



Google Workspace

Google for Education

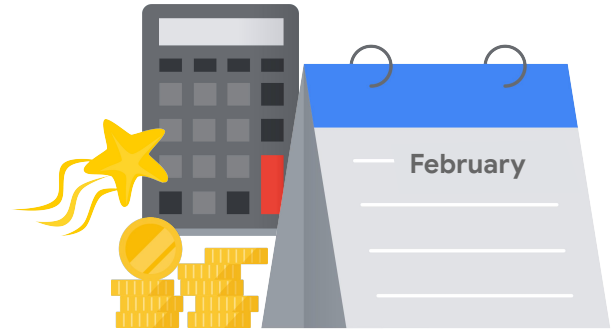
Google Workspace
for Education



Australian Reseller Update: February 2022

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

Always speak to your Synnex rep before quoting customer






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








[Follow Chrome Enterprise on LinkedIn](#)

Agenda







1 February update

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-  Promotions
-  Training





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February Update

01



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

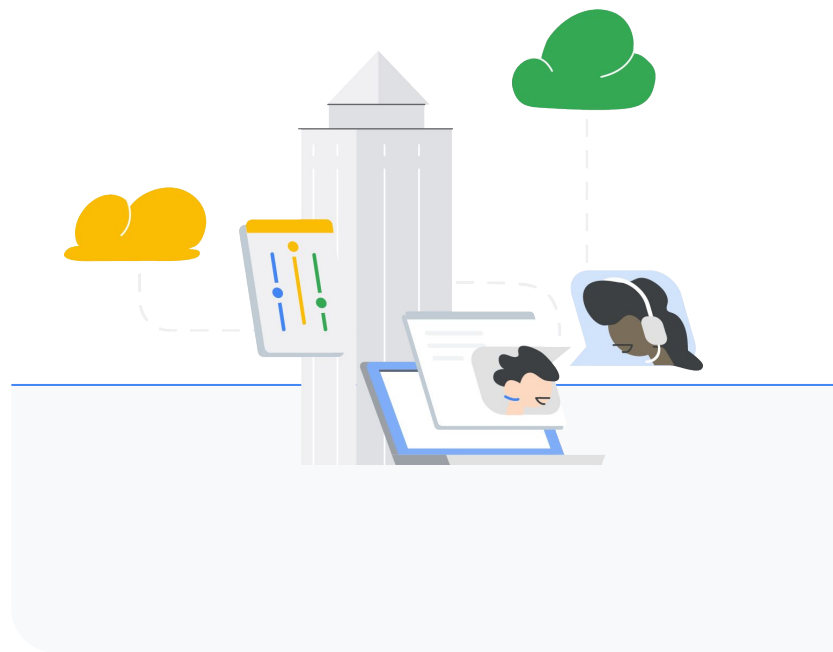
Start with CloudReady now!

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? OR do you have a new team member?

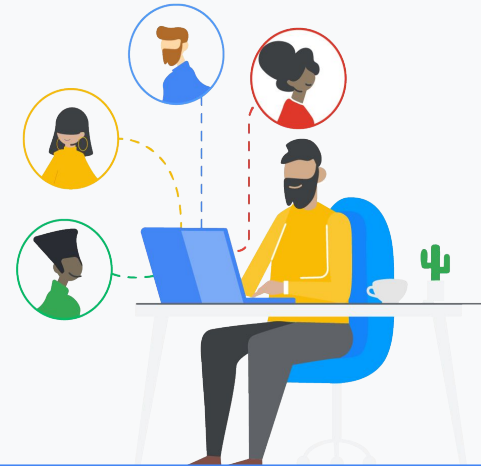
[Register now](#) for our next Partner Onboarding:

Date: 15th Feb, 2022

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 ChromeOS, Google for Education and share resources to support your success, including recommended next steps.



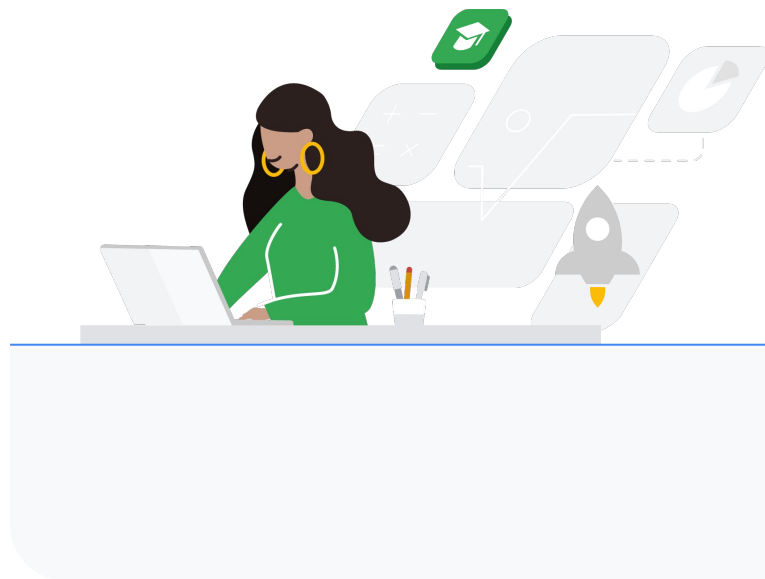


Training Portal Launch

On-demand Chrome Training Portal

We are very excited to announce the launch of the **Chrome OS Partner Training Portal**. Please [register](#) and join our training and enablement community for partners of Chrome OS. Uplevel your sales and pre-sales technical skills across enterprise and education.

The portal is full of interactive content that will equip you with the knowledge and skills you need to confidently demonstrate how Chrome OS fits into any organisation. **New content and assignment is added every two weeks, so check out the portal regularly to stay up-to-date.**





Partner Training

Register Now for Technical Learning Week

Pre Sales Technical training

[Register now March 8th](#) Level 1: Prospecting

[Register now March 9th](#) Level 2: Building a Strong Demo

[Register now March 10th](#) Level 3: Selling and Scoping

Proof of Concept (POC)

Who should attend? Pre-sales technical reps

There will be PRIZES for everyone who **attends and actively participates** in the full 3-part Technical Training series on this [Partner Learner Journey](#).

These sessions will NOT be recorded, and will be hosted once per quarter.

Pre-requisites: Please complete 2 x on-demand credentials via our [Partner Advantage Portal](#) first:

1. [Google for Education sales credential](#) AND/OR [Chrome Enterprise and SMB Sales](#)
2. [Google for Education deployment credential](#) AND/OR [Chrome Enterprise and SMB Deployment](#)



Chrome Enterprise & Google Workspace Update

Q2

Why become a ChromeOS reseller?

You can help accelerate the move to modern computing

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

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

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

→ [Find out more](#)

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

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

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](#)

What's new?

Feature highlights from Google Workspace Updates. See full recent release [here](#).

Docs & Editors

- Smart People Chips available in Google Sheets
- PPTX file limit increase to 300MB in Google Slides
- New ways to customize tables in Google Docs

Google Meet

- Companion Mode with Google Meet hardware & Nest Hub Max
- Live Translated Captions now in GA
- Participant limit now up to 500*
- New built-in interoperability between Google Meet and Cisco Webex

Security & Compliance

- New enterprise certificate condition to set context-aware access rules for company-managed devices
- SSO profile assignment with the SAML Partial SSO now in GA
- Improvements to “Automatically add invitations” feature in Google Calendar

To get the latest product & features, ensure you have selected the **Rapid Release Track**.



[Subscribe to the Google Workspace Updates Blog!](#)

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](#)

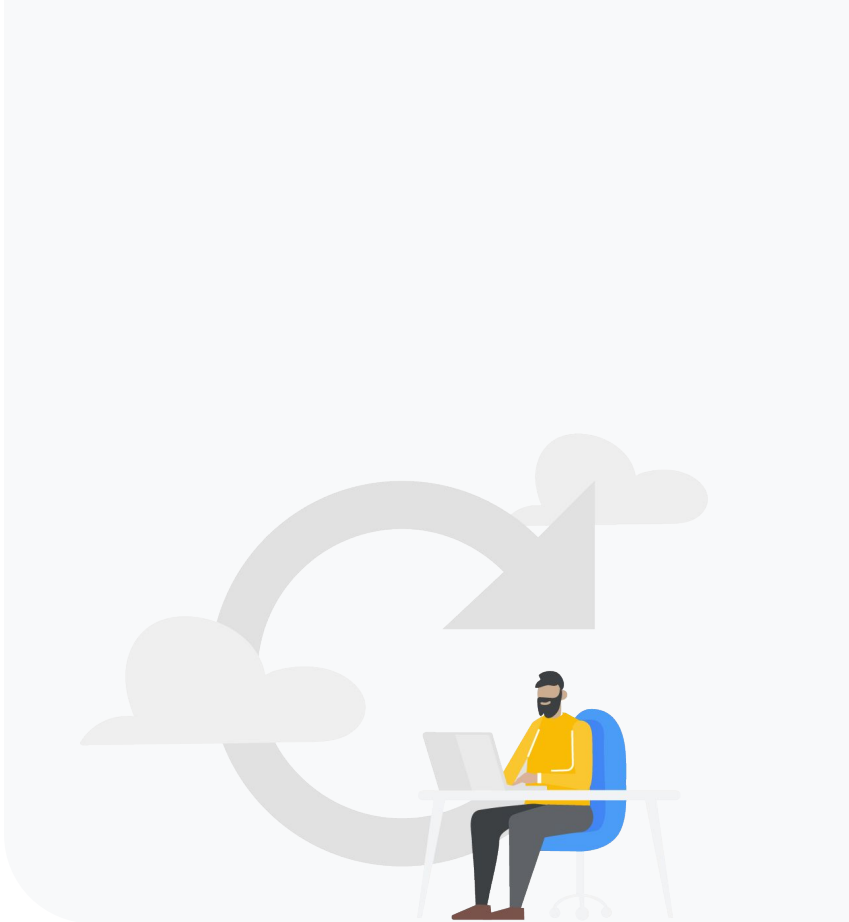
[Generating reports one-pager](#)

[Modifying apps one-pager](#)

[Download page](#)

[How to Deploy demo video](#)

[Configure Google Cloud Storage demo video](#)



Channel 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

New Chrome OS DEI Imagery and Videos

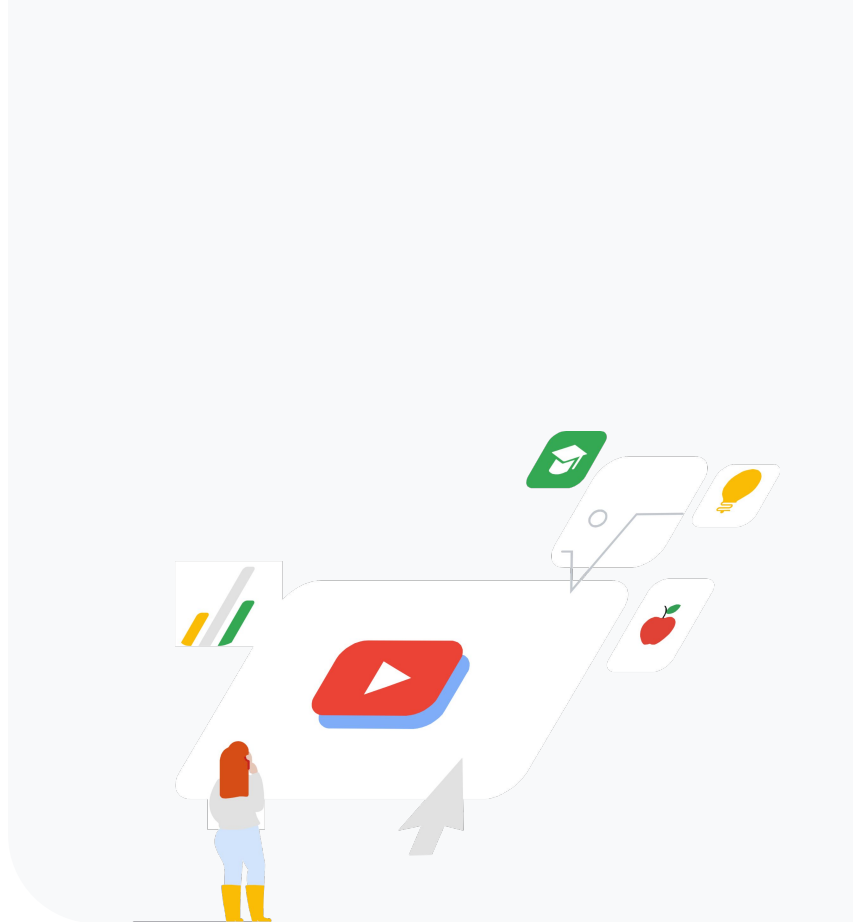
The Chrome OS Partner Marketing and Product Marketing teams are excited to share an array of new enterprise-focused visual assets, ready for [download](#) and use.

The new Chrome OS visual assets showcase a wide variety of enterprise use cases with diverse talent including 50 lifestyle images plus 20 videos for Partner use.

Access to the new **Diversity, Equity, and Inclusion (DEI)** assets are available on the [partner drive](#) and [here](#) for your convenience

As a reminder, 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

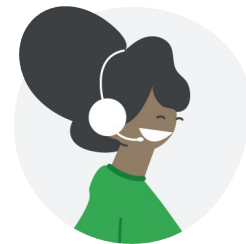


Channel marketing

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

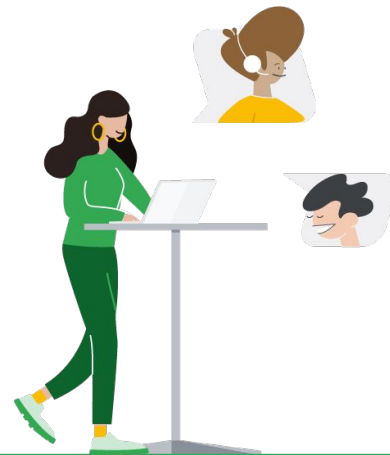
Make an impact with Chrome OS

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



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

Thumbnail content: Google for Education logo, title 'Google for Education Partner Sales Playbook', subtitle 'Supporting Google for Education partners through every step of the sales process', date 'October 2021', and a photo of two people in business attire looking at a laptop.



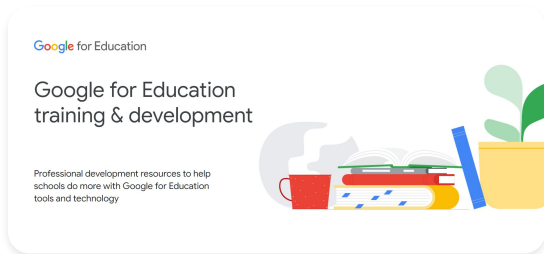
[View Google for Education Partner Sales Playbook](#)

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.



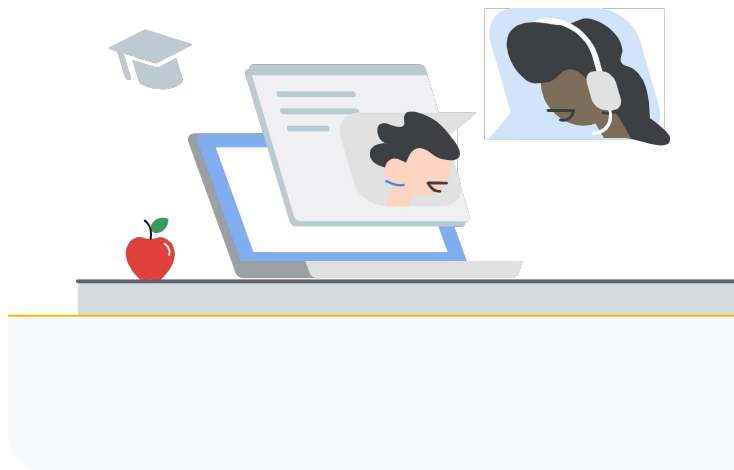
[→ Visit Diversity, Equity & Inclusion Hub](#)

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](#)



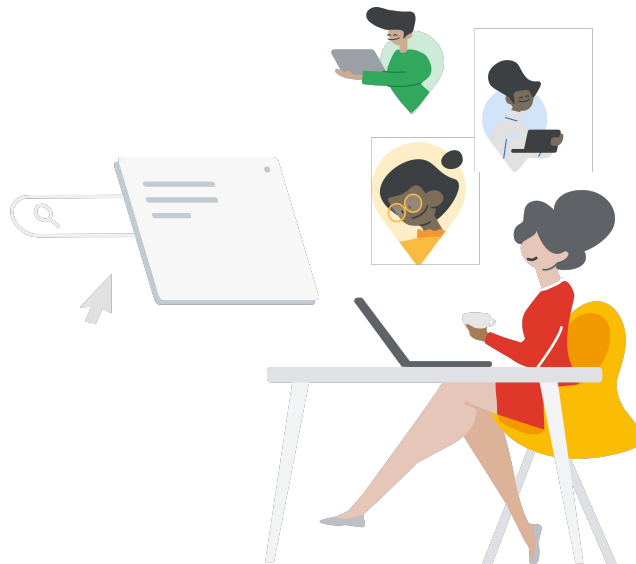
Channel news

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.



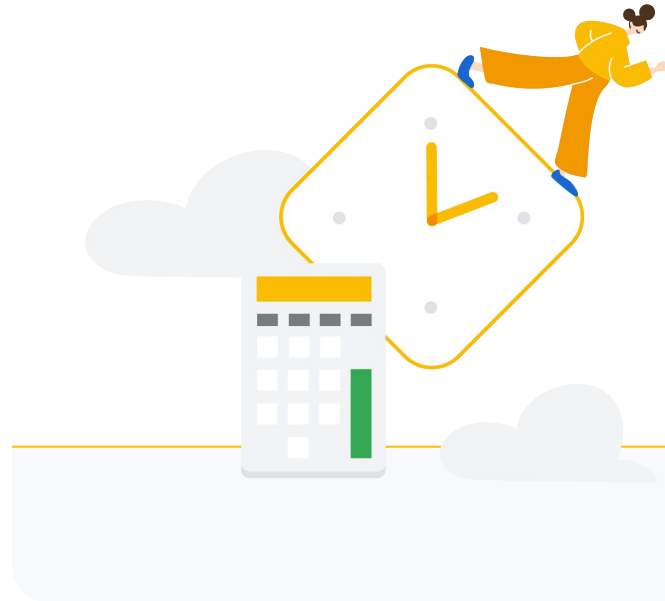
Channel news

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



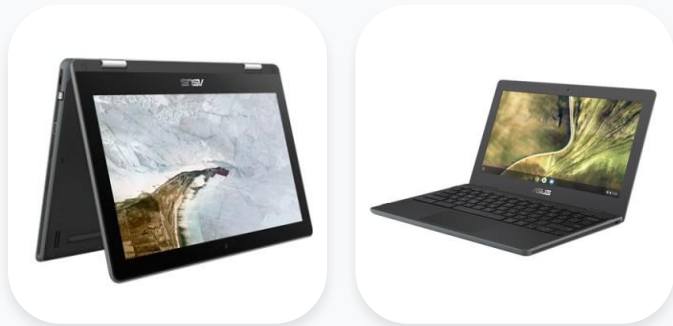
Channel promotions

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 Google Workspace for Education 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 March 2022



[Learn more](#)

The screenshot shows a promotional landing page for Google Workspace for Education. At the top, there's a banner image of a beach with lounge chairs and a palm tree, with the text "Win a redballoon Experience". Below the banner, the page is divided into two main sections. The left section is titled "Purchase with Synnex Australia and instantly win up to \$1,600 in Red Balloon Experiences!" and features three red buttons representing different tiers: "Spend \$10,000 TCV: \$400 redballoon", "Spend \$20,000 TCV: \$800 redballoon", and "Spend \$50,000 TCV: \$1,600 redballoon". A "View details" button is located below these tiers. The right section is titled "Claim your prize now!" and contains a form with fields for "Full Name", "Company Name", "Job Title", "Email", "Work Phone", "Customer Code", "Purchase Order Number/Invoice Number", and "Comments". A "Submit" button is at the bottom of the form. Below the form, there's a section titled "Enrich class experiences with Google Workspace for Education Plus" with a "Get started" button. At the very bottom, there's another section titled "Start today with Google Workspace for Education" with a "Get started" button.

Channel marketing

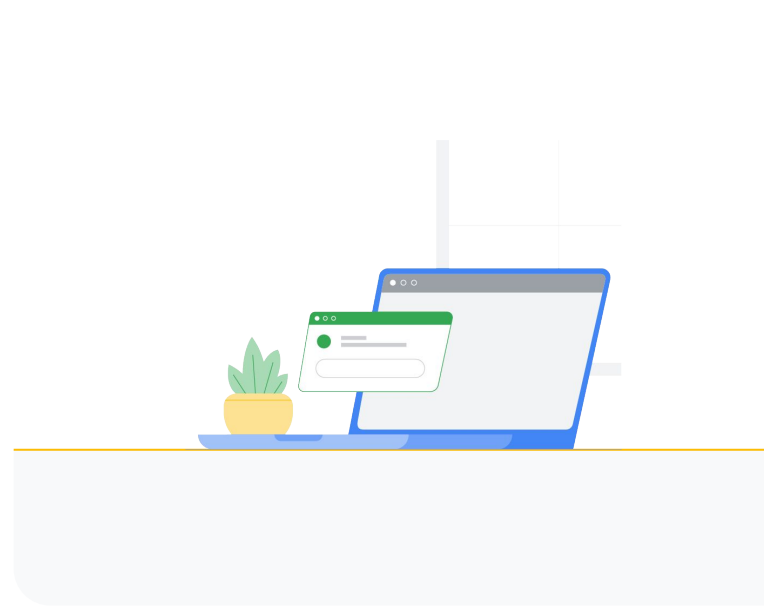
Upsell Opportunity!

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 trialed GSEfE eventually purchased it.

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

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

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.

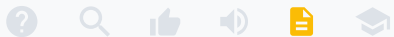


[Download](#) the wayfinding Guide now.

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

Carlton Primary School

This primary school purchased 250 Chromebooks to become a 1:1 device school, and in doing so built better relationships with students and families, embraced complete adoption of online education with Google’s full ecosystem to become a school of the future.

Since their digital transformation the school’s aim is to *“...keep the kids excited and give them opportunities to explore new things and do everything they want to be able to do.”*

→ [Read now](#)

→ Check out [more local Case Studies here](#)

The infographic features a central illustration of a woman in a yellow shirt pointing at a laptop. Above her are logos for 'THE WAREHOUSE GROUP BUSINESS' and 'CARLTON PRIMARY SCHOOL'. To the right, the text reads: 'A more creative and collaborative learning environment' and 'How Carlton Primary School transformed its education roll-out and reinvented itself as a state-of-the-art digital school'. At the bottom left is the 'Google for Education Partner' logo.

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





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:

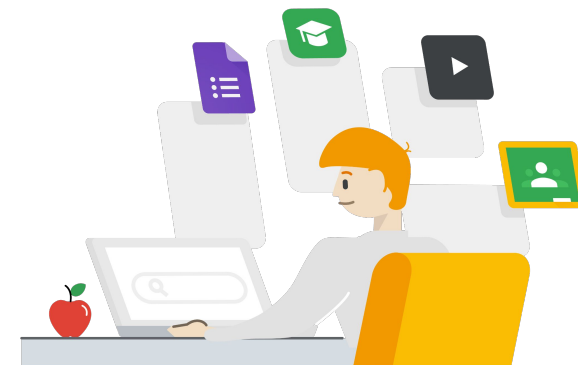
-  8-week email series
-  Delivered to your inbox every Tuesday
-  Text and video-based tutorials on **Education Fundamentals** (including Drive, Docs, Classroom, Forms, Sheets, Slides, Drawings, and Gmail) and **Education Plus** (paid offering including premium Meet features and enhanced security capabilities).
-  Less than 15 minutes to complete

Training

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 17 inch Chromebook available now!

ASUS 17" Chromebook CX1700 for Enterprise at affordable price!

The new ASUS 17" Chromebook is now available at Synnex! Click [Here](#) to learn more



Stock Code	Description	Reseller Buy (A\$ ex)	MSRP (A\$ inc)
CX1700CKA-AU0062	Chromebook 17.3" FHD 250 nits, N6000, 8GB, 128GB emmc, Wifi 6, 2xUSB-A, 2xUSB-C, ChromeOS, Numeric keys, 1YR Wty	\$695.00	\$899.00

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 1YR 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-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

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	200+	\$ 430.00	\$ 549.00			In Stock
C214MA-BU0547 -ZTE	90NX0291-M07 650	CHROMEBOOK FLIP, CEL N4020, CHROME OS, ZTE, 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	200+	\$ 480.00	\$ 649.00			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-MO 0310	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
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+	\$ 695.00	\$ 949.00			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	SO H	Reseller Buy (ex Gst)	RRP (Inc Gst)	Notes	Next Shipment / Eta Details	Synnex
CM1400FXA-EC0046	90NX04B2-M000N0	ASUS Flip Touch Chromebook, 14"FHD Touch Screen,AMD 3015CE, 8GB, 64GB, ZTE, World Facing Camera,1x USB-A,2x USB-C, Micro SD reader, Silver, 1YR WTY	100+	\$ 575.00	\$ 749.00			In Stock
CX5400FMA-AI0041	90NX03P1-M00430	Asus Chromebook 14 FHD Touch, I3-1110G4, 8G, 128GB PCIE, ZTE, Stylus, Bag, 1x USB-A 2xThunderbolt 4, Chrome OS 1 YR PUR	50	\$ 927.00	\$ 1,199.00			In Stock
CX5400FMA-AI0019	90NX03P1-M00420	Asus Chromebook 14 FHD Touch, I5-1130G7, 8GB, 128GB PCIE, ZTE, Stylus,1x USB-A 2xThunderbolt 4, Chrome OS 1 YR PUR	100+	\$ 1,158.00	\$ 1,499.00			In Stock
CX5400FMA-AI0019-ENT	90NX03P1-M00200	Asus Chromebook 14 FHD Touch, I5-1130G7, 8GB, 128GB PCIE, ZTE, Stylus, Enterprise License,1x USB-A 2xThunderbolt 4, Chrome OS 1 YR PUR	35	\$ 1,350.00	\$ 1,799.00			In Stock
CX5400FMA-AI0121-ENT	90NX03P1-M01240	Asus Chromebook 14 FHD Touch, 14"FHD Glare 300 nits (Touch)/I7-1160G7/16/256/Stylus & Bag/ Enterprise License	7	\$1,530.00	\$1,999.00			In Stock
CX1700CKA-AU0062	90NX04C2-M00640	Chromebook 17.3" FHD 250 nits, N6000, 8GB, 128GB emmc, Wifi 6, 2xUSB-A, 2xUSB-C, ChromeOS, Numeric keys, 1YR Wty	50	\$695.00	\$899			In 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	12	\$ 480.00	\$ 629.00			In Stock
CHROMEBOX4-i-3M8S128-PCle	90MS0252-M01090	Chromebox 4 - i3-10110U, 8GB DDR4, 128GB PCIE, 5 x USB 3.1, 1 x USB-C, 2 x HDMI 2.0, 1 x RJ45, Integrated GPU, WiFi AX201, BT 5.0, NO KBM; 3YR OSS	12	\$ 660.00	\$ 819.00			in Stock
CHROMEBOX4-i-7M8S128-PCle	90MS0252-M01110	Chromebox 4 - i7-10510U, 8GB DDR4, 128GB PCIE, 5 x USB 3.1, 1 x USB-C, 2 x HDMI 2.0, 1 x RJ45, Integrated GPU, WiFi AX201, BT 5.0, NO KBM; 3YR OSS	0	\$ 1,150.00	\$ 1,499.00		30 units ETA: Feb	No Stock
CHROMEBOX4F-C1M4S64	90MS0281-M0120	ASUS Fanless Chromebox, C5205U, 4GB, 64G, ZTE, 3 Yrs OSS NBD	20	\$618.00	\$849.00			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
C645(39B85PA)	39B85PA	HP Pro c645 CB Enterprise, 14" FHD, RYZEN 5 3500C, 8GB, 128GB SSD, Chrome 64 + License, 3YR WTY	200+	\$ 1,03400	1330.50			In Stock

Stock update: AOPEN

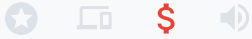
For device availability, stock on hand and pricing, [please refer to this sheet](#) and then contact Synnex

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)	20	\$742.70	\$999.00		In Stock

Google license SKUs/upgrade price

For pricing [please refer to this sheet](#) and follow the [Synnex Ordering Process](#)

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



Google Workspace Flexible Price

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

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

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

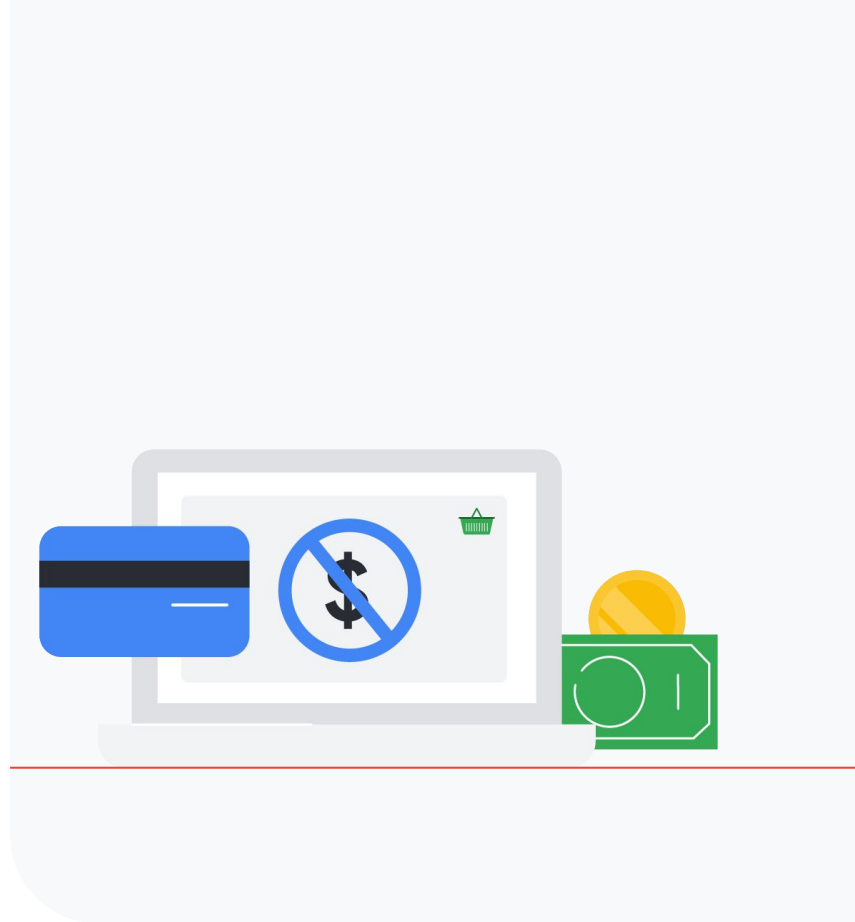
Once this process is complete, Synnex will process your purchase and expected turnaround time is typically 5 working days. Google will send automated licensing details directly to your end-user, while copying you on the email. Synnex invoice to reseller will appear on your Synnex web login a day later.

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

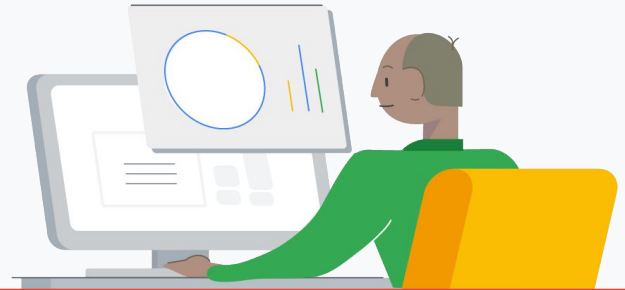
Synnex Google microsite

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!



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 Workspace Contacts

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



Synnex Google Site

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



Google Workspace LinkedIn:

www.linkedin.com/showcase/googleworkspace/

Thank you!

