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GOOGLE PLAYBOOK

Accelerate Your Success with Google Solutions



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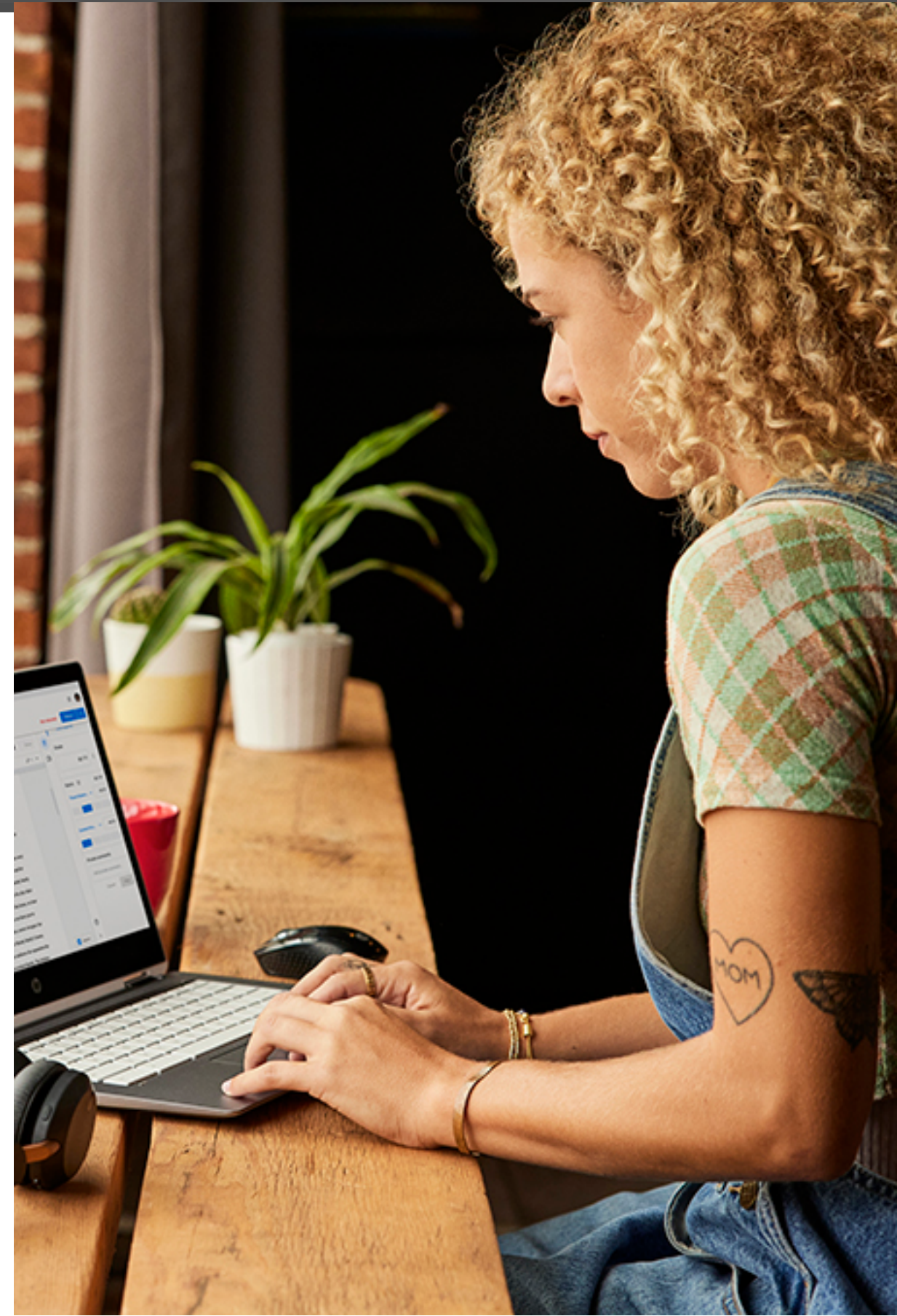
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Google and SYNnex. It just works.

As a leading distributor, SYNnex is leading the charge in the solutions Google takes to market. We were the first distributor to work with Google, and because of this long-term partnership, Google entrusts us with many exclusive benefits. From pre-sales assessments to post-sale support, our dedicated team can support all of your Google needs and help you provide the full solution.

To learn more, visit the [SYNNEX Google website](#)

We also strive to make your buying process as simple as possible. That's why we created our self-serving platform, SYNnex STELLR, which makes the purchasing process simple and efficient. Visit the [SYNNEX STELLR Marketing platform](#) to learn more about added-bonus resources available to you.





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Groundbreaking Solutions

Whether your customer's business is early in its journey or well on its way to digital transformation, Google solutions and technologies help chart a path to success. Because they were born in the cloud, Google solutions enable your customers to seamlessly work anytime, anywhere, and from any device. And because everything is managed from a single pane of glass, Google solutions are the ideal answer to many IT administrative pain points. Help your customers grow their business and save time and money with Google.

SYNNEX is a one-stop shop for Google solutions. With us, you get access to:

Google Workspace

 chrome OS

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Google Workspace
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GLASS

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Google Workspace

Google Workspace is your solution for intelligent apps that make working together easier, faster, and more efficient. Whether your customers are in the same location or across the globe, they can move forward without missing a beat.



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Google Chrome OS unlocks the business capabilities of Chrome OS, Chrome Browser, and Chrome devices, freeing IT to power the cloud workforce. Designed specifically for the cloud, the Chrome OS combines speed, simplicity, security, and shareability to provide an unparalleled user experience.

[Click here](#) to see how Chromebooks can help your customers lower costs, simplify operations, reduce security risks, downtime, and lost productivity.



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Google for Education

Google for Education is a suite of sharable devices and collaborative tools built for teachers and students. The Chrome Education Upgrade unlocks the full potential of Chrome devices while giving schools the ability to seamlessly manage from the cloud. Google Workspace for Education offers your customers more choice, control, and flexibility to meet their organization's needs.



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SYNNEX is a leading distributor of Google Hardware devices, including computers and tablets, mobile devices, and wearable technology. From device and policy management, our team of 20 individuals is dedicated to providing the full Google solution.



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Google Workspace for Education

Help your customer's institution collaborate easily, streamline instruction, and keep the learning environment safe with Google Workspace for Education. Google's mission is to provide school communities with tools that elevate teaching, learning, collaboration, and productivity - all on one secure platform.



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GLASS

The workplace is changing, and business leaders are constantly looking for new and better ways to get things done. That's why Google created Glass Enterprise Edition 2, a wearable device that helps businesses improve their output quality while helping employees work smarter and faster.



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Smarter. More adaptable. Better connected. The transformation cloud is more than just a different way of thinking about IT infrastructure. It's a pathway to more seamless business operations. It's infrastructure that supports your customers' success. And, it's the future of how technology empowers progress in the face of the unexpected.



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With solutions that include Google Workspace, Google Cloud Platform, Google Workspace for Education, Chrome OS, Google for Education, Google Hardware, Google Glass, SYNnex is your one-stop-shop for all things Google.

Click below to learn more about each innovative product and solution.

[Google Workspace](#)

 [chrome OS](#)

[Google for Education](#)



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Google Workspace

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Collaboration and productivity apps built for business

Legacy tools are holding businesses back. According to a recent Gallup poll, 85% of employees are disengaged, individual work is the default, and low-value, repetitive tasks drain valuable time and resources. Google Workspace reimagines how work gets done by empowering teams to be faster, smarter, and more collaborative than ever! With it, your customers can:

- Establish a culture of collaboration
- Drive intelligent productivity
- Make institutional knowledge accessible and useful for everyone in your organization
- Allow IT to focus on driving innovation with tools for simple and secure manageability

With secure, intuitive apps built for the cloud, Google Workspace has everything your customers need to create, connect, and enjoy access and control from anywhere, on any device.

[View Playbook](#)

With our Quick Reference Guide, you can find everything from how to insert a quick Google Workspace pitch into your conversation, what makes Google Workspace different, and more! [View Guide](#)





Google for Education

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Solutions built for teachers and students

Google for Education is a suite of sharable devices and collaborative tools built for teachers and students and includes Chromebook, Google Workspace for Education, and the Education Upgrade. Help your education customers provide more collaboration opportunities and hands-on assignments, personalized learning experiences, and a wealth of accessibility tools.

Chromebooks

Created for students, these lightweight, durable laptops boot up in less than 10 seconds, have batteries that last all day, and are designed to be simple, affordable, secure, and shareable.

Chrome Education Upgrade

Formerly known as the Chrome Education license, the Google Education upgrade allows users to control everything from one simple console with 24/7 support for \$30 per device.

[View Playbook](#)





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Chrome OS

An OS, Browser, and Devices That Work

Chrome OS provides enterprises with powerful, secure, and easy-to-manage professional performance tools. Companies that adopt Chrome Enterprise gain a competitive edge by getting functionality and controls they need to securely mobilize employees, increase productivity, and reduce costs.



Benefits of Chrome Enterprise

- Secure by design from the device to the cloud
- Granular control from a single pane of glass
- Significant cost savings compared to other platforms
- Intuitive and easy to use/adopt
- Shareable and scalable



Applications of Chrome OS

- **Chromebooks** – Fast devices, easy deployment, and seamless updates help keep costs low.
- **Hangouts Meet hardware** – Connect up to 100 locations anywhere with an internet connection.
- **Chrome for kiosks and signage** – An affordable and reliable platform for publishing information and content to remote screens.



Sell the Entire Google Solution

- Google Workspace
- Google Hardware devices
- Chrome Browser Enterprise Support

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Chrome OS can help your customers solve challenges for their entire distributed workforce, across remote, field and on-site workers with this collection of new capabilities.

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Google Hardware

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Premium Devices that Work Together

Available through SYNEX, Google Hardware devices merge the best of Google hardware, software, and artificial intelligence so your customers can work and play harder. Benefits include:

- The speed, simplicity, and security of Chrome OS in sleek designs built to maximize functionality and ease for every user and setting.
- The ability to effortlessly access all content across numerous devices for seamless experience and usability.
- Powerful technology that learns from user and gets better over time. Built for better efficiency and uptime.

SYNNEX is the only source for Google Hardware products, and we offer exclusive bundling options to maximize sales, unique carrier commissions, and a tactical playbook featuring sales strategies and use cases for every industry.

[View Playbook](#)





Google Workspace For Education

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Elevate teaching and learning

Google Workspace for Education upgrades digital environments with advanced security controls and tools that elevate teaching and learning.:

- Google Workspace for Education Fundamentals: Deliver the same free suite of tools that enables collaborative learning opportunities on a secure platform. Free for qualifying institutions.
- Google Workspace for Education Standard: Advanced security and analytics tools to help reduce risks and mitigate threats with increased visibility ad control across your customer's learning environment.
- Teaching and Learning Upgrade: Enhanced educator tools to help enrich communication and class experiences and guide academic integrity.
- Google Workspace for Education Plus: A comprehensive solution with advanced security and analytics, enhanced teaching and learning features, and more.

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Google Glass

A hands-free device for smarter and faster hands-on work

What's Glass?

Glass is a lightweight, wearable device that allows workers to perform hands-on tasks with ease thanks to the glanceable, voice-activated assistance. Glass can help your customers improve accuracy and efficiency while also addressing common training and support challenges by enabling remote collaboration in real time.

Building the right Solution:

Building customized solutions for your customers is easy with Glass and the device's ever-growing ecosystem of ISV partners. These partners include video conferencing solutions from companies you already know like Metix paired with Zoom for an easy remote assistance solution. At SYNEX, we offer the Metix license as a pre-loaded bundle with Glass so it's ready for use upon arrival.

How can SYNEX help?

SYNEX services and integrations will continue to improve your customer's out-of-box experience. Our value-added services currently include Glass Enterprise Edition 2 Device Flashing which involves flashing to latest version, charging to approximately 70%, putting devices in shipping mode, and re-boxing in original boxes.

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Google Cloud Platform

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Why is Google Cloud the transformation cloud?

Whether you're addressing work from home demands, empowering hybrid workforces, or extending change beyond legacy, on-premises applications, SYNEX can equip you to deliver meaningful transformation in your customers' business through Google Cloud.

Smarter: With Google Cloud, you can put meaningful data at the fingertips of every employee, empowering new discoveries and creating new opportunities.

Adaptable: As complexity increases and requirements rapidly change, Google Cloud equips your customers to move beyond legacy application lock and explore the full power of a hybrid cloud environment.

Connected: Work is no longer defined by a physical location, and your customers must embrace digital collaboration tools like Google Cloud to drive meaningful conversations.

Protected: In an era where data is everywhere, your customers can trust SYNEX and Google Cloud to protect their data (and their customers' data) from their core infrastructure to the edge.



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Meet The Team

