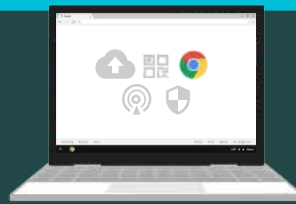


Incentives to accelerate the move to ChromeOS

- Deal Acceleration Fund= *Close deals through Services*
- Net New Logo Incentive= *Close a deal and we pay you!*

Deal Acceleration Funds for Services



Chrome Devices + ChromeOS

Purchase Chrome Devices through TD SYNnex for our team to perform services

Chrome Enterprise/ EDU Upgrade

The more you purchase, the greater funding you can potentially receive

Services

Numerous services available that is eligible for funding and can be performed by our TD SYNnex team

Type of customer that can qualify: Net New Logo or Unique Upsell Opportunity

* Funding available for EDU or ENT customers

Deal Acceleration Service Types



PoC (Proof of Concept)

Technical engagement with a Customer to prove that a technology will satisfy the Customer's needs:

- Less than 4 week duration
- May include ChromeOS licenses or software
- Not for deployment into Production environment

Pilot



A feasibility or experimental trial involving end users, where the Customer tries a small-scale implementation to evaluate the proposed solution. Typically, may include services such as:

- Admin Console & environment setup
- Domain verification
- User, device and application provisioning
- Domain security configuration



Workshop

Meeting conducted either in person onsite or via phone/ video conferencing where deployment planning best practices are shared:

- Project planning
- Admin Console setup and training
- Technical troubleshooting
- Help Desk support

Deployment



Partner provided professional services relating to, and supporting, the deployment of ChromeOS which may include:

- Device enrollment
- Project management
- Change management
- Policy configuration best practices
- Planning for end user training
- Data / App migration services

Check out our Services Line Card here!



Net New Logo Incentive

A smart investment for the business

Put money back in your pocket by closing deals for net new customers

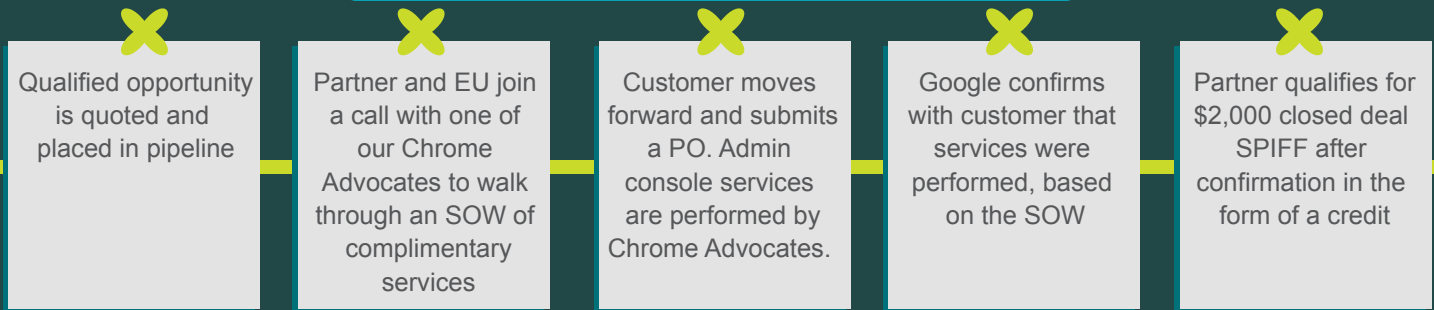
How to Qualify:



- SPIFF for resellers
 - \$2,000 for a closed deal that was generated into our pipeline. Must have received confirmation that the deal qualifies before PO is submitted
- 25+ seats purchased
- 200+ employees in the company
- Confirmed with your Google TD SYNnex POC that your deal does qualify. List of contacts are below

* Only available for Enterprise end users

How is this processed?



*Promo runs through the end of Dec '23

*Terms and Conditions do apply

Deal Acceleration Success Stories

A 10K Acer unit opportunity closed for a library new to Chrome

- \$225K in services funded
- Services included Asset tagging, Admin Console setup and ZTE
- Enterprise customer
- Path to qualify- Net New Logo

55K Devices for a School District

- Approved for \$275K for funded services
- Services included- Asset tagging, Green packaging & WGS
- Path to qualify- Unique upsell opportunity

TD SYNnex Google Chrome Team

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