



Australian Reseller Update: November 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 Google for Education on Twitter](#)








[Follow Chrome Enterprise on LinkedIn](#)

Agenda







1 [November update](#)

-  Channel news
-  Channel promotions
-  Events
-  Training



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-  Events
-  Why become a Chrome OS reseller?
-  Channel news
-  Channel marketing
-  Training





3 Google for Education

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November Update

01

Channel News

Professional ChromeOS Administrator Certification

[Exam is Live] #ChromeOSCertified

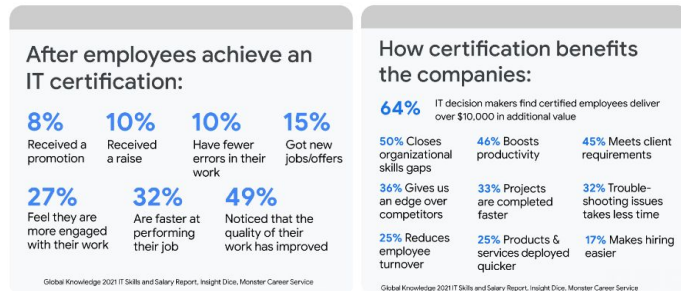
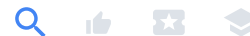
[Education](#) and [Enterprise](#) blogs

About the Professional ChromeOS Administrator exam:

- Minimum viable candidate: a systems administrator or junior engineer with 12+ months of holistic IT infrastructure experience
- 3 hours with both a multiple choice and hands-on lab
- Registration fee: no cost until January 2024

Upon passing the exam, Professional ChromeOS Administrators receive their certificate and badge so you can boast on LinkedIn and your resume.

[→ Get Started](#)



Channel News

Synnex Final Order Dates for 2022

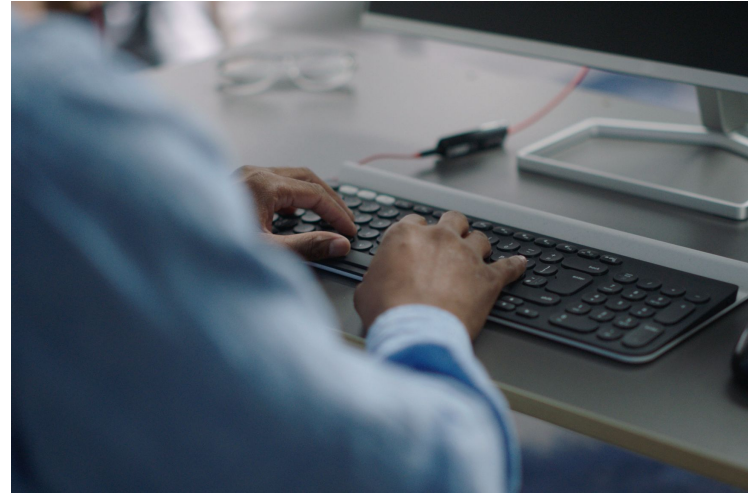
Last day by 22/12/2022 5:00PM AEDT

Reopen on 03/01/2023

New in stock

Synnex (AU) has received
500 x ChromeOS layout keyboard and mice combo

Happy selling!



| Brand | Synnex Code | Vendor Code | Description | SOH | DateReseller Buy (ex Gst) | RRP (Inc Gst) |
|-------|-------------------|-----------------|---|-----|---------------------------|---------------|
| ASUS | CHROME-WIRED-KBMS | 90MA0000-P00120 | Asus Chrome Layout Wired Keyboard & Mouse Set | 500 | \$ 50.00 | \$ 69.00 |

Channel News

ChromeOS Flex is now available for old PCs and Macs

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

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

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

Refresh your fleet with ChromeOS Flex



[→ Get started](#)

Channel Promotions

Win the ultimate Australian Open Superbox Experience

WIN the best seats in the house to the Australian Open 2023 Quarter Finals Superbox with Synnex and Google

Simply achieve one of the promotion gates to be in the running to win tickets to the Australian Open Quarter Finals Superbox!

➔ [View incentive](#)

*Terms and conditions apply.

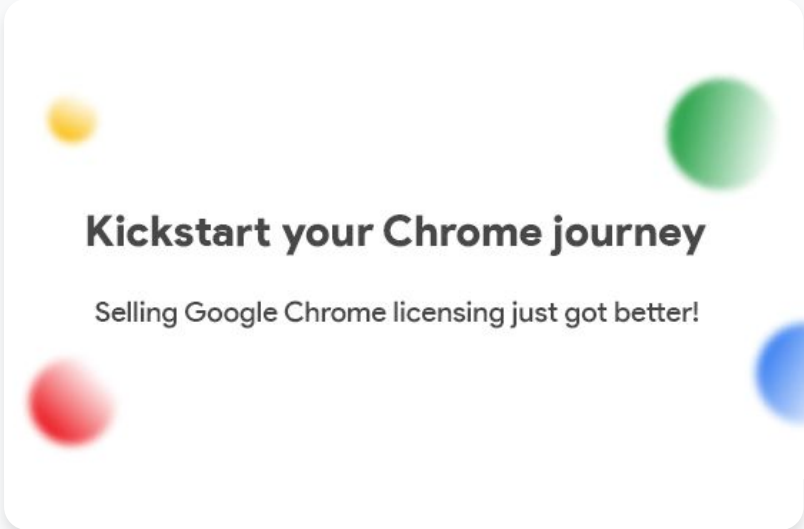


Channel Promotions

Start earning rewards with Google Chrome licensing

- 1 Identify a new opportunity**
Identify and register a new domain to your business and to Google to receive a **\$50 gift card**
- 2 Schedule a meeting**
Attend a meeting with your end user, a representative from Google and Synnex and receive a **\$100 gift card**
- 3 Seal the deal**
Transact Chrome Licensing through Synnex and earn Synnex account credit for each license sold

*Terms and conditions apply.



Kickstart your Chrome journey

Selling Google Chrome licensing just got better!

[→ Learn more](#)

Channel Promotions

Introducing the ASUS Chromebook Detachable CZ1

ASUS Chromebook Detachable CZ1 delivers a tough, versatile design for empowering users to achieve their full potential. Built to military-grade standards, it's packed with protective features, including a wrap-around rubber trim, shockproof cover and durable 3D-textured finish.

It features a free-angle adjustable stand cover and full-size keyboard with 1.5 mm key travel, plus an ErgoLift design — all to facilitate productivity, flexibility and comfort.

For a limited time only, buy 10 Chromebook Detachable CZ1 & receive 1 bonus AOPEN Chromebook Commercial Tab. While stocks last. Terms and conditions apply. Synnex Promo Code 20700316

The Chromebook Commercial Tab is AOPEN's first handheld device. This tablet is specially designed for commercial environments and functions as logistical system in transportation, ordering system in QSR or hospitality or patient logs in healthcare.



Channel Promotions

Zero touch, zero cost

until November 30, 2022

ChromeOS 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.

Parallels Desktop for ChromeOS - Free 1 year license

Use the [Parallels Desktop for Chrome](#) Empower users with the full potential of the Chromebook AND the full power of the Windows ecosystem.

Run full-featured Windows applications including Microsoft Office directly on Chrome Enterprise devices—even offline!

Offering:

1. Parallels Desktop for ChromeOS 12 Months License - Per User
2. Parallels Desktop (Academic) for ChromeOS 12 Months License - Per User

* Must have compatible Chromebook + CEU License

Channel Promotions

Device as a Service - now available for Google solutions

Simplify your IT lifecycle management with Google DaaS

With flexible monthly plans 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](#)



Pre-selected bundles

- [Contact Centre](#)
- Meeting Room
- SMB
- Education bundle
- Pixelbook
- On the move

*Terms and conditions apply.

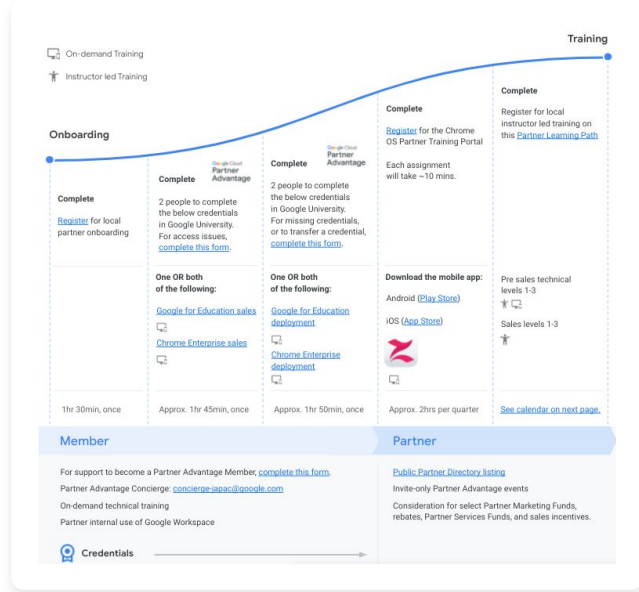
Channel Events

You're invited
to our End of Year
Partner Celebrations!

| Australia and New Zealand | Who | Date and time | Register Now |
|--|--------------------|---|--------------------------|
| ChromeOS Partner Summit + End of year Celebration | Enterprise Content | 16 November 2022 1pm In person at Google Sydney | Register |
| End of Year Partner Mixer | All Partners | 25 November 2022 3pm In person at Google Melbourne | Register |
| Synnex NZ Partner Workshop + End of year Celebration | Education Content | 2 December 2022 10.30am NZ Hybrid / In person at Google Auckland | Register |

Training

Australian Partner Learning Path



Onboarding

Complete
 Register for local partner onboarding

Complete
 2 people to complete the below credentials in Google University. For access issues, [complete this form](#).

Complete
 2 people to complete the below credentials in Google University. For missing credentials, or to transfer a credential, [complete this form](#).

Complete
 Register for the Chrome OS Partner Training Portal
 Each assignment will take ~10 mins.

Complete
 Register for local instructor led training on this [Partner Learning Path](#)

Download the mobile app:
 Android ([Play Store](#))
 iOS ([App Store](#))

Pre sales technical levels 1-3
 Sales levels 1-3

1hr 30min, once
 Approx. 1hr 45min, once
 Approx. 1hr 50min, once
 Approx. 2hrs per quarter
[See calendar on next page.](#)

Member | **Partner**

For support to become a Partner Advantage Member, [complete this form](#)
 Partner Advantage Concierge: concourse-amaa@google.com
 On-demand technical training
 Partner internal use of Google Workspace

Credentials →

Partner
[Public Partner Directory listing](#)
 Invite-only Partner Advantage events
 Consideration for select Partner Marketing Funds, rebates, Partner Services Funds, and sales incentives.

Technical Pre-sales:

Sign up for monthly Office Hours by emailing chromeos-tech-partners-apac@googlegroups.com

Group membership will allow you direct access [to this shared Drive folder](#) with previous presentations, assets and recordings.

ChromeOS & Google Workspace Update

02

Events

ChromeOS Partner Summit: Register to attend live in Sydney

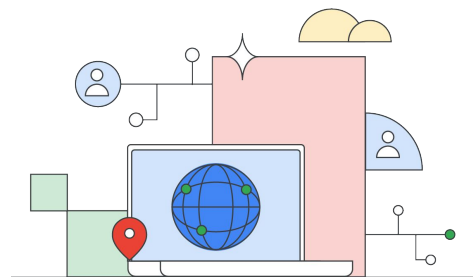


ChromeOS Global Partner Summit 2022

Connecting the new world of computing

📅 November 16, 2022 📍 Sydney

➔ [Register now](#)



Why become a ChromeOS reseller?

You can help accelerate the move to modern computing

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

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

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

[→ Find out more](#)

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

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

Channel News

Complimentary offerings

Google Workspace Backup

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

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

Learn more about Acronis [here](#).

Acronis Advance Pack includes:

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



Channel Marketing

Key ChromeOS Use-Cases

Kiosk and Digital Signage

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

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

Secure and optimise contact centers

Help customers across all verticals with our fully integrated solutions:

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

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

Contact Center Partner Assets:

[One-pager](#)

[Solution Playbook](#)

[Use Case Toolkit](#)

[Updated Wayfinding Guides](#)

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

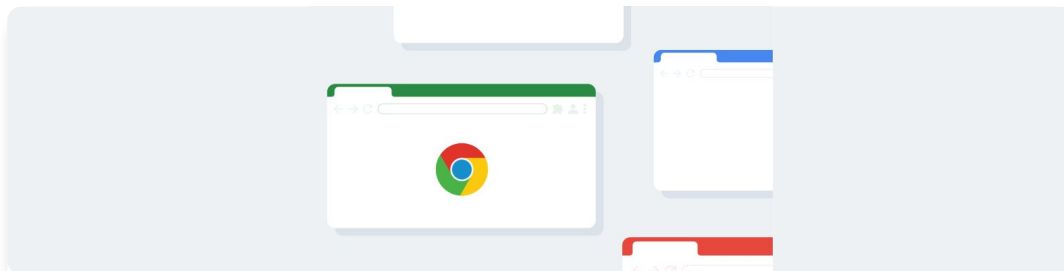
Training

Chrome Insider: Top tips and demos for today's IT and security teams

Top tips and demos for today's IT and security teams.

Learn about new capabilities coming to Chrome, and get tips on managing your browser deployment during this technical digital event.

[Register to access recording from Dec 9th](#)



Chrome Insider: Tips and demos for today's IT and security teams

Do you have the right browser strategy for your organization? There's a whole lot more to Chrome than your enterprise may realize. Whether it's tighter security controls, more granular insights or an easier way to manage Chrome, there is something in these sessions for IT and security pros of all levels.

Get an insider view into top tips and tricks and see demos of some of the latest browser capabilities that will help your organization improve and secure how your teams work on the web.

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

Google for Education Services Offer

Get paid to deliver Google for Education Services, that will be at no cost to your customers!

<https://edu.google.com/promotional-offers/>

All credits and services

must be redeemed by November 30.

→ [Partner Onboarding and Operations Deck](#)

→ [Partner One Pager](#)

Google for Education



K-12 schools and Higher Education organisations based in Australia and New Zealand are eligible to receive no cost training and support services with their purchase of either:

| | | | |
|--|---|---|--|
| <p>Google Workspace for Education Plus Edition</p> | <p>Chromebooks with Chrome Education Upgrades</p> | <p>ChromeOS Flex with Chrome Education Upgrades</p> | <p>For a limited time, your customers can receive no cost services included in their Google for Education purchase - and Google will pay you to deliver!</p> |
|--|---|---|--|

Services will be delivered by YOU, our trusted Google for Education Partners and are designed to help maximize the impact of Google for Education tools.

GSO Credits

GSO Credits are awarded based on the number of eligible licences. Credits are redeemed with GSO Partners for a range of services such as professional development training, deployment support, or data analytics services that make a positive impact on the learning experience.

Credits start at 50 Chrome Education Upgrades or 250 Google Workspace for Education Plus.

We also have a Special Offer for schools deploying ChromeOS for the first time, with 30+ Chrome Education Upgrades.

Get set up to benefit, today!

- 1 Check you meet the eligibility requirements to become an approved GSO Partner. Contact: gso-support-apac@google.com
- 2 Complete the Partner Intake Form bit.ly/gso-partner-intake
- 3 Promote your Service Offering! We provide you with an email template, customisable one-pager, slides, and list your details on our website. edu.google.com/promotional-offers

Too much fine print?
Check this customer explainer video



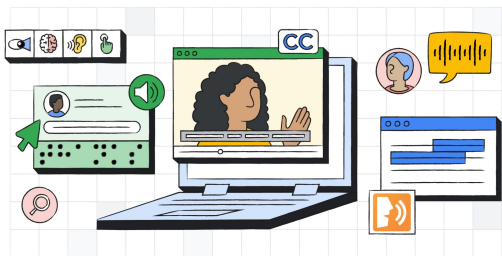
Terms and conditions apply.

goo.gle/gso-apac

All credits and services must be redeemed by 30 November.

Channel news

Celebrating National Disability Awareness



It's time for us to [spotlight helpful innovation](#) for and with people with disabilities – especially students, educators and schools. We know that many of you have students with disabilities in your classrooms and schools, and are looking for tools to help them learn in a way that works for them.

There are many accessibility features that are built into ChromeOS and Google Workspace, and partnerships with companies like [Texthelp](#) and [Snaptype](#).

For those who are Deaf or hard of hearing, or who need help focusing: Did you know that captions are available in Google Meet in six languages, and you can change the font size and placement on the screen? You can also access and add captions to videos in YouTube, Google Drive and Chrome.

Have students who prefer dictating stories or who are Blind or low vision? We've added more dictation improvements into Chromebooks, like the ability to speak into any text field simply by clicking on the mic icon in the status area. And for those using screen readers, you can now type a keyboard shortcut that verbalizes the content of a Calendar event.

Love using apps and extensions? Check out [Texthelp](#), and [SnapType](#) for additional accessibility features.

Read more and share on [Twitter](#), [Facebook](#), and the [Keyword blog](#) for the latest on accessibility from Google for Education.

Channel Marketing

Upsell Opportunity!

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

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

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

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

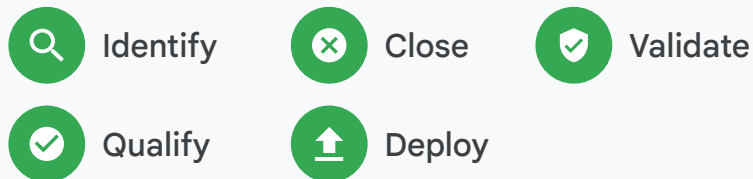
Google for Education

Google for Education Partner Sales Playbook

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

[View Playbook](#)







Channel Promotions

ASUS Seeding program

Register now for your free Chromebook trial.

Head to the website below.

Just complete the form below and click submit.

[→ Register for Education Trial](#)





Channel News

Demo Google for Education

Demo Tool [Guide](#)

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

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





Channel Marketing

Partner Promo Kit

Chromebook with Chrome Education Upgrade Partner Promotion Kit

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

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

This promotion kit includes:

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



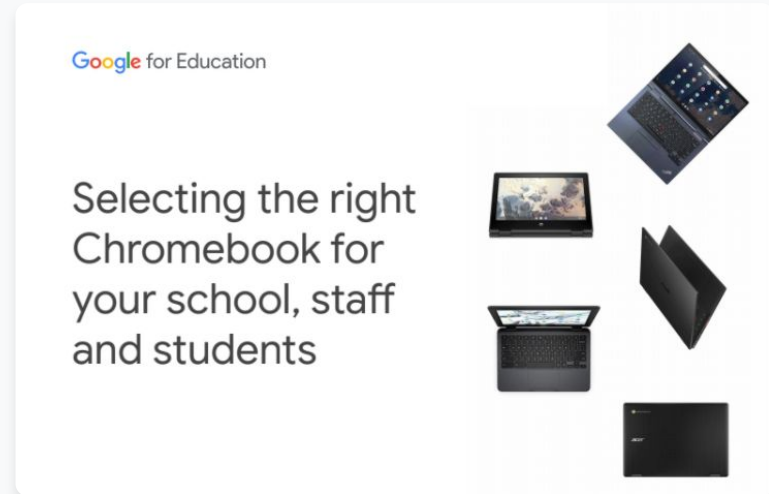
Channel Marketing

UPDATED Chromebook Wayfinding Guide

Selecting the right Chromebook for school, staff and students

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

→ [Download the wayfinding guide](#)





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:

- Google Classroom
- [Education Fundamentals](#)
- [Education Standard](#)
- [Teaching and Learning Upgrade](#)
- [Education Plus](#)



Less than 10 minutes to complete



Training

Learn with Google 2022

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

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

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

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

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

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

19/05/22 - Digital responsibility and fluency

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

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

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

15/09/22 - Originality and effective research

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

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

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



When:

The 3rd Thursday of every month

3:30pm AEDT/AEST

5:30pm NZDT/NZST

Training

Teach and Learn with Chrome

You and your customers are invited to join our demo-based training and use case webinar series. Register to hear about the latest on Chromebooks and ChromeOS. Learn new ways to keep schools secure, discover brand new features such as Screencast and cast moderator that can enable efficient teaching and learning, and so much more!

[Access the recordings here](#)

Make change management simple with Chromebooks

How to drive impactful instruction with Screencast

Show & Tell with Intel: Powerful Chromebooks for Teachers

Keeping your school secure with Admin Console Security Center

Why Chrome? Tips & Tricks you can only get from Chromebooks!

IT Panel: Managing Your Chromebook Program

Configure apps & extensions and exciting new releases, features, and tools

Accessibility for All with Chrome

Educator Panel: Chromebooks for the Classroom

Build a sustainable Chrome ecosystem

Chrome for career readiness

How to drive impactful instruction with Screencast

Google Cloud Platform Update

04



Channel News

Google Cloud Platform



Google Cloud Platform

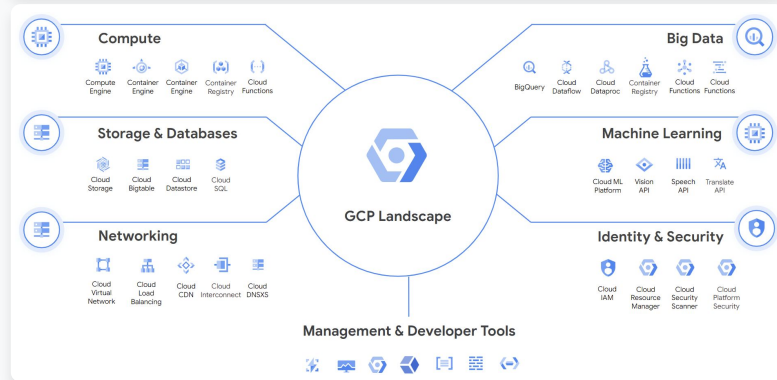
Synnex Australia is proud to announce a partnership with Google Cloud Platform [Read more here](#)

Build what's next. Better software. Faster.

With over 4,500+ products, future proof infrastructure and powerful data and analytics, Google Cloud Platform has everything you need to build and scale.

Everything you need to build and scale

| | | | |
|--|--|--|--|
| Compute Engine Virtual machines running in Google's data center. | Cloud Storage Object storage that's secure, durable, and scalable. | Cloud SDK Command line tools and libraries for Google Cloud. | Cloud SQL Relational database services for MySQL and PostgreSQL. |
| Google Kubernetes Engine Managed environment for running containerized apps. | BigQuery Data warehouse running on serverless infrastructure. | Cloud CDN Content delivery network for delivering web and video. | Dataflow Streaming analytics for stream and batch processing. |
| Vision AI Custom and pre-trained models to detect emotion, text, more. | Cloud Run Fully managed environment to run stateless containers. | Cloud Functions Event-driven compute platform for cloud services and apps. | Anthos Platform for modernizing existing apps and building new ones. |





Channel Promotions

| Product | Promotion | Expiry |
|---------|---|--------------------|
| GCP | Receive 50% Rebate on GCP Receive 50% of GCP consumption up to maximum of \$1,000 rebate* | 31st December 2022 |
| GCP | Win a Google Pixel Phone Activate and transact \$1,000 in Google Cloud GCP to win* | 31st December 2022 |
| GCP | Free Exam Vouchers Sales and Technical exam vouchers available for all Synnex Resellers* | On-going |

*Terms and conditions apply.

Book a technical enablement session with the Cloud team today!



[Speak to us today!](#)



Product Launches & Stock Updates

05



Stock Update & availability

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

→ [Click here](#)



Google Chrome licensing ordering process

1

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

→ [Google Form](#)

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

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!



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[Get started](#)



Everything you need to get started with Google

Contacts



Order & invoicing

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Synnex Google Site

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



LinkedIn

[Chrome](#)

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Thank you!

