chromeOS



**Australian Reseller Update:** 

September 2024

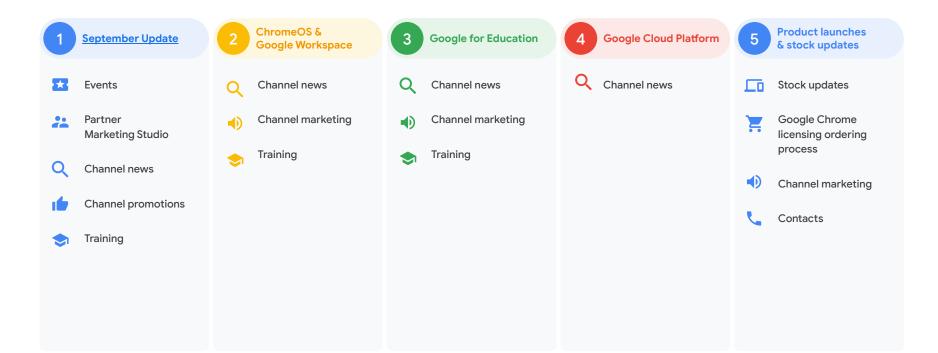
All the stock, all the updates, all you need.

Always speak to your Synnex rep before quoting customer





## Agenda













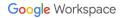


## September Update















## The OS for a new era

#### 2.3









## Windows Compete Campaign

The Windows era is over.

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

It's time to stop patching over problems.

Stop wasting time, money, and tech.

To say goodbye to a system that's no longer fit for purpose and hello to something better.

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

Welcome to the new era. Welcome to ChromeOS.





























## ChromeOS Deployment Guide

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

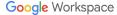
#### What's new?

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

Getting started with ChromeOS























## **Channel News**

New Synnex Cloud Platform is now live!

A comprehensive centralised hub to procure and manage your Cloud-based services and solutions.

#### Single Platform

Effortlessly manage all your cloud services seamlessly through our fully integrated all-in-one cloud dashboard and management console.

#### **Recurring Revenue**

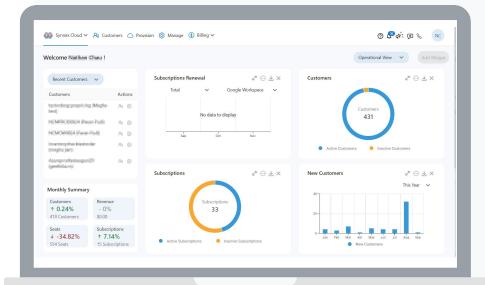
Building recurring revenue streams on cloud software, products and services to increase your stickiness in the market.

#### Solutions Provider

Create customized solutions by bundling cloud solutions to compliment your existing line of hardware and software offerings.

#### **Streamline Operations**

Access Integrated Professional Service Automation (PSA) tools to help you manage, automate and scale your cloud business.



More Info or Request a Demo!















## **Channel News**

Synnex End User Portal now live & available

Synnex End-user portal is a customer facing portal that Partners can invite end users to self-manage their Google Workspace (and Microsoft) CSP Subscriptions.

#### **Build** your own marketplace

Craft a unique brand identity with our fully customisable white-label platform that reflects your brand and offers your customers a unique, streamlined experience.

#### Accelerate adoption rates

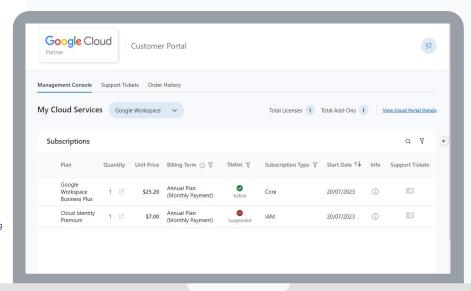
Boost end customer adoption rates through a user-friendly, modern interface and intuitive functionalities. Deliver a compelling experience that encourages users to explore upgrades or complementary products.

#### Seamless onboarding and customer experience

Transform onboarding with automated communications, integrating users seamlessly into your platform. Enable customers to track orders and manage account effortlessly, providing a smooth and hassle-free experience from the start

#### Optimise your supply chain

Elevate operational efficiency by streamlining your supply chain.

















#### .

## **Channel Promotions**

Let Synnex help certify your team!

Learn and Practice
Choose on-demand classes, earn Google Cloud Skill
Badges, or learn with Synnex

Prepare
Review Google Cloud exam guides, sample questions,
consult with Synnex on tips to best prepare for the exam

Request Exam Voucher
Complete Intake Form to request an Exam Voucher

4 Certify
Use Exam Voucher to book in your exam

Share the love and earn!
Share your official certification on LinkedIn with
#GetCertifiedwithSynnex and tag Synnex to receive a
\$50 Prezzee Gift Card

<sup>\*</sup>Terms and Conditions apply







Control of the Contro



## **APAC Virtual Admin Bootcamp**

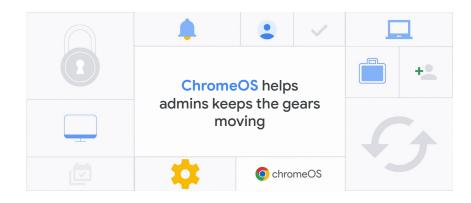
### **Technical Updates**

Do you want to certify as a Chrome admin? Register for the Bootcamp here.

For those interested in taking the Professional ChromeOS Admin certification, Google will be covering the cost of the exam until the start of 2025 - take advantage of it!

You can review the <u>exam guide here</u>, and register to take the exam (via Kryterion) <u>here</u>.

If you would like to join office hours/access assets, please <u>submit this registration form</u> and you'll be added to the group.























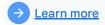
## **Channel Promotions**

\$1 Chrome Keyboard & Mouse with every Chrome purchase

For a limited time only, with any purchase of Chrome hardware with a Chrome management license, you can add on a Chrome Keyboard & Mouse (valued at \$69) for just \$1!

Simply add PROMO-CHROME-WIRED-KBMS @ \$1 ex to your PO to take advantage of this special offer!

For detailed T&C or if you have any further questions, please email your ChromeOS Specialist 📧 linday@au.synnex-grp.com











#### \*\*









## **Channel Promotions**

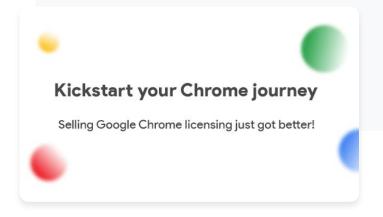
Start earning rewards with Google Chrome licensing

Identify a new opportunity
Identify and register a new domain to your business and to Google to receive a \$50 gift card

Schedule a meeting

Attend a meeting with your end user, a representative from Google and Synnex and receive a \$100 gift card

Seal the deal
Transact Chrome Licensing through Synnex and earn
Synnex account credit for each license sold



→ <u>Learn more</u>

<sup>\*</sup>Terms and conditions apply.





## **ALOGIC Smartbox Charging Solutions**

Seamless Intelligent Charging for Chromebooks

Introducing the ALOGIC Smartbox series, now available through Synnex!

The ALOGIC Smartbox is a cost-effective, safe and easy way to charge and secure Chromebooks. It's rugged design combined with the intelligent self-monitoring charging system makes it a veritable workhorse in any classroom or training room environment.

#### Features include:

- easy to access sliding shelves with cable management clips,
- available in Cube, Cabinet and Trolley format
- device capacity ranges from 8 up to 42 (depending on solution)
- accepts up to 15.6' devices, depending on solution
- sturdy plastic dividers to separate each device
- intelligent charging system
- durable and elegant design & much more!

Please reach out to Mayank Manchanda or Linda Yuan for more information.











## ChromeOS & Google Workspace Update







## Introducing Gemini for Google Workspace



#### Gemini Business

Al-powered assistant for teams of all sizes:

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

A\$28 /user/month, one year commitment

Learn more from this Announcement

#### Gemini Enterprise

Includes everything from Gemini Business, plus:

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

A\$42 /user/month, one year commitment

The next chapter of our Gemini era



@Gemini





\*Terms and conditions apply.











## Introducing ColabPro and ColabPro+ for Google Workspace

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

#### Colab Pro

## Enhancing Colab's free tier with:

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

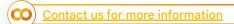
A\$11.67 /user/month, one year commitment

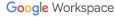
#### Colab Pro+

## Includes everything from Colab Pro, plus:

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

A\$58.34 /user/month, one year commitment







## ChromeOS SMB Partner Marketing Kit

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

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















Zero reported
ransomware attacks on
ChromeOS devices. Ever.

Free your business from ransomware with ChromeOS

Get Demo Pricing for SMB
Work Solutions and save up to
50% off RRP



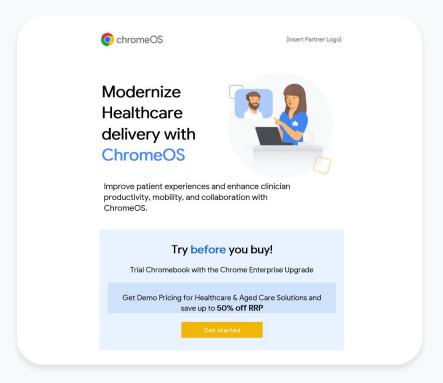


## ChromeOS HealthCare Partner Marketing Kit

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

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













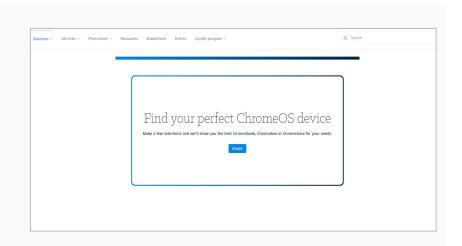


## ChromeOS Device Selector

Find your perfect ChromeOS device

Make a few selections and we'll show you the best Chromebook, Chromebox or Chromebase for your needs.















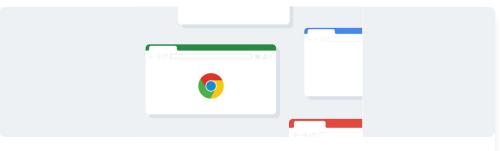
## Training

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



#### 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.





## Training

2024 ChromeOS APAC Partner Onboarding

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

Next session: September 12, 2024









# Google for Education Update









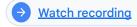




## Google for Education Partner Day

Following the innovations unveiled at EduTech, we are delighted to invite you to the Watch the Google for Education Partner Day!

Discover the latest insights and advancements in Google for Education products, equipping you with the knowledge to stay ahead in the market.







## Program overview



Register for info session on Sept 13

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

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

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

## Customer purchases eligible products

**Chrome Education Upgrade** 

Google Workspace for Education Plus Edition



## Partners provide Services

**Educator Training** 

Google Workspace Deployment

**ChromeOS Deployment** 

Data Analytics



Impactful Teaching and Learning











## Introducing Gemini for Google Workspace Education





20% intro discount\* for annual commitments.

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

#### **Gemini Education**

Your Al-powered assistant for education:

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

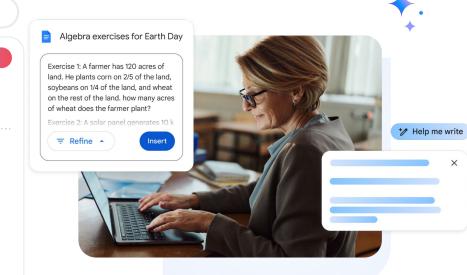
A\$28 /user/month, one year commitment

#### **Gemini Education Premium**

Includes everything from Gemini Education, plus:

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

A\$42 /user/month, one year commitment



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













## NEW Higher Education Pitch Deck

Support student success

We're excited to share with you our newly minted <u>higher education narrative</u>, for your immediate usage:

Building the Future of Higher Education with Google

We know that higher education is a hot topic and the need for a strong narrative has been urgent -- you will find everything that you need here, talk track included. Please take it for a spin and let us know how it goes out in the wild!

As a next step, we will be localising this content (created for North America and EMEA).



75%

of university students

prefer Google Workspace as their productivity suite of choice<sup>1</sup>

1. Sada Systems, Inc. 23 August 2022

## Launch: Guide to Al in Education

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

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

http://goo.gle/EduGuidetoAl

7



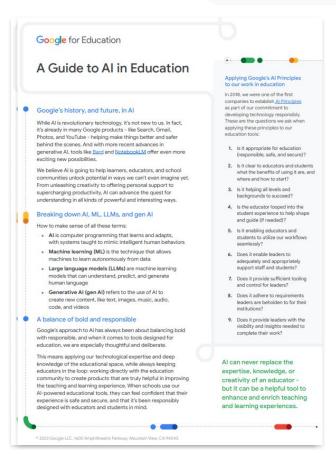
























## **Endpoint Education Upgrade**

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



## Advanced account management

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



## Deployment and device management

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



## Strong security controls

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

## **5**.2









## Available in flexible licensing options

Choose between managing your school's users or devices.



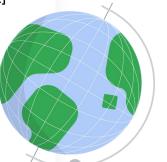
#### User-based license

- Great for schools that need flexible coverage that they can adjust each year
- Available on personal and school-owned devices\*
- \$6.88 AUD per user/year



### Device-based license [coming in H2]

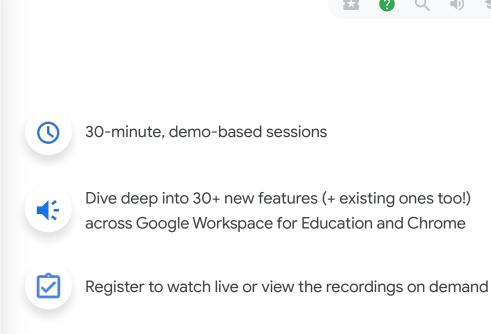
- Great for schools that have shared devices that many students sign in to daily
- Available on school-owned devices only
- \$6.88 AUD per device/year [subject to change]



## Upcoming training sessions on Google tools

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

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





Register Here

7











## GSEfE Transition: License assignment watch point



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

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



#### What Partners can do:

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

Plan: Time the acceptance of large transitions at the end

of the day or on Friday to minimize impact.













## **Channel News**

**Upcoming Price Changes** 

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

### Here's what's changing

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

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

<sup>\*</sup>Pricing changes will apply to all existing customer orders sometime between June 1, 2024 and July 1, 2024.



	Legacy Pricing, AU\$	Current Commit Pricing, AU\$	Current Flexible Pricing, AU\$
Education Plus (student / year)	5.50	6.88	N/A
Education Standard (student / year)	3.50	4.38	N/A
Teaching and Learning Upgrade (faculty user / month)	4.00	5.00	6.00













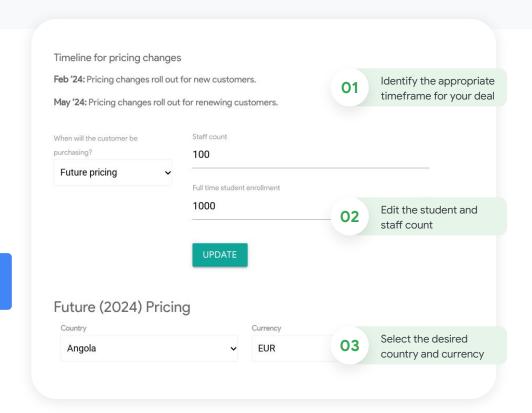
## New Pricing Calculator available on Partner Advantage

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

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

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

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











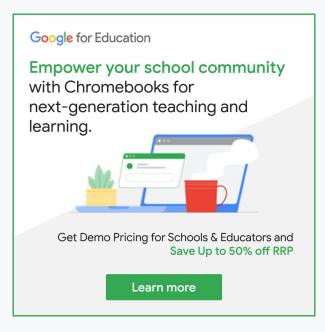


## NEW Google for Education Partner Marketing Kit

The ultimate resource to grow your Google for Education business with your schools & institutions.

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















## Save time Marketing Google for Education

The Google for Education Partner Marketing Studio is a marketing automation platform that helps you accomplish tasks at each stage of the marketing funnel - at no cost!

Using Partner Marketing Studio enables you to:

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









## Google Cloud Platform Update

















## Synnex advances Google **Cloud Security**

We are thrilled to share the exciting news of our expanded strategic partnership with Google Cloud, enriching our comprehensive portfolio through the integration of Google Cloud Security.

This milestone signifies a significant step forward in our collaboration with Google Cloud, opening up fresh avenues for partners and MSSPs to harness a powerful Al-driven, intelligence-led approach to cybersecurity.

Synnex partners can now supercharge their Enterprise Cybersecurity Practice by leveraging the robust Google Cloud Security suite, which includes Chronicle Security Operations.

#### Read more about the partnership

For further details on Google Cloud Security, reach out to our Google Cloud team at **E** googlecloud@au.synnex-grp.com

















## Reminder!

### Google Workspace Customer value-based Discounts & Incentives are live

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

#### **Update 1: Incentives Updates**

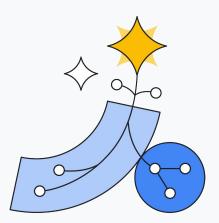
Effective April 1, 2024, Google Workspace Rebates will change as per below:

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

#### **Update 2: Partner Discount Changes**

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

For further details, reach out to our Google Cloud team at 📧 googlecloud@au.synnex-grp.com







<sup>\*</sup>Note: Minimum Order Value applies to be eligible for New Customer Rebate









## **Announcement**

### Introducing Google Threat Intelligence: Actionable threat intelligence at Google scale

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

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







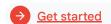


## **Channel News**

Google Cloud Platform

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.





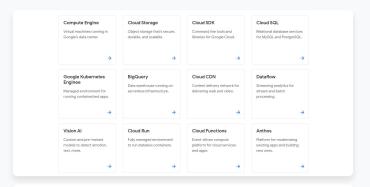








#### Everything you need to build and scale









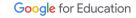
## Product Launches & Stock Updates













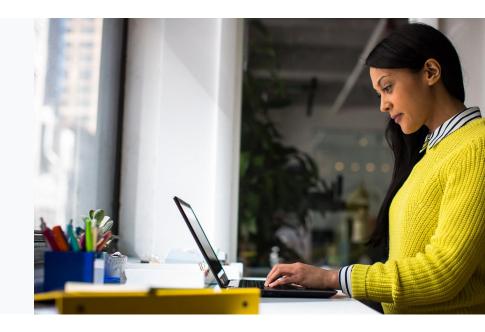


## Stock update & availability

Please <u>request access to this sheet</u> for up-to-date Chrome Upgrade, Workspace and Zero-Touch Enrolment pricing along with current hardware availability, and <u>follow the Synnex Ordering</u>

<u>Process</u> to place your order.

















## Google Chrome licensing ordering process



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.



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.



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 enduser, 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.







## Google Workspace ordering process

Provisioning Google Workspace is easily done via Synnex's Cloud Marketplace by following the below steps:

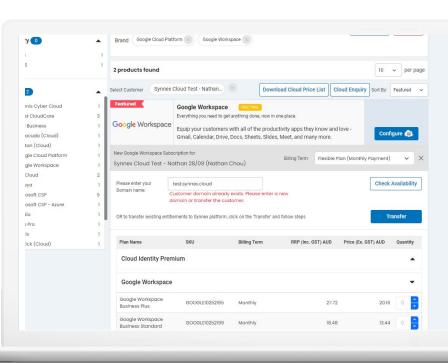
- 1 Create New or Select Existing Synnex Cloud Customer Entity
- 2 Enter your Customer's Google Domain for validation

#### For New Google Customers:

- Confirm the Billing Term, and enter the Users required next to the Edition you'd like to purchase
- Follow the prompts to Confirm Provisioning

#### For Existing Google Customers:

- Click Transfer to initiate the Transfer Process
- Provide your Reseller Public ID to your customer and ask them to generate a <u>Transfer Token</u>
- Follow the prompts to confirm
  Transferrable Billing Term &
  Subscription Details
- 6 Confirm Transfer









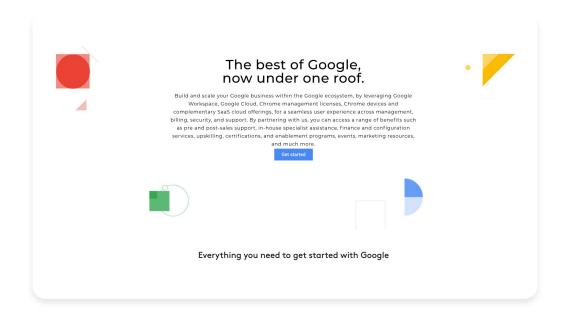
## **Channel Marketing**

Synnex Google microsite

Be sure to bookmark <u>qoogle.synnex.com.au</u>

Some of the key pages include:

- Services offered by Synnex
- Promotions you can leverage
- · And more!

















## Contacts

\$

### Order & invoicing

Synnex Chrome: <a href="mailto:qooglelicensing@au.synnex-arp.com">qooglelicensing@au.synnex-arp.com</a>

Synnex Workspace:

googlecloud@au.synnex-grp.com

**Technical Support:** 

googlesupport@au.synnex-grp.com



### **Synnex Google Site**

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



#### Sales

Synnex Chrome:

Linda Yuan - linday@au.synnex-grp.com

Synnex Workspace & Cloud:

Martin Joseph - martinm@au.synnex-grp.com



#### LinkedIn

Synnex Australia

**Synnex Cloud** 









## Contacts

#### Meet the team







Google Cloud Sales Specialist
Martin Melookaran
martinm@au.synnex-grp.com



Technical Cloud Pre-sales Sean Chandrasekara seanc@au.synnex-grp.com





## Thank you!













