



We've Made Selling G Suite as Easy as Using it

 Google Cloud

G Suite

G Suite

The Reseller's Guide For Selling Google's Ultimate Cloud Platform

Trusted by over 5 million companies, G Suite gives people a better way to collaborate, leading to increased productivity across teams and organisations.

This guide highlights key features and the unique benefits you'll gain by selling with Tech Data.

First Things First: Why Google?



Trusted, reliable service provider and partner.



Continuously delivers rapid & visionary product innovation.



99.9% uptime service-level agreement.



World-class security and privacy monitoring 24/7/365.

So, Why G Suite?

Tools

Designed to be simple, intuitive & reliable.

Access

Seamless access to the full suite from any location, desktop or mobile.

Easy-to-Use

Many employees are already users of G Suite.

Scalable

Add or edit users as you grow. Extend G Suite as a platform for the future of your company.

Flexible

Interoperates with existing Microsoft Office docs.

Value

Simple, predictable operating expense.

Unlocking Value For Your Customers

G Suite not only increases team collaboration, efficiency and productivity – there are significant savings behind these benefits. A recent Google & Forrester study identified cost-savings for six current customers, discovering:

331%

Return on
Investment

95%

Reduced Risk of a Data
Breach

171 Hours

Saved Per User
Per Year

[Total Economic Impact of G Suite](#)

Why Customers are Choosing G Suite

A quick look at the G-Suite Difference

Move at the Speed of Business

G Suite allows your customers to take advantage of improved technology in order to keep up with the new speed and scale at which the business world operates. Cloud based tools allow organisations to effectively:

Collaborate in New Ways

Collaborate in new ways by breaking down physical barriers, empowering employees to work from anywhere at anytime.

Increase Productivity

Increase productivity by streamlining communication processes.

Reduce IT Costs

Reduce IT costs in areas such as hardware and cloud computing, increasing profit margins.

Over 10,000 Partners Implement G Suite Worldwide

Three ways to achieve you can join the movement and
achieve your cloud business goals.

1. Transitioning To A Recurring Revenue Model

Taking advantage of predictable revenue at a lower cost

Increase
Your Margin

In addition to receiving a discount on the list price for G Suite, increase your profitability by focusing more on delivering value-added cloud services.

Lower
Your Costs

G Suite reduces the time spent on product and IT infrastructure issues. This lets you focus on delivering a variety of service contracts while better optimising your time.

Realise
Recurring Revenue

The recurring, long-term revenue streams from G Suite can provide predictability and stability for future earnings.

2. Meeting Evolving Customer Needs With G Suite

Taking a proactive approach to cloud partnership

Become The Expert

Customers expect partners to be experts on the cloud and G Suite. Be ready to help them make the transition with the G Suite Partner program.

Equip Your Business

Your customers may lack the time, staff, or expertise to embrace the cloud. G Suite Partners gain access to a robust set of resources to help them with their customers - everything from technical to marketing to support.

Don't Fall Behind The Curve

More than 5 million businesses use G Suite—and over 5,000 sign up every day. Join a growing community of cutting-edge partners that are already helping businesses make the transition.

3. Building Your Network

Taking a strategic position in the end user / vendor ecosystem

Own The Billing

As a G Suite Partner, you maintain full ownership of the billing relationship, just as you are used to with most on- premise technologies. This helps you maintain your central relationship with customers. We simply send you an invoice at the end of each month listing the license usage charges for your customers.

Manage The Entire Relationship

Beyond billing, G Suite Partners manage the entire SMB customer relationship, including pricing, support and communications. This flexibility enables partners to cleanly package an entire experience together with product and services.

Partner With 3rd Party ISVs

G Suite has a broad ecosystem of complementary and integrated software solutions available through the G Suite Marketplace. Successful partners are building strong relationships with these ISVs and providing robust, end-to- end solutions.

Ready to Get Started?

Combine the power of G Suite with the service of Tech Data. You focus on your customers, we'll help you handle everything from education, promotion and ongoing success.

Contact the team of Tech Data cloud experts for your free cloud assessment to ensure G Suite is a fit for you.



Call
+44 1256 788 000



Email
Google@techdata.co.uk



[Trusted Advisor Website](#)