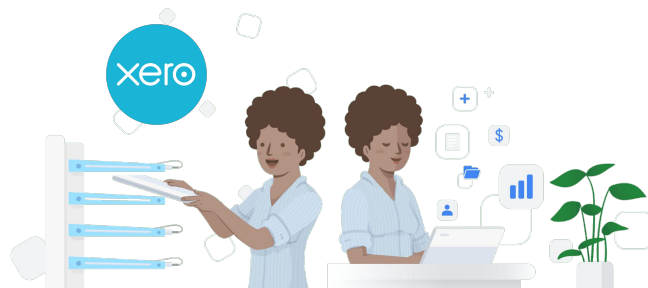
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Product News

Synnex New Zealand will continue to process all paid licensing orders throughout the Christmas period. Please expect slightly longer turnaround times.

For Chrome licensing under The Ministry of Education Program, licensing requests **will not be processed from 24th December till 4th January.** Please cater for additional wait times as each order goes through the appropriate auditing process. We thank you for your patience!

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Product News

Important Printing update.

Cloud print is being switched off so please contact your customers and help them migrate to the native printing apps in Chrome. Google Cloud Print will no longer be supported as of December 31, 2020.

Beginning January 1, 2021, devices across all operating systems will not be able to print using Cloud Print. For Chrome devices, admins can use the Admin console to set up CUPS for printing to local and network printers.

For more information and **for a list of print partners**, please see the help page here.

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Product News

To ensure a globally consistent pricing model, effective March 9, 2021 we will be updating the foreign exchange rate of Chrome Enterprise Upgrade, Chrome Education Upgrade, and Chrome Nonprofit Upgrade in local currencies across EUR, GBP, AUD and NZD.

There will also be a price increase for the Chrome Education and Nonprofit Upgrade.

You can learn more about why prices are being updated, what you as a partner need to do to prepare for these changes, and how you can message this to your customers by watching our on-demand webinar on Chrome OnAir for Partners.

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Stock Update: ACER

Synnex Code	Vendor Code	Screen Size	Specifications	SOH	On Order Qty	Next ETA	Standard Dealer Buy (ex.GST)	RRP (Incl.GST)	Stock status
CXI3(DT.Z11SA. 007-B22)	DT.Z11SA.007-B22		ACER CHROMEBOX CXI3 CELERON 3875U 1.9GHZ 4GB DDR4 32GB SSD HDMI USB2.0 USB TYPEC WIRELESS+BT CHROME OS 3YR WARRANTY	200+			$365.00	$599.99	In Stock
C733T-C9QK	NX.H8WSA.003	11.6"	ACER CHROMEBOOK C733T CELERON N4020 4GB DDR4 11.6"HD IPS 1366X768 TOUCH 32GB EMMC SD BT WIRELESS CHROME OS 3YR WAR	10+			$454.35	$699.99	In Stock
R752TN-C4XU	NX.HPXSA.001	11.6"	ACER CHROMEBOOK SPIN 511 R752TN-C4XU CELERON N4120 4GB 11.6"HD MULTI TOUCH STYLUS 32GB EMMC UHD USB3.1 HDMI OR VGA CHROME OS 1YR WAR	9			$511.96	$899.99	In Stock
C733-C98V	NX.H8VSA.004	11.6"	ACER CHROMEBOOK C733-C98V CELERON N4020 4GB DDR4 11.6"HD 1366X768 32GB EMMC SD BT CHROME OS 1YR WAR	100+			$342.39	$419.99	In Stock
C733-C08J	NX.H8VSA.003	11.6"	ACER CHROMEBOOK C733 CELERON N4120 4GB DDR4 11.6"HD 1366X768 32GB EMMC OP USB TYPEC/GEN 1 WIRELESS CHROME OS 1YR WAR	100+			$347.83	$499.99	In Stock

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For device availability, stock on hand and pricing, please contact your Synnex Account Manager

Stock Update: ASUS

Synnex Code	Vendor Code	Specifications	Notes	SOH	On Order Qty	Next ETA	Standard Dealer Buy (ex.GST)	RRP (Incl.GST)	Stock status
CHROMEBOX4-i7M8S128	90MS0252-M00140	ASUS CHROMEBOX4 i7-10510U/8G RAM/128G SSSD/ 1Y PUR		0	0	B2B Fulfilment only - 20 unit MOQ applies	$1,217.00	$1,679.00	No Stock
CHROMEBOX4-i5M8S128	90MS0252-M00130	ASUS CHROMEBOX4 i5-10210U/8G RAM/128G SSD/ 1Y PUR		0	0	Project Request Only	$895.00	$1,219.00	No Stock
CHROMEBOX4-i3M8S128	90MS0252-M00280	ASUS CHROMEBOX4 i3-10110U/8G RAM/128G SSD/ 1Y PUR		0	0	B2B Fulfilment only - 20 unit MOQ applies	$707.00	$929.00	No Stock
CHROMEBOX4-C1M4S64	90MS0252-M00110	ASUS CHROMEBOX4 - C5205U/4G RAM/64G eMMC/ 1Y PUR		0	0	B2B Fulfilment only - 20 unit MOQ applies	$513.00	$699.00	No Stock

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For device availability, stock on hand and pricing, please contact your Synnex Account Manager

Stock Update: Lenovo

Synnex Code	Vendor Code	Specifications	Notes	SOH	On Order Qty	Next ETA	Standard Dealer Buy (ex.GST)	RRP (Incl.GST)	Stock status
81MH000YAU-14e	81MH000YAU	Lenovo 14e Chromebook, AMD A4-9120C (1.60 GHz, 1 MB), 14.0 1920x1080 14.0 1920x1080, Google Chrome, 4.0GB, 1x32GB EMMC, Mineral Grey, Integrated AMD, QCA6174A(2x2)AC, 720p HD Camera, 3 Cell Li-Pol 57Wh, 1 Year Depot		200+			$350.52	$599.95	In Stock
81MA000SAU-100e	81MA000SAU	Lenovo 100e Chromebook 2nd Gen, Intel Celeron N4020 (1.10 GHz, 4 MB), 11.6 1366x768 11.6 1366x768, Google Chrome, 4.0GB, 1x32GB EMMC, Gray, Intel UHD 600, Intel9560ac+BT, 720p Camera , 3 Cell Li-Pol 42Wh, 1 Year Depot		0	0	Available on request	$319.59	$499.95	No Stock
82CD0000US-100e AMD	82CD0000US	LENOVO EDU 100E CHROMEBOOK 2ND GEN, AMD A4-9120C, 11.6", 4GB, 32GB EMMC, GRAY, AMD RADEON R4, GOOGLE CHROME, 1 YEAR DEPOT		200+	0		$302.06	$499.95	In Stock
82CE0007US-300E	82CE0007US	Lenovo 300e Chromebook 2nd Gen, AMD A4-9120C (2.40 GHz, 1 MB), 11.6 1366x768 11.6 1366x768, Google Chrome, 4.0GB, 1x32GB eMMC, Black, Integrated AMD Radeon R4, Intel9560ac+BT, 720p Camera , Micro SD CR, 3 Cell Li-Pol 42Wh, 1 Year Depot		200+	0		$396.91	$589.95	In Stock
81MC001EUS-500E	81MC001EUS	Lenovo 500e Chromebook 2nd Gen, Intel N4100 (1.10 GHz, 4 MB), 11.6 1366x768 11.6 1366x768, Google Chrome, 4.0GB, 1x32GB EMMC, Gray, Intel UHD 600, Intel9560ac+BT, 720p Camera , 3 Cell Li-Polymer, 1 Year Depot		0	0	Available on request	$474.23	$709.95	No Stock
82AQ0002AU-10e	82AQ0002AU	Lenovo 10e Chromebook/ Iron Grey/ 10.1" WUXGA (1920 x 1200) IPS/MediaTek MT8183 (up to 2.0GHz)/Integrated ARM Mali-G72 MP3 GPU / 4GB DDR4 1866MB/ 32GB EMMC/ 720P HD Camera/ No FPR/ Qualcomm QCA6174A 2x2AC + Bluetooth/ 3 Cell 57WH Internal/ 45W USB-C 3PIN/ Google Chrome/1 Year Depot		20+	200	mid Dec	$443.30	$659.95	In Stock
82AQ0003AU-10e	82AQ0003AU	Lenovo 10e Chromebook/ Iron Grey/ 10.1" WUXGA (1920 x 1200) IPS/MediaTek MT8183 (up to 2.0GHz)/Integrated ARM Mali-G72 MP3 GPU / 4GB DDR4 1866MB/ 32GB EMMC/ Camera Front 2.0MP / Rear 5.0MP/ No FPR/ Qualcomm QCA6174A 2x2AC + Bluetooth/ 3 Cell 57WH Internal/ 45W USB-C 3PIN/ Google Chrome/ 1 Year Depot		0	0	Available on request	$391.75	$579.95	No Stock

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For device availability, stock on hand and pricing, please contact your Synnex Account Manager

Stock Update: Google

Synnex Code	Vendor Code	Specifications	Notes	SOH	Standard Dealer Buy (ex.GST)	RRP (Incl.GST)	Stock status
PIXELBOOK-GO (GA00522-AU)-1PC	GA00522-AU	Pixelbook Go Enterprise, 1PC, 13.3"" FHD Touch, Intel Core i5, 8G RAM , 128G SSD, 2xUSB-C, 802.11 AC, Chrome OS, 2YR WTY (5 pcs per pack, MOQ 1 pack)	Special	30	POA	$1,599.00	In Stock

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For device availability, stock on hand and pricing, please contact your Synnex Account Manager

Google SKUs/Upgrade price

	Synnex Code	Google Licensing	Description	Licensing Term	End-User Type	Reseller Buy (ex GST) NZD	RRP (Inc GST) NZD
Hangout Meets Hardware Licensing	64721	CROS-CFM-SW-DIS-STD	GOOGLE HANGOUT MEETS HARDWARE (HMH) MANAGEMENT LICENSE - 12 MONTHS	12 Months	All	$287.00	$375.00
Chrome Enterprise Licensing	64887	CROS-SW-DIS-EDU	CHROME ENTERPRISE LICENSING FOR EDUCATION: PERPETUAL LICENSE	Perpetual	Education	$34.90	$49.00
	67320	CROS-SW-DIS-GRT	CHROME ENTERPRISE LICENSING - NOT FOR PROFIT (NFP) : PERPETUAL LICENSE	Perpetual	Not for Profit	$34.90	$49.00
	72191	CROS-SW-DIS-12MO-STD	CHROME ENTERPRISE LICENSING FOR BUSINESS: 12 MONTH LICENSE	12 Months	Commercial	$57.40	$75.00
	64886	CROS-SW-DIS-STD	CHROME ENTERPRISE LICENSING FOR BUSINESS: PERPETUAL LICENSE	Perpetual	Commercial	$172.00	$229.00
Chrome Education Licensing (MOE Project)	78330	CROS-SW-MNZ-DIS-EDU	CHROME EDUCATION LICENSING THROUGH MINISTRY OF EDUCATION - PERPETUAL	Perpetual	MOE	FREE FOR ELIGIBLE SCHOOLS	
Chrome Browser Support	81007	CROS-CBES-DIS-12MO-STD	CBES / Chrome Browser Enterprise Support: 12 month license (MOQ 1000 units)	12 Months	All	$4.52	$5.99

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For device availability, stock on hand and pricing, please contact your Synnex Account Manager

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 Team @ Synnex

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

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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.

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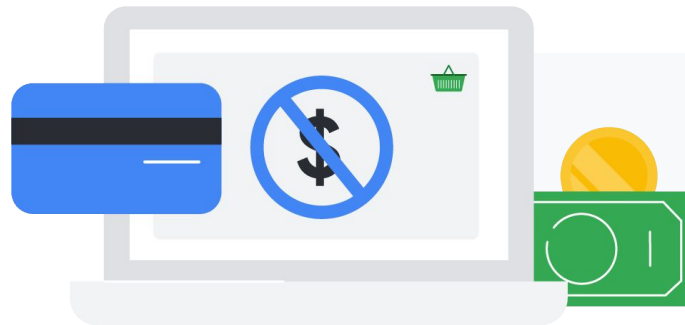
Key contact list

Order & invoicing enquiries

google@nz.synnex-grp.com

Synnex Google Sales

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

Synnex Google Site

https://www.synnex.com.au/GO/NZ/Google-Cloud/

Chrome Enterprise LinkedIn:

https://www.linkedin.com/showcase/chrome-enterprise/

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Thank you!