# Australian Reseller Update:
# December 2024

## 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 X     Follow Chrome Enterprise on LinkedIn

# Agenda

**1** **December Update**

- ⭐ Events
- 👥 Partner Marketing Studio
- 🔍 Channel news
- 👍 Channel promotions
- 🎓 Training

**2** **ChromeOS & Google Workspace**

- 🔍 Channel news
- 🔊 Channel marketing
- 🎓 Training

**3** **Google for Education**

- 🔍 Channel news
- 🔊 Channel marketing
- 🎓 Training
- 👍 Promotions

**4** **Google Cloud Platform**

- 🔍 Channel news

**5** **Product launches & stock updates**

- 💻 Stock updates
- 🛒 Google Chrome licensing ordering process
- 🔊 Channel marketing
- 📞 Contacts

chromeOS    Google Cloud    Google Workspace    Google for Education    Google Workspace for Education    SYNNEX

# December Update

01

# Win the ultimate AO Experience with Google and Synnex

Perched at the top of the arena, you'll be immersed in the action like never before. Enjoy private seating and dining with a gourmet buffet and access to beverages on tap, all within the comfort of the exclusive suite.

Simply purchase eligible Google Workspace or Google Workspace for Education SKUs for your chance to win tickets to the Australian Open Superbox.

**Program Period closes 13 December 2024**

→ **Learn more and Register Now**



SWING INTO VICTORY WITH THE ULTIMATE VIEW

Experience the Australian Open with Synnex and Google

REGISTER NOW

Terms and conditions apply

Google Workspace

Google Workspace for Education

SYNNEX

# Promotions

## Chrome Kickstarter Program
Earn up to $150 in gift cards for net new deal registrations to Google.

Terms and conditions apply.

## Zero cost, Zero-touch enrolment
Get zero-touch enrolment service free for Chromebooks purchased together with Chrome Education Upgrade licenses from Synnex Australia

Terms and conditions apply.

Google for Education

Google Workspace for Education

# Important: Google End-of-Year Order Deadlines

As we approach the end of 2024, please be aware of the following ordering deadlines to ensure timely delivery for your customers:

**ChromeOS** → Please submit your PO and have the license registration form filled out by <u>**COB Friday, 20 December 2024**</u>.

**Google Workspace for Education** → Please submit your purchase order and the Student Verification Letter by <u>**COB Friday, 20 December 2024**</u>.

**Google Workspace/Google Cloud** → Synnex Cloud Marketplace will remain available 24/7 throughout the remainder of 2024 for customer self-service.

For any other special cases (such as deal registration or pricing approval requests) or for any additional support, please reach out to the relevant Synnex Google team as soon as possible:

**Google ChromeOS** → linday@au.synnex-grp.com
**Google Workspace/Google Workspace for Education/Google Cloud** → googlecloud@au.synnex-grp.com

chromeOS     Google for Education     Google Workspace                     SYNNEX

# Dedicated Cloud Identity Support

It was announced late last year that all partners would be required to associate their domain with a Cloud Identity account in order to retain Partner Advantage portal access. The cut off date shifted multiple times, and the most recent "cut-off" shared with partners was **September 20th, 2024. If you're still yet to take action, and need support**, we have set up dedicated office hours slots for you to join and receive 1:1 troubleshooting from a dedicated support agent.

Please feel free to book any of the available times you see **here.**

chromeOS    **Google** for Education    **Google** Workspace      *SYNNEX*

# APAC Technical Office Hours & Certification

## Certified Perks

If you would like to join office hours/access assets, please submit this registration form and you'll be added to the group. Next office hours, dial in live: Thursday **January 30, 2025**

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

You can review the exam guide here, and register to take the exam (via Kryterion) here. **New! Complete the exam successfully to get exclusive ChromeOS Certified Bundle of swag too!**



chromeOS — Google Cloud — Google Workspace — Google for Education — Google Workspace for Education — SYNNEX

# Channel Promotions

Let Synnex help certify your team!

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

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

**3** **Request Exam Voucher**
Complete Intake Form to request an Exam Voucher

**4** **Certify**
Use Exam Voucher to book in your exam

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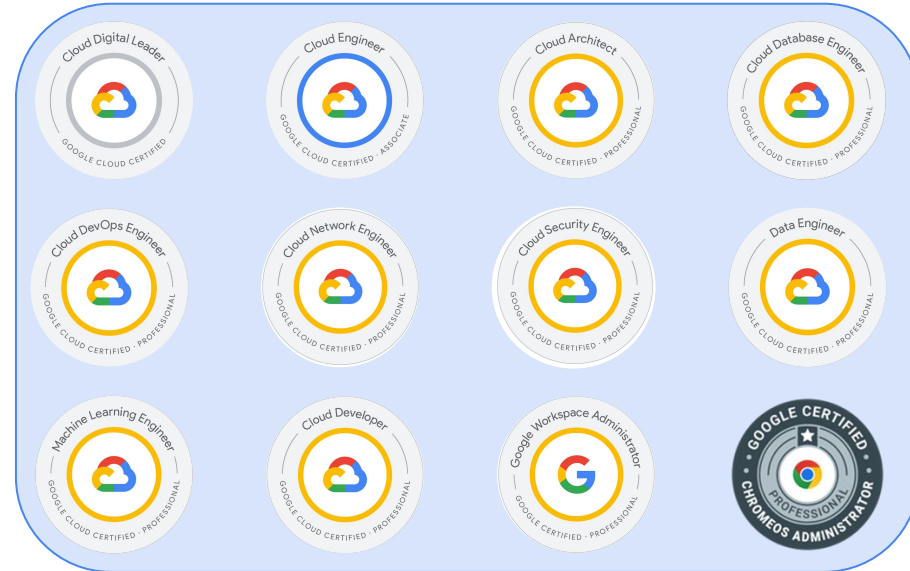
*Terms and Conditions apply



chromeOS   Google Cloud   Google Workspace   Google for Education   Google Workspace for Education   SYNNEX

# ChromeOS Readiness Tool (CRT)

The ChromeOS Readiness Tool evaluates an organisation's readiness to transition to ChromeOS by assessing the compatibility of the applications used. Once the assessment is complete, the tool generates an insightful report that highlights machines that are ready to switch to ChromeOS. **This tool is available at no cost to all customers and partners.**

Why it matters: This solution helps partners and customers by outlining a transition path for ChromeOS via professional services to help customers deploy and scale in their environment.

→ [Access The Tool Here](#)

→ [Roadmap](#)

chromeOS

# Launched: Multi-Reseller

Customers can now buy different SKUs from different resellers or direct from Google, as long as those SKUs belong to different product groups. This launch enables different subscriptions within the product groups to be resold from different resellers, and product-wise is similar to how the system behaves today when a customer has subscriptions direct from Google and resold from a reseller.

Why it matters to customers: Customers have the freedom to choose resellers for each product group, so they can work with resellers who specialise in a specific product or are offering the best deal.

**Key Callouts:**
- Customers must authorise resellers (give 'purchase consent') to manage specific product groups before resellers can act on their behalf.
- Customers can allow reseller support access for all or none of their resellers with purchase consent.
- Customers can work with multiple resellers, as long as each reseller handles a different product group.
- Customers can buy certain products directly from Google, even while partnering with resellers for other products.
- Margin changes apply at the SKU level for recent Workspace margin changes.

→ [Help Centre: Buy subscriptions through resellers](#)

chromeOS     Google Cloud     Google Workspace     Google for Education     Google Workspace for Education     SYNNEX

# The OS for a new era

## Windows Compete Campaign

**After 14 October 2025, Windows 10 PC will no longer receive security updates and Microsoft will no longer be available to provide Windows 10 technical support.** Repurposing devices as read-only ChromeOS devices may be just what your customers need.

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**

## The OS for a new era
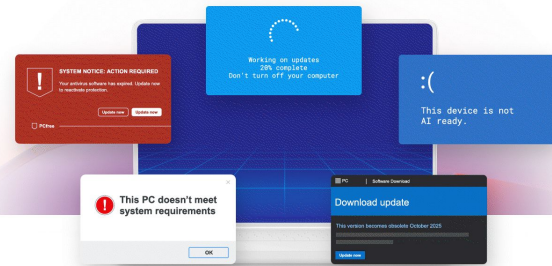
→ [See the Partner Marketing Playbook](#)

→ [ChromeOS: Windows Compete Toolkit](#)

chromeOS | Google Cloud | Google Workspace | Google for Education | Google Workspace for Education | SYNNEX

# 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.

**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
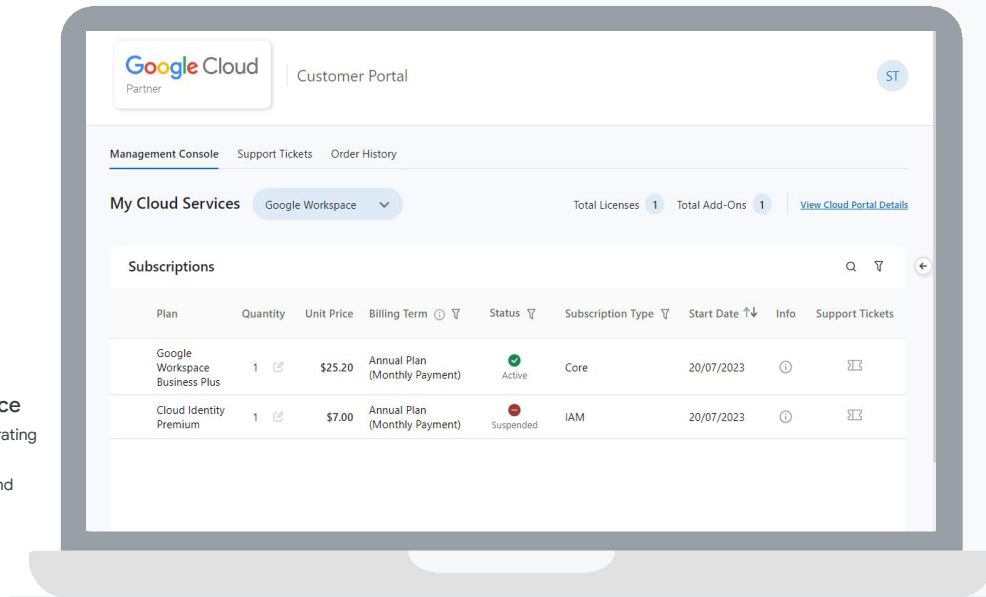
**Accelerate** adoption rates

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.

**Optimise** your supply chain

Elevate operational efficiency by streamlining your supply chain.



### More Info or Request a Demo!

SYNNEX

# Wayfinding Guides

**Refreshed** - See what's available at Synnex

Wayfinding Guides help users find the right device for a use case, whether for students or teachers in Education, or Kiosks or Shared Devices in Enterprise. Hardware recommendations (like form factor, processing power, memory, etc) are categorized to guide. customers to the latest devices that meet their spec needs.

See the guides for details and all use cases!



→ View the Enterprise wayfinding device guide



→ View the Education wayfinding device guide

chromeOS          Google Cloud          Google Workspace          Google for Education          Google Workspace for Education          SYNNEX

# Chromebook Plus
## Designed to get more done

With double the performance, Chromebook Plus offers built-in Google apps and powerful AI capabilities to help consumers boost their productivity, inspire their creativity and make everyday tasks intuitive.

Chromebook Plus gives teams more freedom to build, collaborate, and manage than ever before.

**Minimum Chromebook Plus Specs:**
*CPU:* Intel Core i3 12th Gen or above, or AMD Ryzen 3 7000 series or above
*RAM:* 8GB+
*Storage:* 128GB+
*Webcamera:* 1080p+ with Temporal Noise Reduction
*Display:* Full HD IPS or better display

For available models and pricing, please reach out to
[Linda Yuan](#)

chromeOS

Discover the best of Google AI with **Chromebook Plus**

SYNNEX

# Reintroducing Chrome Enterprise Perpetual License
## Now available via Late Binding for all ASUS Chrome devices

Late Binding for Chrome Enterprise Perpetual licenses is now available via Synnex for all ASUS Chrome devices!

Late Binding allows a Chrome Enterprise Perpetual License to be added to a ChromeOS device even after it has left OEM factory. This provides greater flexibility for organizations that prefer the long-term value of a perpetual license but may not have purchased a Chromebook or Chromebox Enterprise (CBE) device initially.

All current ASUS Chrome devices at Synnex are eligible for Late Binding via the below two product codes:

| Product Line | Model | Part Number |
|---|---|---|
| Chromebook | Late Binding Perpetual License | AP004-CB0004NX |
| Chromebox | Late Binding Perpetual License | AP004-CB0004MS |

For more details and pricing, please reach out to Linda Yuan

chromeOS

SYNNEX

# 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

→ **Learn more**

chromeOS

**SYNNEX**

# Logitech Reach
## Teach without Limits

Logitech Reach allows educators to teach freely, creatively and easily. Developed in collaboration with teachers, Logitech Reach is specifically engineered to suit educational use cases to bring non-digital content to life.

Operate in full desktop mode by placing Logitech Reach on a table in a well lit space, or switch into compact mode with the low-profile edge clamp.

Move the camera vertically, horizontally and in full 360° to create novel vantage points and share your perspective with ease.

Logitech Reach offers a plug and play experience over USB-C and can be used with Chrome devices as well as conferencing or streaming platforms such as Google Meet, so educators can have confidence that the camera "just works."

To learn more about how the Logitech Reach works in a classroom, please scan the QR code to the right.

For more information about other Logitech Education Solutions, please reach out to the Logi VC team or Linda Yuan

chromeOS

SYNNEX

# Meet the Logitech Rally Bar Family
## Google Certified for Meet on Android

Meet on Android leverages the onboard computing available on the Logitech Rally Bar, Rally Bar Mini, and Rally Bar Huddle to run the Google Meet application within Logitech CollabOS, an Android-based operating environment.

This is great for end users who prefer the streamlined integration of Google Meet without a Meet Compute system!

### MEET ON ANDROID

With Tap IP and Rally Bar conference camera

**Rally Bar Huddle**    **Rally Bar Mini**    **Rally Bar**
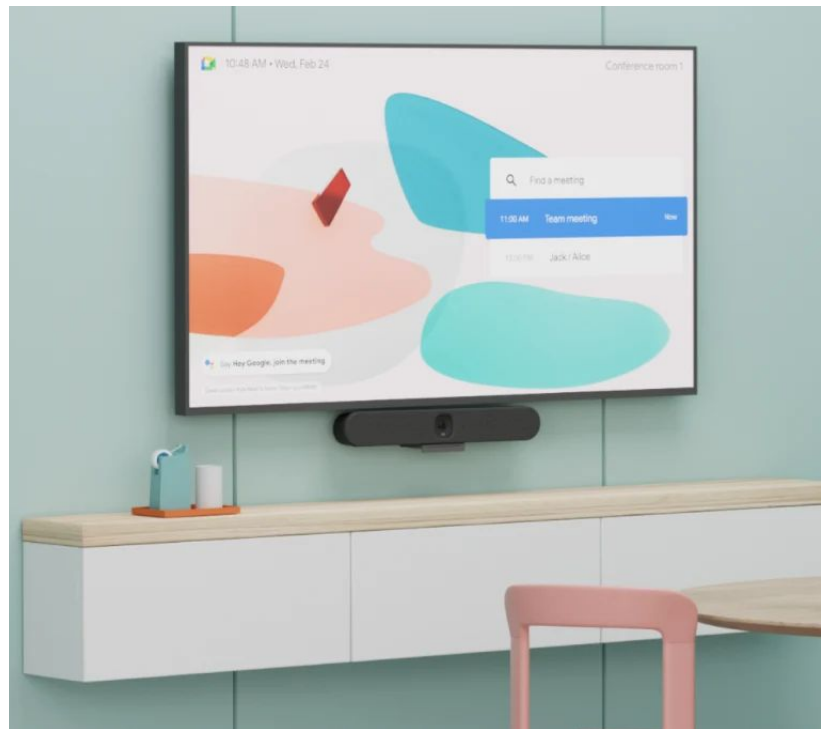
To learn more about Logitech for Business solutions like the Rally Bar Family or Meet on Android, please reach out to the Logi VC team or Linda Yuan

logitech | for business

chromeOS

SYNNEX

# ATEN UH3234 Docking Station for Chromebook: The Ultimate Upgrade

Boost your Chromebook's potential with the **ATEN UH3234 USB-C Multiport Dock**.

**Key Features:**
**One-Cable Connection:** Connect up to 10 devices instantly through a single USB-C cable.
**Stunning 4K Display:** Extend your Chromebook to an external 4K monitor for an ultra-high-definition visual experience.
**Power Delivery Pass-Through:** Provides up to 60W of power to your Chromebook while simultaneously charging connected devices.

<u>**Q4 Promotional Offer**</u>: Buy any Chrome device & bundle an Aten UH3234 dock for **95ex** (RRP 159 inc). Simply reference #CHROME on your PO to take advantage of this limited time offer!

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

Stylish and Smart Design

chromeOS

SYNNEX

# 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
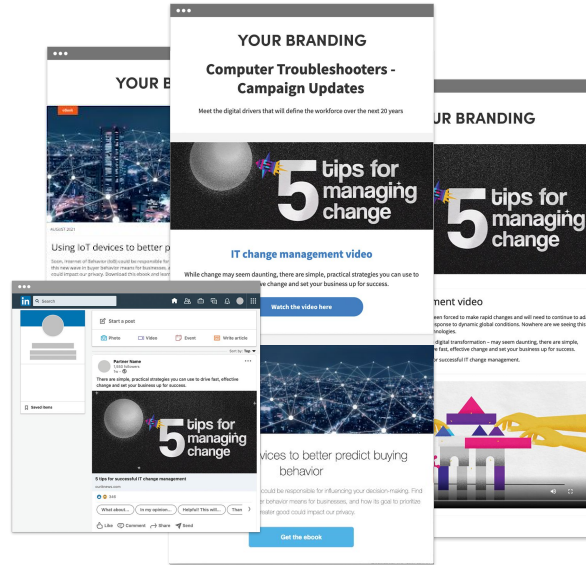
SYNNEX

# ChromeOS & Google Workspace Update

02

chromeOS

Google Workspace

SYNNEX

# Win more business with minimal effort

The ChromeOS sponsored Extu Marketing Program is an always-on, lead-generating marketing campaign designed to uncover new opportunities from your customers and prospects.

Proudly sponsored by **chromeOS**

No Out-of-Pocket Costs
Free to you as a valued partner.

Award Winning Industry Content
Thought leadership articles, e-books and infographics expertly prepared for you every month.

Easy campaign scheduling
Turn-key multi-channel campaigns sent to your network in less than 5 minutes per month.

Extu is trusted by more than 3,500 channel partners worldwide with 5-star reviews

*"Extu has been one of the simplest and most convenient platforms I've used for scheduled campaigns."*

*"Excellent industry specific content."*

*"We have used them for email marketing for years with excellent results!"*

**chromeOS**

**extu**⌐

# Features & Benefits

**Unique Microsite**
Email and microsite branded to your company.

**Campaign Customisation**
Customise your email marketing campaign with exclusive offers and feature stories.

**Insights Hub**
Prioritise and manage your leads with our secure Insights Hub.

**Simplified Reporting**
See your top engagers, click through and open rates with the campaign summary.

**LinkedIn & Facebook**
Boost your social presence with automated social posting to you and your team's social media pages.

**Dedicated Marketing Consultant**
A dedicated marketing specialist to help optimise your campaign performance.

# Getting Started

## 1 Register your preferences
Complete the registration form with your company information so we can set up your account and campaign draft.

## 2 Add your subscribers
Once your account is set up, we'll send you a login to add your target email list to your account.

## 3 Launch your campaign
Your campaign is sent to your inbox to review. If no changes are made, your campaign is scheduled to your list 4 business days later.

extu

# Introducing Gemini for Google Workspace

## Gemini Business

### AI-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

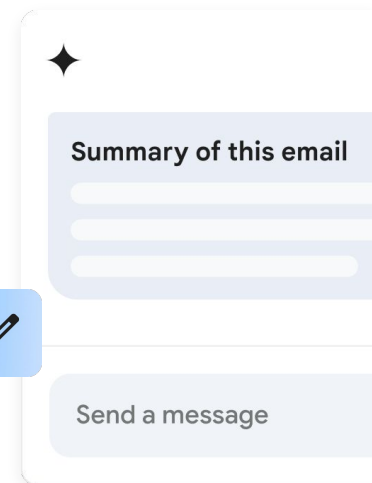### Includes everything from Gemini Business, plus:

- 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

Summary of this email

Send a message

@Gemini

Get Started

*Terms and conditions apply.

Google Workspace

SYNNEX

# 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

## Contact us for more information

Google Workspace

SYNNEX
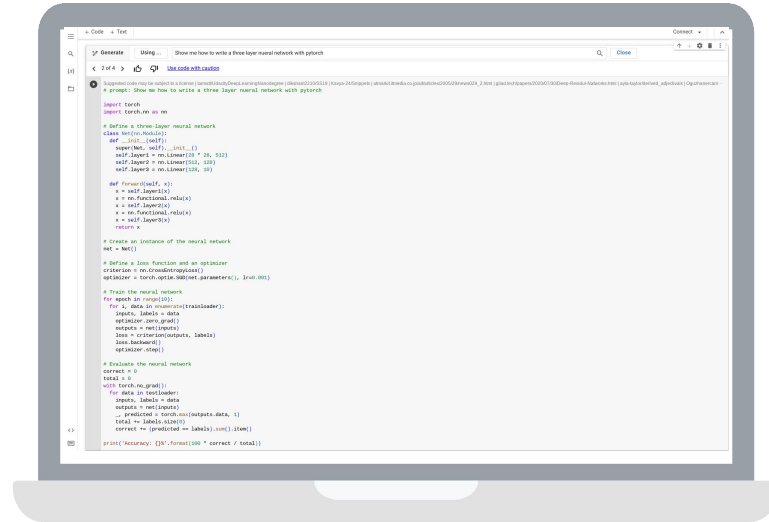
# ChromeOS SMB
# Partner Marketing Kit

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!

→ **Download Pack**



chromeOS

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          **Google** Workspace          **SYNNEX**

# 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!

→ **Download Pack**



chromeOS                    [Insert Partner Logo]

Modernize
Healthcare
delivery with
ChromeOS
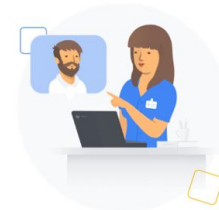
Improve patient experiences and enhance clinician productivity, mobility, and collaboration with ChromeOS.

Try **before** you buy!

Trial Chromebook with the Chrome Enterprise Upgrade

Get Demo Pricing for Healthcare & Aged Care Solutions and save up to **50% off RRP**

Get started
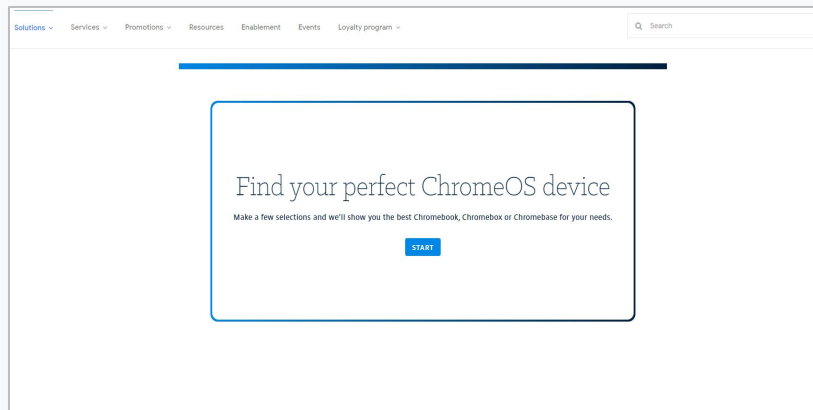
chromeOS        Google Workspace        SYNNEX

# 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.

→ **Try now**



chromeOS

# Chrome ENT Multi-Year SKUs Launch
## (CEU & KSU)

We are excited to announce the launch of Chrome Enterprise multi-year SKUs for Chrome Enterprise Upgrade (CEU) and Kiosk & Signage Upgrade (KSU).

Customers will now be able to purchase 24-month and 36-month commitments for these products. These multi-year SKUs are already available through Synnex.

**Key Callout:**
- Partners will be responsible for the full payment of a multi-year commitment.



chromeOS

# 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.

chromeOS

Google Workspace

SYNNEX

# Google for Education Update

03

# Promotion!



**Independent School Promotion**
Get 18% discount on 3 year Google Workspace for Education commit

Terms and conditions apply.



# Google for Education December Partner Briefing [APAC]

Join us for a monthly briefing on the latest Google for Education business updates. This training is for authorized Google Workspace for Education channel partners and Chrome Education partners, including direct resellers, distributors, OEMs, and Professional Development partners only.

📅 19 December 2024 2:00 pm  - 3:00 pm  AEDT

[Add it to your calendar now](#)   ↗

Google for Education

Google Workspace for Education

# Google for Education's "Year In Review"

It's amazing to think that 2024 is almost over! We've partnered together across so many opportunities this year and you have been a key part of our success - thank you for everything.

Our team wanted to try something new to reflect on the top launches and moments across 2024 as well as provide a sneak peek of what's coming in 2025. As such, we just launched the "Google for Education Year in Review" for both you - our partners - and customers to reflect on highlights from this year and get excited for what lies ahead next year.

**Sharing Year in Review with your customers**

To make it easy to share Year in Review, we've created below resources for partners:

- Partner Marketing Studio campaign (US [EN]) now live with Year in Review to-customer email and social posts. UK [EN], APAC [EN] are coming soon!
- Partner Toolkit with a summary of Year in Review, launch guide, and Partner Marketing Studio campaign info

You can also share the blog link directly with customers if you prefer.
*Please check out these resources and help us spread the word!*

Google for Education

SYNNEX

# Launch: Guide to AI 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/EduGuidetoAI](http://goo.gle/EduGuidetoAI)

Google for Education

Google Workspace for Education



### Google for Education

## A Guide to AI in Education

**Google's history, and future, in AI**

While AI is revolutionary technology, it's not new to us. In fact, it's already in many Google products - like Search, Gmail, Photos, and YouTube - helping make things better and safer behind the scenes. And with more recent advances in generative AI, tools like Bard and NotebookLM offer even more exciting new possibilities.

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 and interesting ways.

**Breaking down AI, ML, LLMs, and gen AI**

How to make sense of all these terms:

- **AI** is computer programming that learns and adapts, with systems taught to mimic intelligent human behaviors
- **Machine learning (ML)** is the technique that allows machines to learn autonomously from data
- **Large language models (LLMs)** are machine learning models that can understand, predict, and generate human language
- **Generative AI (gen AI)** refers to the use of AI to create new content, like text, images, music, audio, and videos

**A balance of bold and responsible**

Google's approach to AI has always been about balancing bold with responsible, and when it comes to tools designed for education, we are especially thoughtful and deliberate.

This means applying our technological expertise and deep knowledge of the educational space, while always keeping educators in the loop: working directly with the education community to create products that are truly helpful in improving the teaching and learning experience. When schools use our AI-powered educational tools, they can feel confident that their experience is safe and secure, and that it's been responsibly designed with educators and students in mind.

**Applying Google's AI Principles to our work in education**

In 2018, we were one of the first companies to establish AI Principles as part of our commitment to developing technology responsibly. These are the questions we ask when applying these principles to our education tools:

1. Is it appropriate for education (responsible, safe, and secure)?
2. Is it clear to educators and students what the benefits of using it are, and where and how to start?
3. Is it helping all levels and backgrounds to succeed?
4. Is the educator looped into the student experience to help shape and guide (if needed)?
5. Is it enabling educators and students to utilize our workflows seamlessly?
6. Does it enable leaders to adequately and appropriately support staff and students?
7. Does it provide sufficient tooling and control for leaders?
8. Does it adhere to requirements leaders are beholden to for their institutions?
9. Does it provide leaders with the visibility and insights needed to complete their work?

AI can never replace the expertise, knowledge, or creativity of an educator - but it can be a helpful tool to enhance and enrich teaching and learning experiences.

# NotebookLM

## What is NotebookLM?

NotebookLM is an experimental, AI-powered, note-taking, note-analysis tool designed to use the power and promise of language models paired with your existing content to gain critical insights, faster.

You can assign multiple sources ("notes") to a collection ("notebook"), and then prompt NotebookLM to answer questions based on that collection.

Think of it as a virtual research assistant that can summarize facts, explain complex ideas, and brainstorm new connections — all based on the sources you select.

**Read more on NotebookLM** ↗

Google for Education          Google Workspace for Education

# [Launched] Gemini app to Edu Teens

**Gemini app** with added data protection to all **Edu users 13 and older**

Admins can now enable Google Workspace for Education users (13+ or the applicable age in their country) with access to the Gemini app. The Gemini experience for teen students was developed in close partnership with child safety & development experts. There is a teen specific onboarding process that includes an AI literacy guide and video, which was endorsed by ConnectSafely and Family Online Safety Institute (FOSI), to help Teens use AI responsibly. Common Sense Media considers the Gemini teen experience "low risk" and is designated as "designed for kids", unlike many other popular generative AI tools. Read more here.
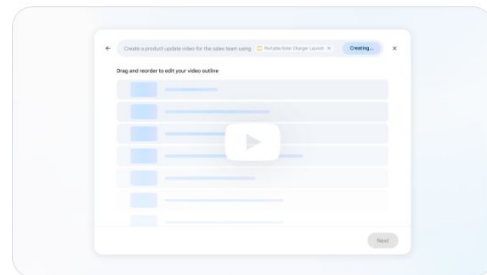
Google for Education          Google Workspace for Education

## Google Vids
### vids.google.com



▶ Google Vids

# AI-powered video creation for work

🎖 Coming soon ⓘ

Tell more engaging stories at work through easy-to-use, collaborative video creation with Gemini.

See it in action    Create    Record    Customize    Collaborate    Use cases    FAQs

## See how to scale your message through engaging video storytelling

**Read more about: Expanding access to the Gemini app for teen students in education** ↗

# 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.

Google for Education

# 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]
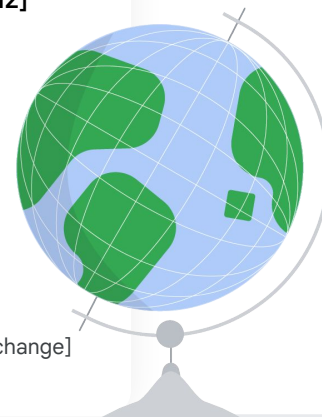
* Great for BYOD and 1:1 devices

Google for Education

# 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.

30-minute, demo-based sessions

Dive deep into 30+ new features (+ existing ones too!) across Google Workspace for Education and Chrome

Register to watch live or view the recordings on demand

**Register Here**

**goo.gle/edu-product-training**

Google for Education

Google Workspace for Education
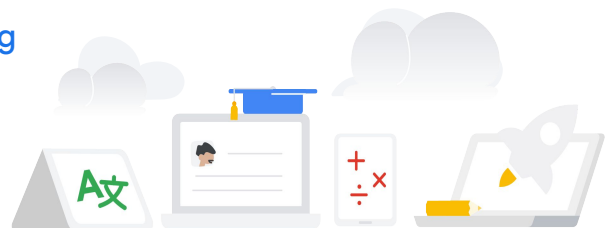
# GSEfE Transition: License assignment watch point

**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

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!

*Pricing changes will apply to all existing customer orders sometime between June 1, 2024 and July 1, 2024.

→ Contact Us for More Information

|  | 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 |

Google for Education

SYNNEX

# **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 g.co/educonnect
Google for Education > Order

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

Google for Education

Timeline for pricing changes

Feb '24: Pricing changes roll out for new customers.

May '24: Pricing changes roll out for renewing customers.

When will the customer be purchasing?

Future pricing

Staff count

100

Full time student enrollment

1000

UPDATE

Future (2024) Pricing

Country

Angola

Currency

EUR

01 Identify the appropriate timeframe for your deal

02 Edit the student and staff count

03 Select the desired country and currency

# Australian
# 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!

→ **Download Pack**

**Google** for Education

**Empower your school community** with Chromebooks for next-generation teaching and learning.

Get Demo Pricing for Schools & Educators and **Save Up to 50% off RRP**

**Learn more**

**Google** for Education

**Google** Workspace for Education

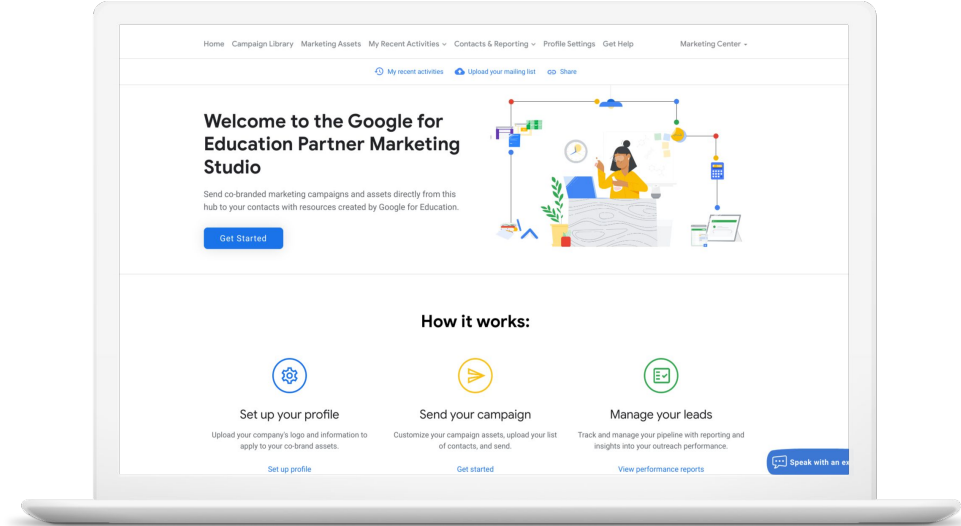**SYNNEX**

# Save time Marketing Google for Education

Complimentary access to Google-produced content and simple tools to build effective campaigns.

**Partner Marketing Studio** is a platform you can use as a lightweight marketing automation system to help you send emails or publish landing pages within minutes. It's also a co-marketing tool to help you highlight your brand alongside Google's. Using Studio enables you to:

- Speed up your go-to-market process
- Enhance the quality of assets
- Manage content and contacts
- Monitor campaign performance

→ **Get started**: Partner Marketing Studio Onboarding Guide

→ **Learn more**: Partner Marketing Studio video tutorial

Google for Education

SYNNEX

# Google Cloud Platform Update

04

Google Cloud
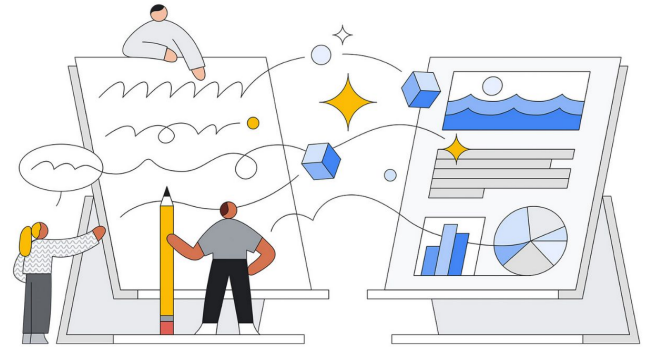
SYNNEX

# 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 AI-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 ✉ googlecloud@au.synnex-grp.com

chromeOS        Google Cloud        Google Workspace        Google for Education        Google Workspace for Education        SYNNEX

# 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.

*Note: Minimum Order Value applies to be eligible for New Customer Rebate*

**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

Google Cloud

SYNNEX
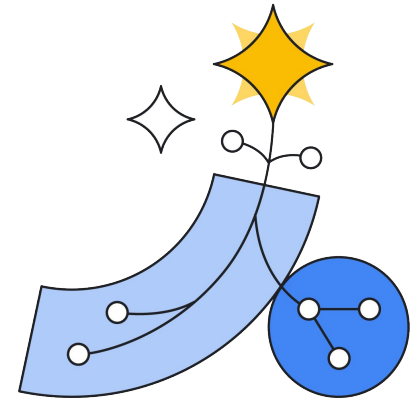
# Announcement

**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 AI-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.

→ **Read Blog**

Google Cloud

SYNNEX

# Channel News

Google Cloud Platform

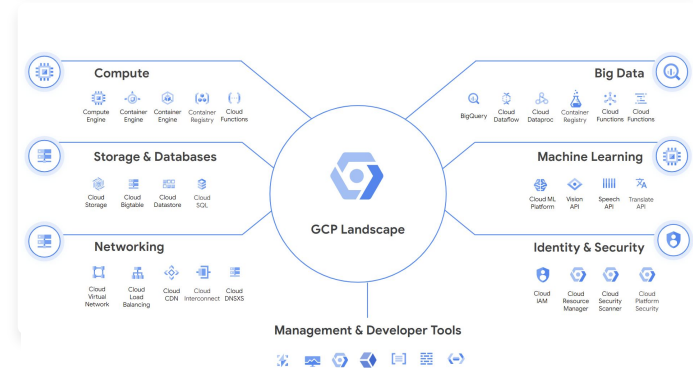**Build what's next. Better software. Faster.**

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

→ **Get started**

**Everything you need to build and scale**



Google Cloud

SYNNEX

# Product
# Launches &
# Stock Updates

05

chromeOS    Google Cloud    Google Workspace    Google for Education    Google Workspace for Education    SYNNEX

# 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

chromeOS          Google Workspace          SYNNEX

# 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](mailto: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](mailto: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.

chromeOS

*SYNNEX*

# 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:

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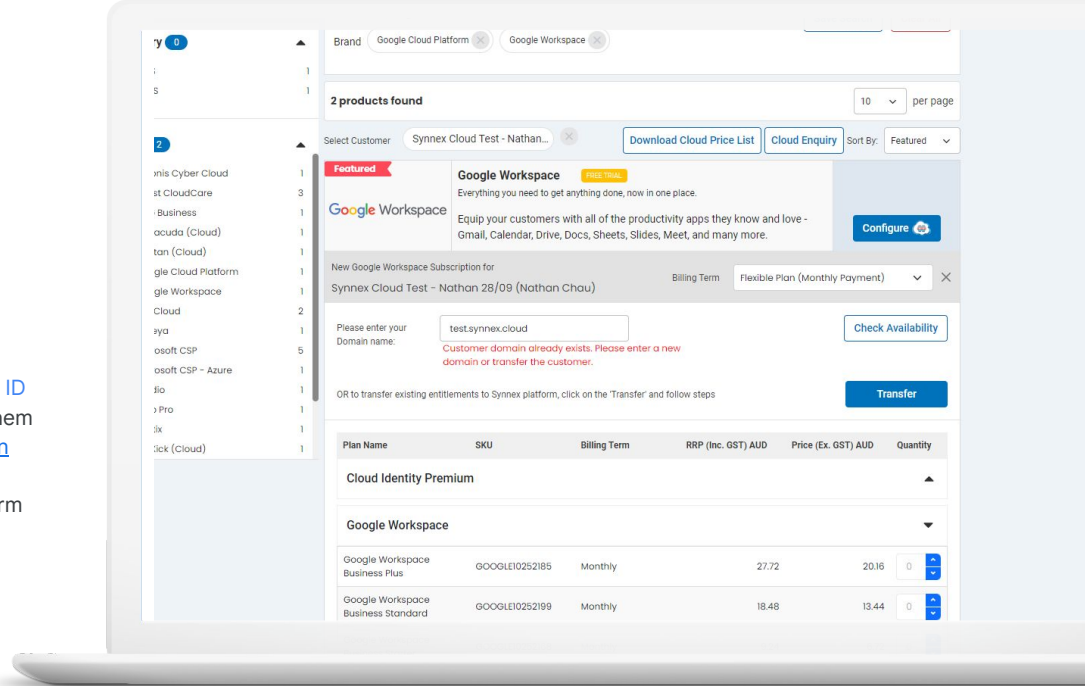
**4** Follow the prompts to Confirm Provisioning

### For Existing Google Customers:

**3** Click Transfer to initiate the Transfer Process

**4** Provide your Reseller Public ID to your customer and ask them to generate a Transfer Token

**5** Follow the prompts to confirm Transferrable Billing Term & Subscription Details

**6** Confirm Transfer



**Google** Cloud

→ Ordering Visual Guide

SYNNEX

# Channel Marketing

Synnex Google microsite

Be sure to bookmark [google.synnex.com.au](google.synnex.com.au)

Some of the key pages include:

- [Services offered by Synnex](Services offered by Synnex)
- [Promotions you can leverage](Promotions you can leverage)
- And more!

The best of Google,
now under one roof.

Build and scale your Google business within the Google ecosystem, by leveraging Google Workspace, Google Cloud, Chrome management licenses, Chrome devices and complementary SaaS cloud offerings, for a seamless user experience across management, billing, security, and support. By partnering with us, you can access a range of benefits such as pre and post-sales support, in-house specialist assistance, finance and configuration services, upskilling, certifications, and enablement programs, events, marketing resources, and much more.

Get started

Everything you need to get started with Google

chromeOS    Google Cloud    Google Workspace    Google for Education    Google Workspace for Education    SYNNEX

# Contacts

## Order & invoicing

**Synnex Chrome:**
googlelicensing@au.synnex-grp.com

**Synnex Workspace:**
googlecloud@au.synnex-grp.com
Technical Support:
googlesupport@au.synnex-grp.com

## Sales

**Synnex Chrome:**
Linda Yuan - linday@au.synnex-grp.com

**Synnex Workspace & Cloud:**
Martin Joseph - martinm@au.synnex-grp.com

## Synnex Google Site

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

## LinkedIn

Synnex Australia

Synnex Cloud

chromeOS          Google Cloud          Google Workspace          SYNNEX

# Contacts

Meet the team

**Google Chrome Sales Specialist**
Linda Yuan
linday@au.synnex-grp.com

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

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

chromeOS

Google Cloud

SYNNEX

# Thank you!