



Google Workspace

Google for Education

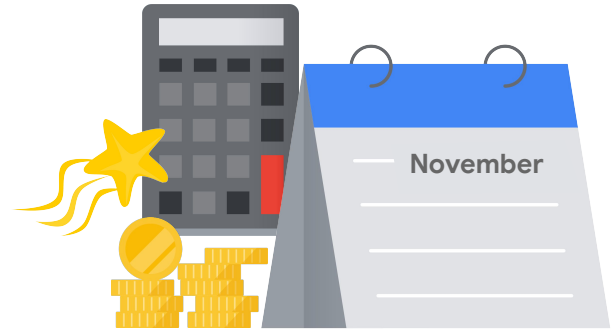
Google Workspace
for Education



Australian Reseller Update: November 2021

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

Channel marketing

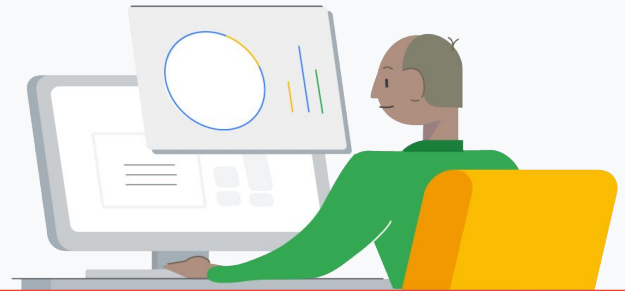
Synnex Google microsite

We have made major enhancements to the [Synnex Google microsite](#).

Be sure to bookmark google.synnex.com.au




Some of the key pages include;

- [Events calendar](#)
- [Partner learning path](#)
- [Services offered by Synnex](#)
- [Google Workspace for Education](#)
- And more!





Agenda







1 October update

-  Channel news
-  Promotions
-  Training





2 Chrome Enterprise & Google Workspace

-  Channel news
-  Channel marketing

3 Google for Education

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

4 Product launches & stock updates

-  Product launches
-  Stock updates
-  Pricing
-  Contacts

November Update

01

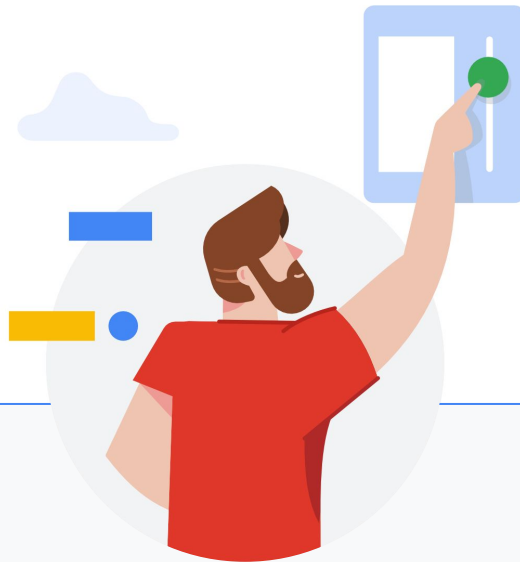
Channel news

Your Action is Required to continue selling Chrome!

Google Cloud has announced changes to Partner Advantage to expand our partner ecosystem with our strategic distribution partners and deliver the best experience for partners.

- Member level partners that currently buy through Synnex, or would like to buy through Synnex, will have the opportunity to achieve [2-Tier product Sell Authorization\(s\)](#) and advance in Partner Advantage.
- Promoted organizations will be eligible for Partner Advantage benefits via Google and Synnex, as indicated in the Partner Advantage Program Guide.
- Starting in January 2022, all organizations buying through Synnex must have achieved the required [2-Tier Sell Authorization\(s\)](#) for each product.

Get ahead of curve, and apply for your Sell Authorisation via [Partner Advantage Now!](#)



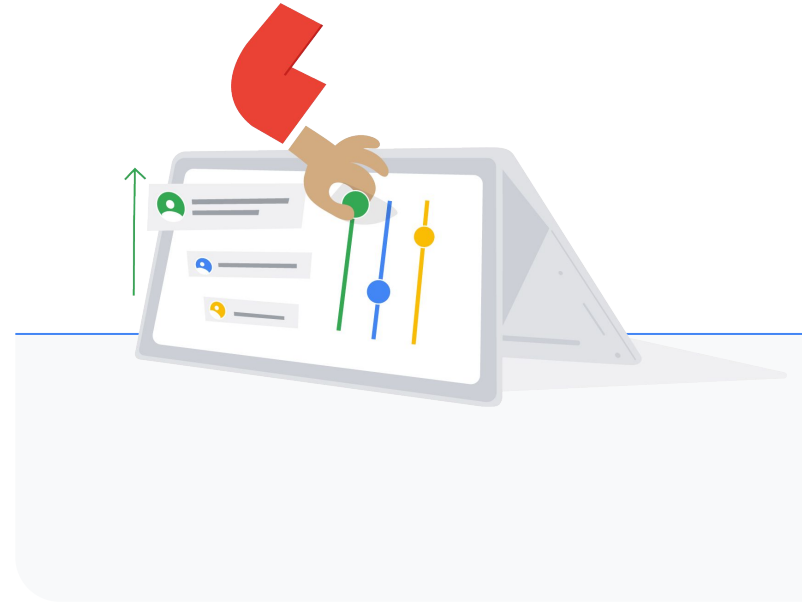
Channel news

Your Action is Required to be seen!

Do you want to be found? Seen in customer searches?

[Update your Partner listing](#) and apply to have Chrome expertise [listed as a filter](#). The more expertise badges = Prioritized listing in the Google Cloud Partner Directory.

Please note that Partners will need to have logged into the Partner Advantage Portal to access these links.



Channel news

Chrome Readiness IT Scorecard

Use the [Chrome IT Readiness Scorecard](#) (CRIS) tool to evaluate your prospects!

CRIS is a resource that helps you determine the technical readiness of a Chrome OS prospect. It consists of high-level technical questions across different categories where you provide a score from 0-3 relating to the prospect's environment. This generates an overall Chrome Readiness IT Score that indicates the prospect's technical readiness for Chrome OS.

You can leverage CRIS to:

- Identify whether a customer is going to be a good candidate for Chrome OS
- Scope the complexity of a Chrome deployment project
- Demonstrate to a customer the considerations that are important for a successful Chrome OS deployment
- Provide the necessary score when submitting a Partner Services Funds ([PSF](#)) request for a services engagement.

Get access to the tool [here](#).

Channel promotions

Free CloudM Solutions for the first 3 months

Receive CloudM's migration and management tool with Google Workspace. Get the most out of the cloud through migration, automation and administration.

Use the world's leading migration tool for Google Workspace and more.

Administrate and automate your IT admin so you can get more from your people, more for your money and a more secure future for your business

[Request a free trial here](#)

Zero touch, zero cost

Chrome OS zero touch enrolment (ZTE) is a streamlined way to automatically enrol compatible Chrome devices into a customer's domain once the device is turned on and connected to the internet.

Get zero-touch enrolment (ZTE) service free for Chrome devices* purchased together with Chrome Upgrade license at Synnex Australia.

[Enquire here](#) for more information on zero touch enrolment. [Terms and conditions apply](#). Device must be ZTE ready.

Channel promotions

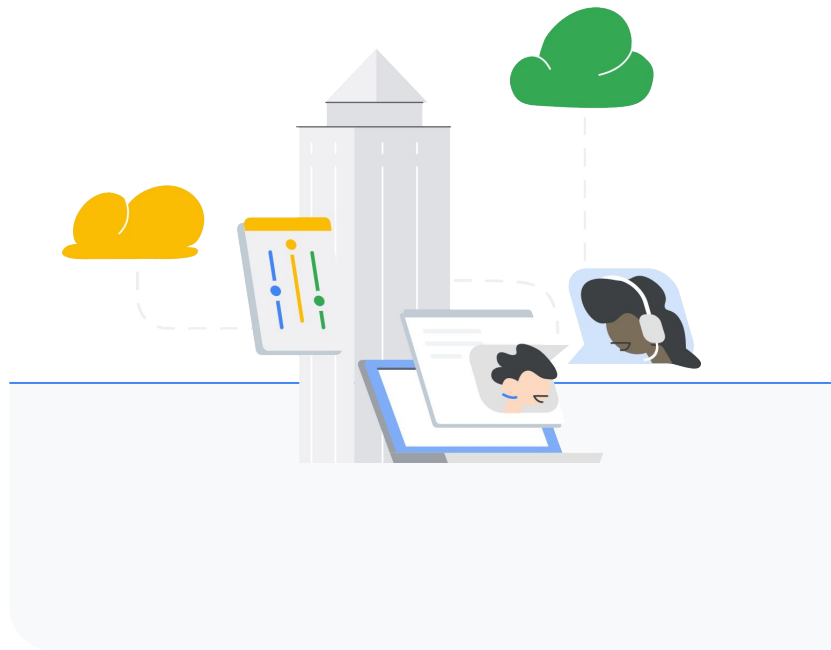
Start with CloudReady now!

Purchase **5+ Chrome Upgrade licences**, they'll receive an equal number of CloudReady annual licenses at no charge for the first year.

01. **Learn more:** Visit [this page](#) to learn more and determine eligibility ([watch video](#))
02. **Get started:** Complete the form to speak to the CloudReady team
03. **Complete your purchase:** Purchase 5 or more Chrome Enterprise or Chrome Education Upgrades via Synnex
04. **Install & deploy:** Start turning existing hardware into CloudReady devices!

Share this offer with your customers using these co-brandable one-sheets: [Enterprise](#) and [Education](#)

[Email template](#) to use with customers



Training

Partner Onboarding Training

Are you a new partner?

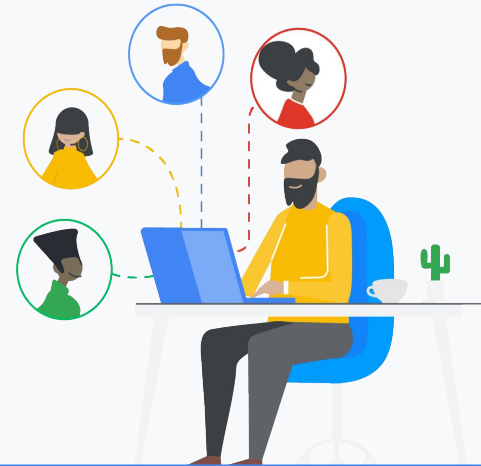
[Register now](#) for our next Partner Onboarding:

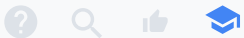
Date: 9th November, 2021

Designed to equip new Resellers to begin their journey with us!

Who should attend?

This training is **mandatory for new resellers** and an optional refresher for existing partners. We'll introduce Chrome Enterprise, Google for Education and share resources to support your success, including recommended next steps.





Training

Partner Technical Training

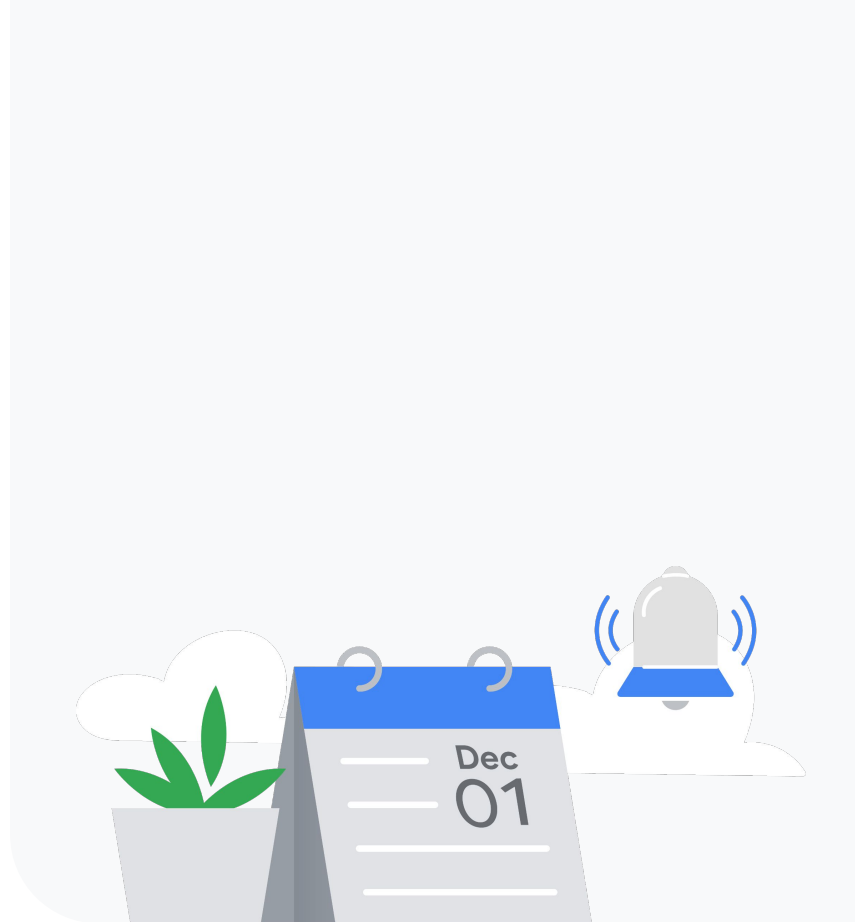
Pre Sales Technical training Level 1:
Evaluating Technical Readiness for Chrome OS

[Register now](#)

Date: 1st December, 2021

Who should attend? Pre-sales technical reps

This is the first step in our [Partner Learner Journey](#) of instructor-led courses. This session will NOT be recorded.



Chrome Enterprise & Google Workspace Update

Q2



What's new?

Feature highlights available with Chrome 94. See full release notes [here](#).

Chrome browser has officially moved to a **4-week stable channel**

Chrome browser

- What's new in Chrome
- An easier way to share
- Updated security visuals

Chrome OS

- Enhanced voices
- in select-to-speak
- Add desk labels to “Move tab to another window” menu
- Download scanning in camera app

Google Admin console

- Easily export browser list data
- Extension Version Pinning
- Read-only delegated admin
- Search by on-device policy name
- New additional policies



[\[PARTNER\] Chrome Enterprise Version Release Slides](#)



Channel news

Chrome OS Readiness Tool

This is a free, private tool to assess which Windows devices in your organisation are ready to switch to Chrome OS devices.

[Overview one-pager](#)

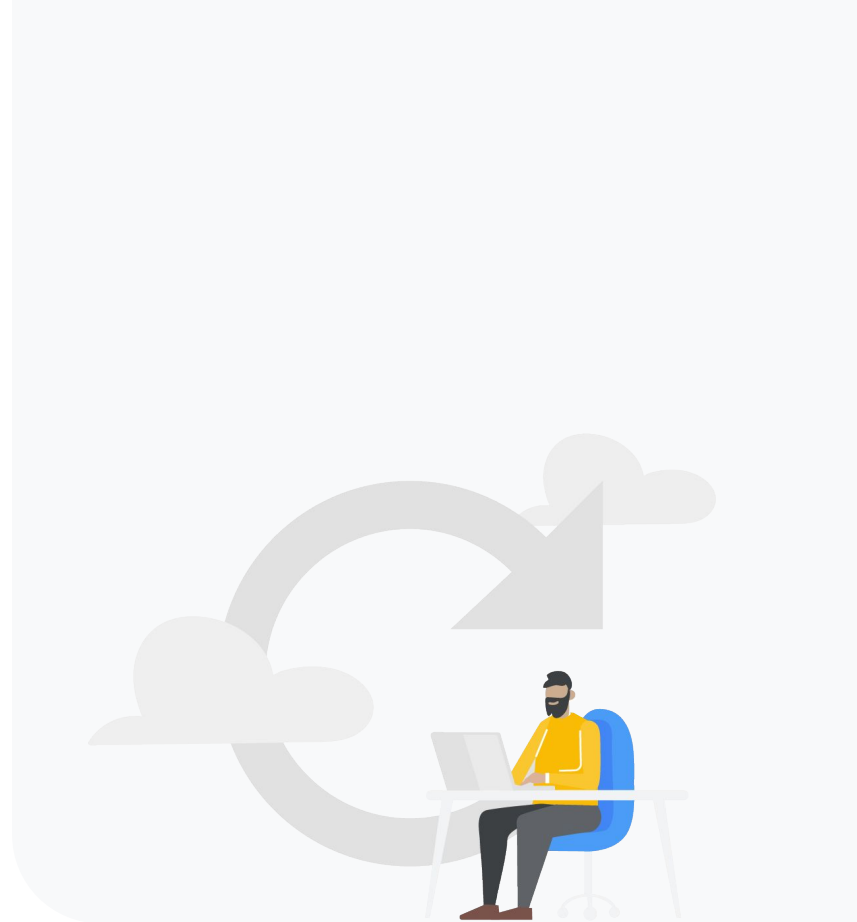
[Generating reports one-pager](#)

[Modifying apps one-pager](#)

[Download page](#)

[How to Deploy demo video](#)

[Configure Google Cloud Storage demo video](#)





Channel news

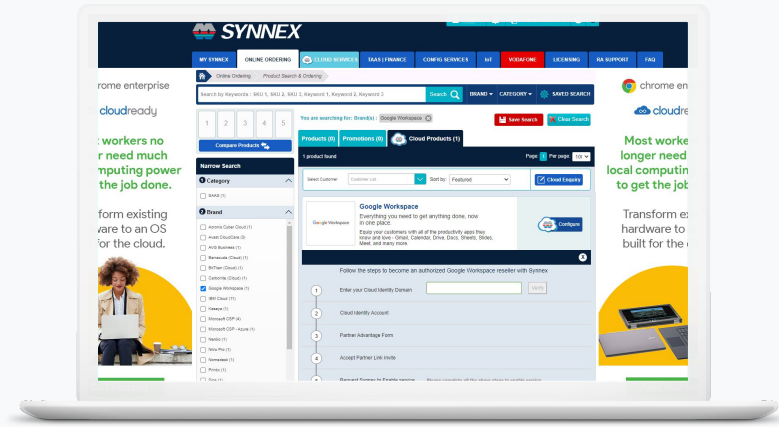
Google Workspace Cloud Marketplace now Live!

Synnex Australia has launched Google Workspaces' API integration in their Cloud Marketplace.

Synnex's Google partners can now authorise themselves as a Google Indirect Reseller Partner and enable them to provision and manage their Google Workspace service offerings to their customers through the Synnex B2B portal.



[Book in a live demo with Google Cloud Team](#)



Channel promotions

50% Off Device & License Bundles

Starter Kits for Chrome Enterprise

Chrome Starter Kits are still available for net-new Chrome Enterprise customers. As a refresher, the Starter Kit program is available for new customers wanting to test or set up a proof of concept.

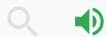
The Starter Kit Program gives you a 50% discount on the hardware and software RRP (selected hardware models based on stock availability). Reach out to your Synnex contact for more details, and nominate your customers via the form [here](#).

Expand your fleet now, while investing in future Chromebooks

During COVID-19, many customers require additional devices to support remote working, however due to budget and/or availability, they may not be able to access Chromebooks right away.

The Chrome Enterprise Upgrade transfer policy* allows customers who are using CloudReady as a temporary solution and purchased Chrome Enterprise Upgrade to enable the management capabilities to transfer the Chrome Enterprise Upgrade to a new Chromebook within a year.

[Learn how to transfer here.](#)



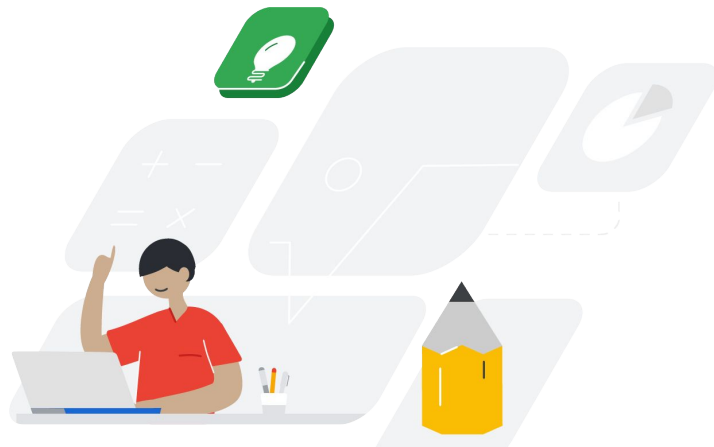
Channel marketing

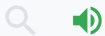
Updated Chrome OS Branding Guidelines

As announced in our Digital Partner Summit, we have refreshed our branding and messaging with a lean into the Chrome OS brand.

If you have any assets out in market, please review and refresh your assets to reflect the new branding. You can find the updated brand guidelines [here](#) and refreshed messaging and other brand elements [here](#)

Should you require any assistance and brand approvals for any co-branded Chrome OS assets, please email: chrome-enterprise-brand-approvals@google.com





Channel marketing

Secure and optimise contact centers with Chrome OS



We are pleased to announce our fully integrated solutions for Chrome OS to help customers across all verticals secure and optimise their contact centers. This announcement will be the start of a continued drumbeat to promote this use case. With Chrome OS and our thriving ecosystem, customers get:

1. **A modern, secure platform and remote management:** Chrome OS is a cloud-first, easy-to-manage operating system that can secure and optimize your contact center while supporting remote agents
2. **Validated contact center solutions:** Introducing new contact center solutions optimized for Chrome OS through a new solution track for [Chrome Enterprise Recommended](#) (CER). Welcome [8x8](#), [Edify](#), [Five9](#), [Genesys](#), [RingCentral](#), [Cisco and Vonage](#) to the CER program.
3. **Access to virtualization desktop infrastructure:** Assurance that Chrome OS and Citrix Workspace is now a [Citrix Ready verified solution](#) for contact center.
4. **Validated agent peripherals & devices:** New certified [Works With Chromebook](#) headsets and a thriving [Chrome OS device ecosystem](#).

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

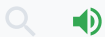
As part of this launch we are sharing new Contact Center assets and tools for partners. Please check them out below.

[One-pager](#)

[Solution Playbook](#)

[Use Case Toolkit](#)

[Updated Wayfinding Guides](#) (with Contact Center Use Case included)



Channel marketing

Watch on Demand: Chrome OS Global Digital Partner Summit

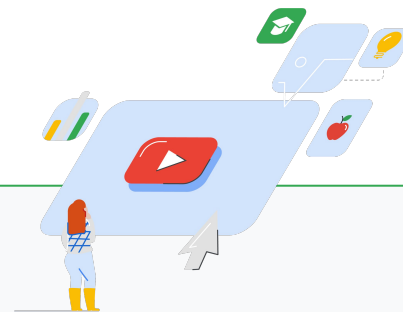
Thank you to those who tuned in and joined us at our Chrome OS Global Digital Partner Summit!

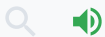
In case you missed it, here are some key takeaways from the event:

- Our focus in 2021 and beyond is on unrivaled security, worry-free management, and tailored solutions to meet the needs of our customers.
- Security is one of our biggest investment areas and where we have strong differentiation, especially since there have been no reported ransomware attacks ever on a Chrome OS device.
- Chrome OS has a strong product market fit across hybrid work, contact center, and virtualization, and we plan to continue our product and marketing investments in these areas.
- We introduced the new Chrome OS logo and explained how it should be used, plus guided you through how to create your Chrome OS Services Portfolio and shared [resources](#) to get started.

If you'd like to revisit the insights of the day or share the [link](#) with your team, the event is now available on demand.

Feel free to forward this invitation to your colleagues as well. If you have any trouble registering, please fill out this [form](#). Visit our [Chrome OnAir for Partners page](#) to access all Chrome Enterprise partner webinars.





Channel marketing

Watch on Demand: How Chrome OS keeps businesses secure, wherever their employees may work

Register for Chrome OnAir for Partners webinar and **watch on demand:**

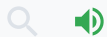
[How Chrome OS keeps businesses secure, wherever their employees may work.](#)

Join Loren Hudziak, Chrome Customer Engineer, and Bayo Olotu, Chrome Program Manager, in this live session to:

- Get an overview of Chrome OS and Chrome security features
- Understand how to harden endpoint security
- Learn about additional security protections, such as zero trust and data loss prevention with BeyondCorp Enterprise

Feel free to forward this invitation to your colleagues as well. If you have any trouble registering, please fill out this [form](#). Visit our [Chrome OnAir for Partners page](#) to access all Chrome Enterprise partner webinars.





Channel marketing

Watch on Demand: Addressing the challenges of today's hybrid workplace

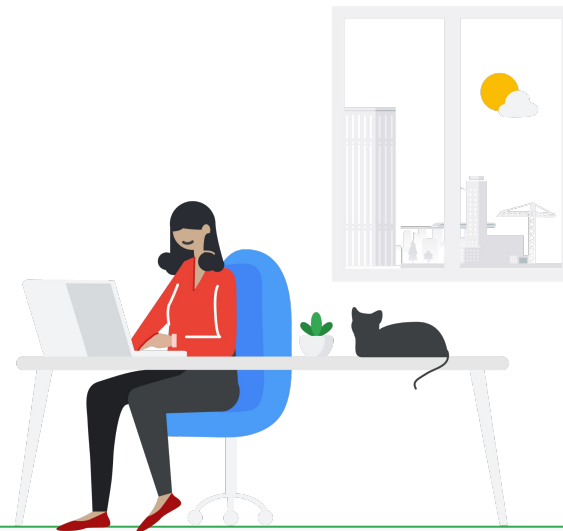
Register on Chrome OnAir and **watch on demand:**

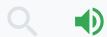
[Addressing the challenges of today's hybrid workplace](#)

Organisations have been in a state of change and transformation as they re-imagine what work will look like in the post-pandemic future. In this session, we will discuss how to help workplace leaders prepare for embracing a hybrid workplace and to position your organisation for a blend of at-home and in-office work.

Join John Maletis, Head of Product, Engineering, & UX or Chrome OS, and Jose Pastor, VP Product Management Google Workspace in this session to hear how Google is thinking about its return to office technology strategy.

Feel free to forward this invitation to your colleagues as well.





Channel marketing

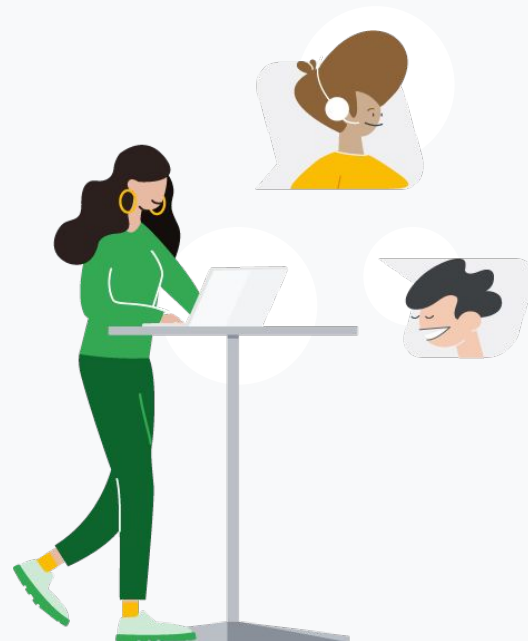
Make an impact with Chrome OS

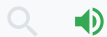
Do you have Not-For-Profit customers you'd like to support to do more with less?

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





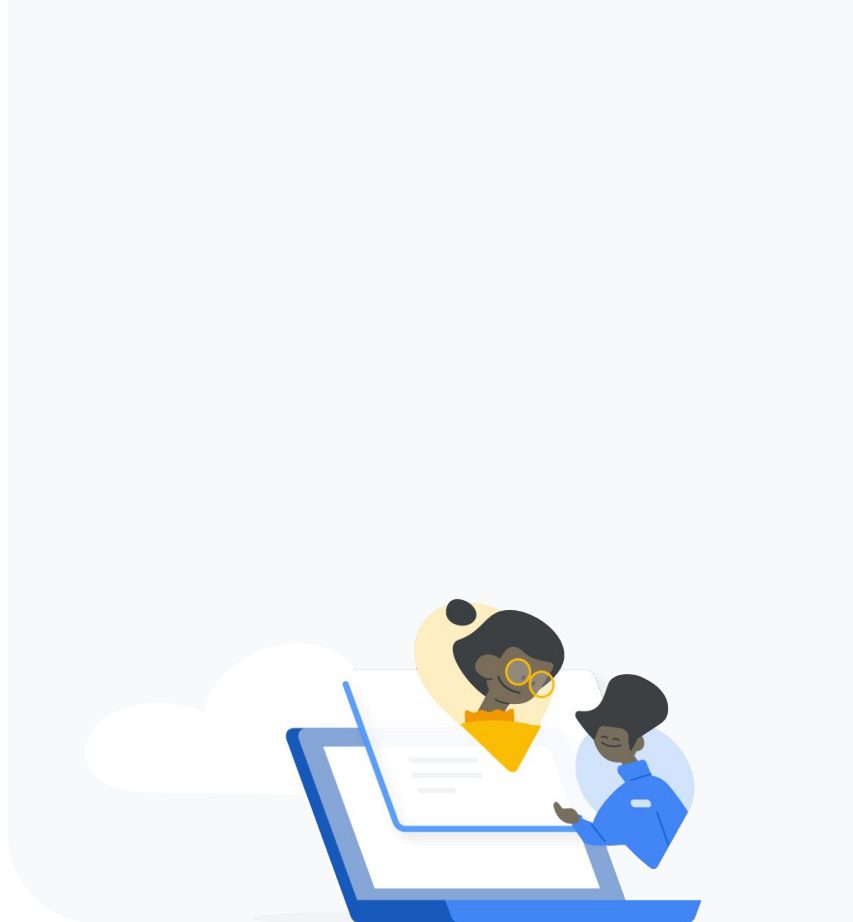
Channel marketing

Chrome Enterprise: Webinar in a box

We're excited to share our new webinar in a box pack which provides insights into best practices, different Chrome OS narratives and guidelines for hosting and shooting the optimum Chrome Enterprise webinar to your customers



Click [here](#) to access the pack



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 news

NEW! Google for Education Partner Sales Playbook

Check out the new Google for Education Sales Playbook

This Google for Education Partner Sales Playbook has been developed for Google for Education resellers, to provide easy access to information and resources to assist with every step of the sales process.

-  Identify
-  Close
-  Qualify
-  Deploy
-  Validate



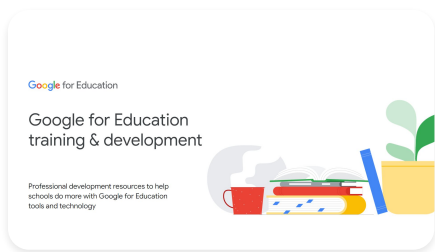
[View Google for Education Partner Sales Playbook](#)

Channel news

NEW! Google for Education Training & 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 Training & Development Pack](#)



For Teachers

- 1 Learn to use Google tools
- 2 Develop and share expertise
- 3 Get inspired by fellow educators
- 4 Help students develop practical skills



For Education Leaders

- 1 Track your progress
- 2 Find experienced training partners

Channel news

Supporting Diversity, Equity & Inclusion in Education

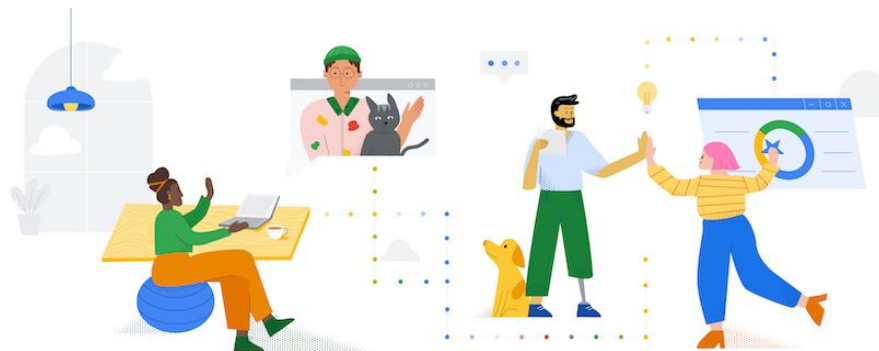
Visit the Partner Advantage Diversity, Equity & Inclusion Hub

Google believes that by coming together, we can meaningfully promote fairness, representation, and allyship.

As a first step, Google for Education has launched a new education section on the [Partner Advantage Diversity, Equity and Inclusion Hub](#) for content and insights specific to supporting schools and education institutions everywhere. We also invite you to take our anonymous [two-question survey](#) to share what's important to you.



[Visit Diversity, Equity & Inclusion Hub](#)



Channel news

Reflections on Remote Learning

The Google for Education team is constantly asking how they can make online, hybrid, and in-the-classroom education as immersive, effective, and inclusive as possible. In the article, [“Enabling Student Success: What We’re Learning From Distance And Hybrid Education”](#) Shantanu Sinha, Director of Google for Education, shares five lessons that Google for Education and its customers have learned from distance and hybrid learning.

[→ Read Article](#)



Channel news

Be Found on the Google for Education Website

We're excited to announce the launch of a new [partner page](#) on edu.google.com to help end users connect with a local partner who can provide Google for Education products and services.



Speak to your Partner Manager if you're not showing up in this directory, or it needs to be updated.



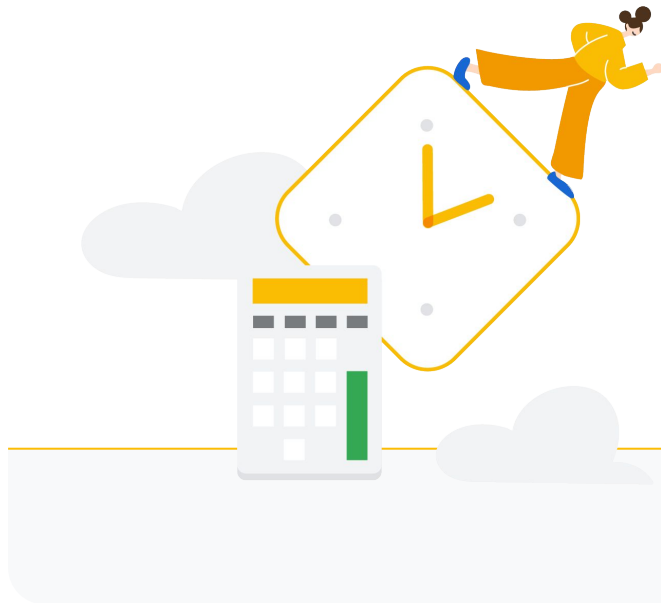
Channel news

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 promotions

Cash up with Chromebooks

Get rewards from ASUS when you sell Chromebooks!

20-30 unit deal claim \$50


31-60 unit deal claim \$100

61 - 100 unit deal claim \$200

100+ unit deal claim \$300

Participate in 3 easy steps

1. Register your Chromebook Education opportunity with ASUS between 04/10/2021 and 31/12/2021
2. Win the opportunity and purchase stock from Synnex Australia between 04/10/2021 and 31/01/2022
3. Register your VISA card claim by completing the [claim form](#)



chromebook | ASUS | BUSINESS Education

ASUS Chromebook promotion

CASH UP WITH CHROMEBOOKS

Get rewards from ASUS when you sell Chromebooks:

20-30 unit deal	\$50
31-60 unit deal	\$100
61-100 unit deal	\$200
100+ unit deal	\$300





Participate in 3 easy steps:

1. Register your Chromebook Education opportunity with ASUS between 4/10/21 and 31/12/2021
If you're not registered as an opportunity, please contact your ASUS Business development manager to register through ASUS Business development manager.
2. Win the opportunity and purchase stock from Synnex Australia between 4/10/21 and 31/01/22
Product, quantity and date of invoice will be verified based on official invoice Australia will use as proof.
3. Register your Visa card claim by completing a claim form
Claim form will be required by 01/02/2022 at <http://www.asus.com/au/cashup/> or by using the QR code located below.

ASUS Chromebook Flip C430

For more information about ASUS in Education, reach out to us:

<p>Tony Hooper General Business Manager 0891 071 044 tony.hooper@asus.com</p>	<p>Dominic Torne General Business Manager 0891 071 044 dominic.torne@asus.com</p>	<p>Vanessa Casado General Business Manager 0891 071 044 vanessa.casado@asus.com</p>	<p>Jim Lee General Business Manager 0891 071 044 jim.lee@asus.com</p>	<p>Leon Blumhan General Business Manager 0891 071 044 leon.blumhan@asus.com</p>
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asus.com.au | FOLLOW US ON    

Channel promotions

Still Open - ASUS Chromebook Seeding/Trial Program

- Invite your Education customers to participate in the ASUS Chromebook free trial program
- Choice of two devices - C204 or C214
- Communicate to your prospect database
- Generate leads
- Qualified registrants get to KEEP the device
- BONUS Google Professional Development with each unit
- Dedicated landing page with T&Cs at www.asuseducation.com.au
- EDM content and assets provided by ASUS to enable your EDM build
- Contact your Synnex representative to get onboard

ASUS CHROMEBOOK FREE TRIAL PROGRAM

Simple, fast and effective. That's what ASUS Chromebooks are all about. For a limited time, ASUS is giving you the opportunity to discover just how Chromebooks can take learning to the next level. Register now for your **FREE** ASUS Chromebook trial unit & **BONUS** Google Professional Development course!

ASUS CHROMEBOOK C204	OR	ASUS CHROMEBOOK C214
<ul style="list-style-type: none">• Intel® Celeron® N4020 Processor 10 GHz (4M Cache, up to 2.8 GHz, 2 cores)• 4GB SDRAM / eMMC 128GB• 15.6" HD display• 90 degree hybrid hinge		<ul style="list-style-type: none">• Intel® Celeron® N4020 Processor 10 GHz (4M Cache, up to 2.8 GHz, 2 cores)• 4GB SDRAM / eMMC 128GB• 15.6" HD touch display with stylus• 90 degree hinge

Why ASUS for Education? | Chromebook Range | Chromebook Selector Guide | ASUS Premium Care Services | Meet the ASUS Team | Google Professional Development

Channel promotions

Device as a Service - now available for Google solutions

Simplify your IT lifecycle management with Google DaaS

With flexible plans starting from \$18.20 per month you can easily move from CAPEX to OPEX, to remain competitive by offering a tailored solution to your education clients under a single monthly bill, securing the deal from your competition as well as earning you upfront margins.

→ [Learn more](#)



Starting from \$18.20 per device per month*

*Terms and conditions apply.



Channel promotions

Win a Red Balloon Experience Voucher

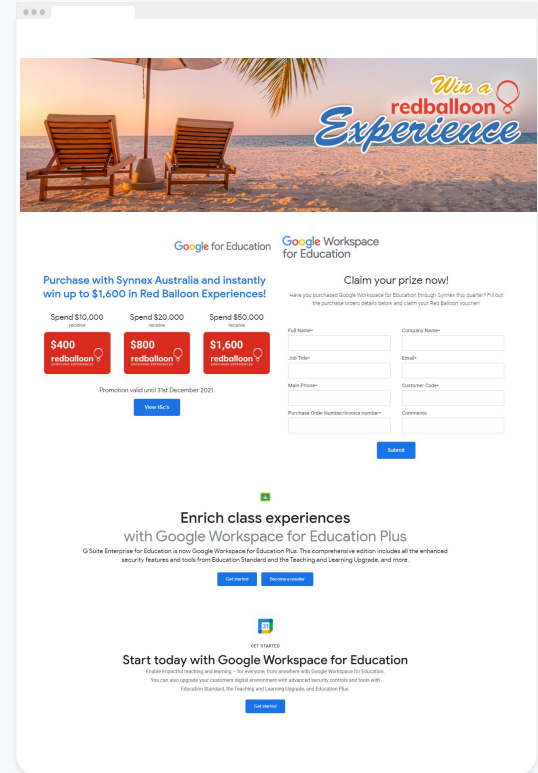
Purchase with Synnex Australia and instantly win up to \$1,600 in Red Balloon Experiences!

Promotion tiers:

- \$10,000 TCV: \$400
- \$20,000 TCV: \$800
- \$50,000 TCV: \$1,600

Terms and conditions apply.
Promotion valid until 31st Dec

[→ Learn more](#)



Channel marketing

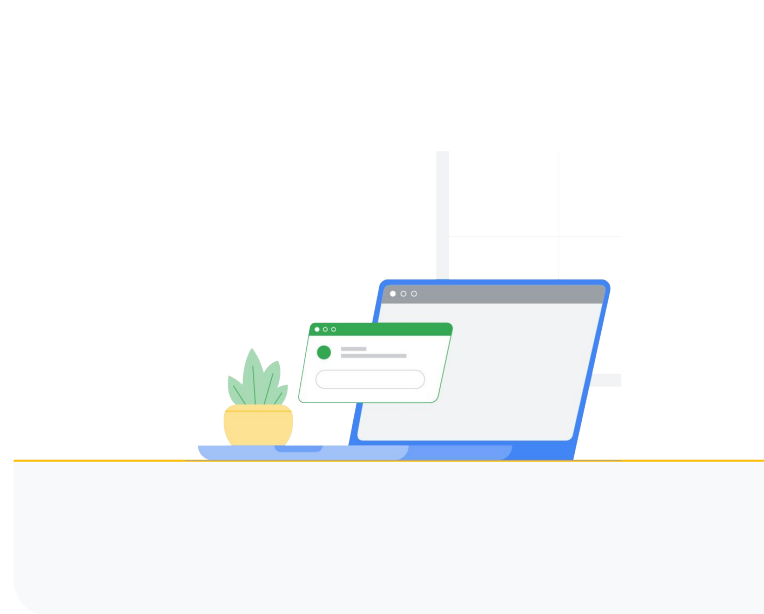
Upsell Opportunity!

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 trialled GSEfE eventually purchased it. We expect this trend to continue in 2021.

[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.

Action: Incorporate this into your sales motions and marketing campaigns as a key call to action.



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

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 now.

Google for Education

Selecting the right
Chromebook for
your school, staff
and students



Free case study creation!

Boost your business!

Google for Education is teaming up with OneAffiniti, our global Channel Marketing Agency, to develop tailored case studies, based on *your* success stories, to showcase *your* business.

Did you know that customer reviews or testimonials can help grow business revenue by more than 60%?

As well as building trust and legitimacy, real-life customer case studies help to create a sense of “humanness” for clients who may only ever interact with your business digitally. Adding real faces and names to situations your customers can relate to, inspires confidence that, as a business, you’ll be there when your client needs help and support.

[Click here](#) to register your interest and ask OneAffiniti any questions you might have. The best part for you and your business? It’s **FREE**.

We can’t wait to hear your stories!



To help you engage with your end-users, we’re creating tailored case studies, featuring your most successful Google for Education projects, for you to use as marketing collateral on your website and in social campaigns.

How does it work?

Providing all the tools you need, OneAffiniti will guide and support you as you approach customers with great stories to tell. Once onboard, OneAffiniti takes the reins to conduct a short interview with your customers and then creates marketing assets that you will receive built and ready to go, including:

- Case study as PDF and JPG
- Social posts
- Web banner
- Landing page header image

Case study

From an outdated to an elevated learning environment

From a small fry to big fish:

How one small college shrugged off the past and embraced technology

If you would like to promote your Google for Education case study, we'll support you to create one for free! Please [click here](#) to register your interest!



[Read now](#)



From an outdated to an elevated learning environment

How one small college shrugged off the past and embraced technology.



Training

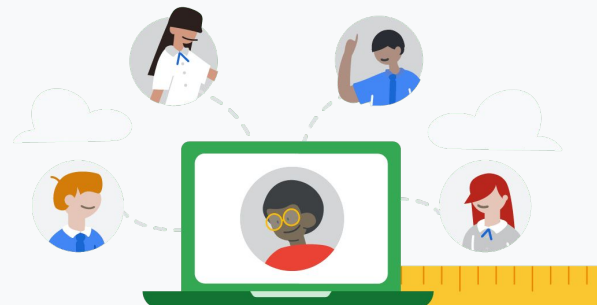
Partner Briefings

Join us for monthly partner briefings to help you get the most out of [Google Workspace for Education](#).

Each session will provide updates on various topics, including:

- Product roadmaps and new feature deep-dives
- Customer messaging and positioning - the sales pitch
- Customer success stories
- Training opportunities
- Competitive insights and industry perspectives
- And more!

➔ [Register now](#)



Training

Synnex, Google Workspace Monthly Forum Discussion

Join us for our last monthly forum session for 2021!

9 November 2:00 - 2:45PM (AEDT)

We encourage all new and existing partners to join these sessions as we speak about Google Workspace as your chosen productivity and collaboration tool for your customers, business, staff and schools.

Use this final session to ask the team at Synnex questions on how to take that next steps on getting your customers onboard with Google Workspace and Google Workspace for Education.

Prepare your staff and customers for 2022!



[Register now](#)

Attend and participate for your chance to win a Google Hub Nest Max at each session!



Joseph Khoury
Google Workspace Specialist



Ryan Hosken
Pre Sales Technical Analyst



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

End User Training

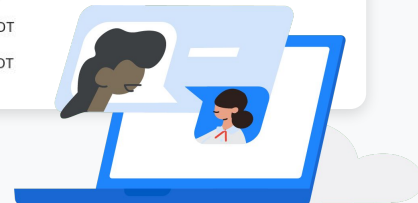
Attention all Education Resellers! We have scheduled a recurring monthly customer Google for Education info session you are welcome to attend and invite your prospects/customers to.

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

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

To which session(s) would you like to receive an invitation to attend?

- Register me for the whole year!
 - 3 March, 3:30pm AEDT / 5:30pm NZDT || What's new with Google for Education || Description: Join us to uncover some of the key announcements around product and feature updates coming to Google Workspace for Education and Chromebooks in 2021
- 31 March, 3:30pm AEDT / 5:30pm NZDT
- 5 May, 3:30pm AEST / 5:30pm NZST
- 2 June, 3:30pm AEST / 5:30pm NZST
- 23 June, 3:30pm AEST / 5:30pm NZST
- 28 July, 3:30pm AEST / 5:30pm NZST
- 25 August, 3:30pm AEST / 5:30pm NZST
- 15 September, 3:30pm AEST / 5:30pm NZST
- 20 October, 3:30pm AEDT / 5:30pm NZDT
- 24 November, 3:30pm AEDT / 5:30pm NZDT
- 15 December, 3:30pm AEDT / 5:30pm NZDT



Training

Product Training Series

Over 50 new features were announced at Learning with Google. You and your customers are invited to check out our 21-part product training series to dive deeper into what we announced, and learn how to use the new features in 30-minute, demo-based sessions.

[Register today](#) and promote the series with your customers using this [asset](#).



Product Launches & Stock Updates

04

Product launch

The brand new ASUS Chromebook Flip available now!



ASUS Chromebook Flip CX5 Series for Enterprise. Enterprise License Included!

The new ASUS Chromebook Flip CX5 is now available at Synnex! Click [here](#) to learn more

Stock Code	Description	Reseller Buy (A\$ ex)	MSRP (A\$ inc)
CX5400FMA-AI0019-ENT	Asus Chromebook 14 FHD Touch, I5-1130G7, 8GB, 128GB PCIE, ZTE, Stylus, Enterprise License, 1x USB-A 2xThunderbolt 4, Chrome OS 1 YR PUR	\$1350.00	\$1799.00

Product launch

The brand new ASUS Chromebook Detachable CM3 available now!

ASUS Chromebook CM3

The new ASUS Chromebook CM3 is now available at Synnex! Click [here](#) to learn more



Stock Code	Description	Reseller Buy (A\$ ex)	MSRP (A\$ inc)
CM3000DVA-HT0028	CHROMEBOOK 2-IN-1, MediaTek M8183, CHROME OS, 10.5" WUXGA, Touch w/Stylus, 4G DDR4, 64G eMMC, DUAL CAM (HD&5M), KB&MAGIC STAND, 1 YR PUR	\$550	\$749
CM3000DVA-HT0032	CHROMEBOOK 2-IN-1, MediaTek M8183, CHROME OS, 10.5" WUXGA, Touch w/Stylus, 4G DDR4, 128G eMMC, DUAL CAM (HD&5M), KB&MAGIC STAND, 1 YR PUR	\$590	\$799



Product launch

The brand new ASUS Chromebox 4 Fanless available now!

ASUS Chromebox 4 Fanless

The new ASUS Chromebox 4 Fanless is now available at Synnex! Click [here](#) to learn more



Stock Code	Description	Reseller Buy (A\$ ex)	MSRP (A\$ inc)
CHROMEBOX4F-C1M4S64	ASUS Fanless Chromebox, C5205U, 4GB, 64G, ZTE, 3 Yrs OSS NBD	\$618	\$849
CHROMEBOX4F-I3M8S128	ASUS Fanless Chromebox, i3-10110U, 8GB, 128G, ZTE, 3 Yrs OSS NBD	\$799	\$1049



Stock update: ASUS (1/3)

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
C204MA -GJ261-ZTE	90NX02A1-MO 4990	CHROMEBOOK,CEL N4020, CHROME OS, ZTE Ready, 11.6" HD, Rugged, 4GB DDR4, 32G eMMC, HD CAM, 2 x USB 3.2, 2 x USB-C, DARK GREY, 1 YR PUR	200+	\$ 377.00	\$ 499.00			In Stock
C204MA -BU0250-ZTE	90NX02A1-MO 4960	CHROMEBOOK, CEL N4020, CHROME OS, ZTE ready, 11.6" HD Touch, 4GB DDR4, 32G eMMC, HD CAM, 2 x USB 3.2, 2 x USB-C, DARK GREY, 1 YR PUR	22	\$ 430.00	\$ 549.00			In Stock
C214MA -BU0353	90NX0291-M04 140	CHROMEBOOK FLIP, CEL N4020, CHROME OS, 11.6" HD Touch, Rugged, 4GB DDR4, 64G eMMC, DUAL CAM (HD&5M), 1 x USB 3.2, 2 x USB-C, GREY, 1 YR PUR	100+	\$ 429.00	\$ 599.00			In Stock
C214MA -BW0266-ZTE	90NX0291-M06 040	CHROMEBOOK FLIP, CEL N4020, CHROME OS, ZTE Ready, 11.6" HD Touch w/Stylus, Rugged, 4GB DDR4, 32G eMMC, DUAL CAM (HD&5M), 1 x USB 3.2, 2 x USB-C, GREY, 1 YR PUR	50	\$ 590.00	\$ 699.00			In Stock
CM3000DVA-HT 0028	90NX03L1-M00 310	CHROMEBOOK 2-IN-1, MediaTek M8183, CHROME OS, 10.5" WUXGA, Touch w/Stylus, 4G DDR4, 64G eMMC, DUAL CAM (HD&5M), KB&MAGIC STAND, 1 YR PUR	50	\$ 550.00	\$ 749.00			In Stock
CM3000DVA-HT 0032	90NX03L1-M00 350	CHROMEBOOK 2-IN-1, MediaTek M8183, CHROME OS, 10.5" WUXGA, Touch w/Stylus, 4G DDR4, 128G eMMC, DUAL CAM (HD&5M), KB&MAGIC STAND, 1 YR PUR	29	\$ 590.00	\$ 799.00			In Stock

Stock update: ASUS (2/3)

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
C403NA-FQ0017	90NX01P1-M00200	CHROMEBOOK, CEL N3350, CHROME OS, 14.0" HD, Rugged, 4GB DDR4, 32G eMMC, HD CAM, 2 x USB 3.2, 2 x USB-C, DARK GREY, 1 YR PUR	1	\$ 341.00	\$ 489.00	Last buy		In Stock
C433TA-AJ0121	90NX02G1-M01220	CHROMEBOOK FLIP, M3-8100Y, CHROME OS, 14.0" FHD Touch, 8GB DDR3, 64G eMMC, HD CAM, 1 x USB 3.2, 1 x USB-C, SILVER, 1 YR PUR	100+	\$ 667.00	\$ 949.00			In Stock
C436FA-E10234	90NX0PS2-M02610	CHROMEBOOK FLIP, i3-10110U, CHROME OS, 14.0" FHD Touch w/Stylus, 8GB DDR3, 128GB SSD, HD CAM, 2 x USB-C, SILVER, 1 YR PUR	0	\$ 1,075.00	\$ 1,599.00	EOL. Replaced by CX5400FMA-A10041 launching in Oct		No Stock
C436FA-E10194	90NX0PS2-M02190	CHROMEBOOK FLIP, i5-10210U, CHROME OS, 14.0" FHD Touch w/Stylus, 8GB DDR3, 128GB SSD, HD CAM, 2 x USB-C, SILVER, 1 YR PUR	9	\$ 1,224.00	\$ 1,749.00	Last Buy		In Stock
C436FA-E10326	90NX0PS2-M03620	CHROMEBOOK FLIP, i7-10510U, CHROME OS, 14.0" FHD Touch w/Stylus, 16GB DDR3, 512GB SSD, HD CAM, 2 x USB-C, SILVER, 1 YR PUR	0	\$ 1,409.00	\$ 1,999.00	EOL. Replacement TBC		No Stock

Stock update: ASUS (3/3)

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
CHROMEBOX4-C1M4S64	90MS0252-M00110	Chromebox 4 - CEL-5205U, 4GB DDR4, 64GB eMMC, 3xUSB 3.1, 2xUSB 2.0, 1xUSB-C, 2xHDMI 2.0, 1xRJ45, Integrated GPU, WiFi AX201, BT 5.0, NO KBM; 3YR OSS	0	\$ 480.00	\$ 629.00		80 units in 15/Oct	No Stock
CHROMEBOX4-i3M8S128-PCle	90MS0252-M01090	Chromebox 4 - i3-10110U, 8GB DDR4, 128GB PCIE, 5 x USB 3.1, 1x USB-C, 2 x HDMI 2.0, 1x RJ45, Integrated GPU, WiFi AX201, BT 5.0, NO KBM; 3YR OSS	0	\$ 660.00	\$ 819.00		60 units ETA in Dec	No Stock
CHROMEBOX4-i7M8S128-PCle	90MS0252-M01110	Chromebox 4 - i7-10510U, 8GB DDR4, 128GB PCIE, 5 x USB 3.1, 1x USB-C, 2 x HDMI 2.0, 1x RJ45, Integrated GPU, WiFi AX201, BT 5.0, NO KBM; 3YR OSS	0	\$ 1,150.00	\$ 1,499.00		30 units ETA: 15/Oct	No Stock
CHROMEBOX4F-C1M4S64	90MS0281-M00120	ASUS Fanless Chromebox, C5205U, 4GB, 64G, ZTE, 3 Yrs OSS NBD	1	\$618.00	\$849.00			In Stock
CHROMEBOX4F-i3M8S128	90MS0281-M00090	ASUS Fanless Chromebox, i3-10110U, 8GB, 128G, ZTE, 3 Yrs OSS NBD	14	\$799.00	\$1049.00			In Stock

Stock update: HP

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
CHROME11(408H5PA)	408H5PA	HP Chromebook 11 EE G9, 11.6" HD, Celeron N4500, 4GB, 32GB eMMC, Chrome64, Jet Black, 1Yr RTB Warranty	100+	\$479.00	659.00			In Stock
CHROMEX360(408L5PA)	408L5PA	HP Chromebook x360 11 G4, 11.6" HD Touch, Celeron N4500, 8GB, 64GB eMMC, Chrome 64, Pen, Cam, Jet Black, 1Yr RTB Warranty	100+	\$755.00	1039.00			In Stock
C1030(35P8Z5A)	358Z5PA	HP Elite c1030 CB Enterprise, 13.5" TOUCH, i5-10310U, 8GB, 256GB SSD, PEN, CHROME64, 3YR WTY	52	\$ 1,828.00	\$2,353.50			In Stock

Stock update: Acer

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
CX14(DT.Z1MSA.002-ED6)	DT.Z1MSA.002-ED6	Acer Chromebox CX14, Cel-5205U, 4GB DDR4, 32GB SSD, USB KB&M, Chrome OS, VESA, 1 Year Onsite (Licensing Purchase Separately)	0	\$ 450.00	\$ 599.00		50 units ETA in Dec	No Stock
CX14(DT.Z1MSA.004-ED6)	DT.Z1MSA.004-ED6	Acer Chromebox CX14, Cel-5205U, 4GB DDR4, 32GB SSD, USB KB&M, Chrome Enterprise OS, VESA, 1 Year Onsite (Google Perpetual Enterprise License Included)	4	\$580.00	\$799.00			In Stock
CA2412(DQ.Z14SA.001-EOO)	DQ.Z14SA.001-EOO	ACER CHROMEbase, 23.8" 16:9 LED, CEL-3867U 1.8GHz, 4GB DDR4, 32GB SSD, FHD CAM, 1 x USB-C, 4 x USB 3.1, 1 x HDMI, CHROME OS, KB&M, 3 YEAR ONSITE	0	\$ 806.00	\$ 999.00	Project only - Limited QTY as SOH	B2B Fulfilment only - 30 unit MOQ applies	No Stock
CA2412(DQ.Z13SA.001-EOO)	DQ.Z13SA.001-EOO	ACER CHROMEbase TOUCH, 23.8" 16:9 LED, CEL-3867U 1.8GHz, 4GB DDR4, 32GB SSD, FHD CAM, 1 x USB-C, 4 x USB 3.1, 1 x HDMI, CHROME OS, KB&M, 3 YEAR ONSITE	0	\$ 949.00	\$ 1,199.00	Project only - Limited QTY as SOH	B2B Fulfilment only - 30 unit MOQ applies	No Stock

Stock update: AOPEN

For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

Synnex Code	Vendor Code	Description	SOH	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Synnex
CHROMETAB(NX.EFWAA.001)	NX.EFWAA.001	AOPEN Chromebook TAB 10", Touch, Rockchip RK3399, Protective Commercial Cover & Strap, 3 Year Warranty (Google License not included)	22	\$742.70	\$999.00		In Stock

Google license SKUs/upgrade price

Product Code	Product Description (for Authorised Resellers ONLY)	Reseller Buy (ex Gst)	RRP (Inc Gst)
CROS-SW-DIS-EDU -NEW	Chrome Education Perpetual License/ support term - Perpetual License: Life span of the Device - NEW MAR 2021	\$47.20	\$62.70
CROS-SW-DIS-GRT -NEW	Chrome Enterprise Perpetual License/ support term for Non-Profit only - Perpetual License: Life span of the Device - Google to Approve - NEW MAR 2021	\$47.20	\$62.70
CROS-SW-DIS-STD -NEW	Chrome Enterprise Perpetual License/ support term - Perpetual License: Life span of the Device - NEW MAR 2021	\$183.20	\$246.40
CROS-SW-DIS -12MO-STD-NEW	Chrome Enterprise 12 month license/support term - Annual Subscription - NEW MAR 2021	\$63.20	\$82.50
CROS-CBES-DIS -12MO-STD	Chrome Enterprise Support: 12 month license/support term - Annual Subscription NOTE: Google SPM Approval Required	\$4.77	\$5.99

Google Workspace Commit Price

*For net new Google Workspace Domains, or renewal/upgrade of existing incumbent Domains

*Pricing is Per User Per Year. Contact googlecloud@synnex.com.au for Monthly Options

Product Code	Product Description (Authorised Google Workspace Resellers Only)	Reseller Buy* (ex Gst)	RRP (Inc Gst)
GWS-FRONTLINE-12MO	Google Workspace Frontline - 12 month Subscription	\$92.40	\$67.20
GWS-BUS-STARTER-12MO	Google Workspace Business Starter - 12 month Subscription	\$80.64	\$110.88
GWS-BUS-STD-12MO	Google Workspace Business Standard - 12 month Subscription	\$161.28	\$221.76
GWS-BUS-PLUS-12MO	Google Workspace Business Plus - 12 month Subscription	\$241.92	\$332.64
GWS-ENT-STD-12MO	Google Workspace Enterprise Standard - 12 month Subscription	\$268.80	\$369.6
GWS-ENT-PLUS-12MO	Google Workspace Enterprise Plus - 12 month Subscription	\$403.20	\$554.4
GWS-BUS-PLUS-AU-12MO	Google Workspace Business Plus Archived User - 12 month Subscription	\$53.76	\$73.92
GWS-ENT-STD-AU-12MO	Google Workspace Enterprise Standard Archived User - 12 month Subscription	\$67.20	\$92.4
GWS-ENT-PLUS-AU-12MO	Google Workspace Enterprise Plus Archived User - 12 month Subscription	\$87.36	\$120.12
GWS-APPS-CORE-12MO	Google Workspace Appsheet Core AddOn - 12 month Subscription	\$134.40	\$184.80

*For net new Google Workspace Domains, or renewal/upgrade of existing incumbent Domains.

*Pricing is Per User Per Month via Synnex Cloud Marketplace.

Google Workspace Flexible Price

Product Code	Product Description (Authorised Google Workspace Resellers Only)	Reseller Buy* (ex Gst)	RRP (Inc Gst)
GWS-BUS-STARTER-FLEX	Google Workspace Business Starter - Flexible Monthly Subscription	\$6.72	\$9.24
GWS-BUS-STD-FLEX	Google Workspace Business Standard - Flexible Monthly Subscription	\$13.44	\$18.48
GWS-BUS-PLUS-FLEX	Google Workspace Business Plus - Flexible Monthly Subscription	\$20.16	\$27.72
GWS-ENT-STD-FLEX	Google Workspace Enterprise Standard - Flexible Monthly Subscription	\$22.40	\$30.80
GWS-ENT-PLUS-FLEX	Google Workspace Enterprise Plus - Flexible Monthly Subscription	\$33.60	\$46.20
GWS-FRONTLINE-FLEX	Google Workspace Frontline - Flexible Monthly Subscription	\$5.60	\$7.70
GWS-ENT-ESSENTIALS-FLEX	Google Workspace Enterprise Essentials - Flexible Monthly Subscription	\$11.20	\$15.40

Google Workspace for Education Price

Product Code	Product Description (Authorised Google Workspace for EDU Resellers Only)	Reseller Buy (ex Gst)	RRP (Inc Gst)
GAPPS-EDU-TL-1USER-12MO	Google Workspace for Education Teaching and Learning Upgrade - 12 month Subscription	\$38.40	\$52.80
GAPPS-EDU-IS-STU-1USER-12MO	Google Workspace for Education Standard - 12 month Subscription (Per Student. Must be purchased for entire School)	\$2.80	\$3.85
GAPPS-EDU-IS-STAFF-1USER	Google Workspace for Education Standard (Staff) - 12 month Subscription (Per every 4 Student Licenses purchased)	FREE	FREE
GAPPS-EDU-PLUS-STU-1USER-12MO	Google Workspace for Education Plus - 12 month Subscription (Per Student. Must be purchased for entire School)	\$4.40	\$6.05
GAPPS-EDU-PLUS-STAFF-1USER	Google Workspace for Education Plus (Staff) - 12 month Subscription (Per every 4 Student Licenses purchased)	FREE	FREE

*Pricing is Per User Per Year.

* Google Workspace for Education Standard and Plus are only available as Synnex & Google Assisted Transactions. Please contact googlecloud@synnex.com.au for assistance.



Google Zero Touch Enrollment Price

Product Code	Product Description	Reseller Buy (ex Gst)	RRP (Inc Gst)
CS Z6	Synnex Chromebook Zero Touch Enrollment Service (Qty 1~99)	A\$6.50	A\$12.00
CS Z6	Synnex Chromebook Zero Touch Enrollment Service (Qty 100~499)	A\$5.00	A\$12.00
CS Z6	Synnex Chromebook Zero Touch Enrollment Service (Qty 500+)	A\$4.00	A\$12.00

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

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 googlelicensing@au.synnex-grp.com

2

Reseller is to send an official purchase order (PO) to your Synnex internal account manager and CC googlelicensing@au.synnex-grp.com 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.

3

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.

4

Once this process is complete, Synnex will process your purchase and expected turnaround time is typically 5 working days. Google will send automated licensing details directly to your end-user, while copying you on the email.

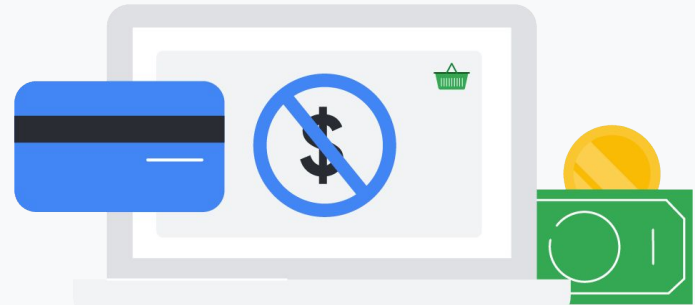
Synnex invoice to reseller will appear on your Synnex web login a day later.

No returns policy

No returns Policy Refresh

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.



Channel marketing



Order & invoicing enquiries

googlelicensing@au.synnex-grp.com



Synnex Google Sales

Arul Malhotra

arulm@au.synnex-grp.com



Synnex Google Site

<https://google.synnex.com.au/>



Chrome Enterprise LinkedIn:

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

Channel marketing



Order & invoicing enquiries

googlecloud@synnex.com.au



Synnex Google Site

<https://google.synnex.com.au/>



Synnex Google Workspace Contacts

Joseph Khoury - Josephk@au.synnex-grp.com

Ryan Hosken - Ryanh@au.synnex-grp.com

Nathan Chau - Nathanc@au.synnex-grp.com



Google Workspace LinkedIn:

www.linkedin.com/showcase/googleworkspace/

Thank you!

