Google Workspace

How to become a Google Workspace partner

Partnering with **Tech Data** and **Google Workspace** is an exciting opportunity to differentiate your business and open up new revenue streams. Grow your business by unlocking Opportunities to win new customers in exciting markets. This quick guide outlines the requirements to becoming a Google Workspace partner, so you can get selling fast.

1 Get ready...

- **Do you** have an established or growing Cloud business with the capability to design and manage customer solutions or are you looking to develop a Cloud Story?
- **Do you** have experience of implementing Collaboration and Productivity projects or are looking to develop this?
- **Do you** offer professional, managed and support services or are you looking to start offering these?
- **Do you** have customers looking to change the way they communicate and collaborate?
- **Are you** able to identify key target verticals / industries or would you like to understand more?
- **Are your** sales force cloud-ready with a knowledge of SaaS (Software-as-a-Service)?

2 Get talking...

- **Learn** about how Tech Data can help you grow and optimise your Cloud footprint
- **Gain** access to our partner enablement tools and programmes to get you started
- **Start** planning with your Google pre-sales support rep and begin the onboarding process

3 Get registered...

- **Do you** have a Tech Data trading account? If not, click here to get set up
- **Log in** to StreamOne: Click on Tech Data's StreamOne Cloud Marketplace
- **Register** as a Google partner in Partner Advantage
- **Accept** the 2-way agreement with Google
- **Create** your Cloud ID and verify your domain

4 Get inspired...and Go...

- **Access** Partner Advantage for all partner info
- **Align** to the correct Engagement level
- **Take** the training courses, get certified to become Google Cloud-ready and start selling and growing
- **Suggested** enablement timescale: 30 days after onboarding

Contact your Google Team for more information: google@techdata.co.uk

To learn more about why you should become a Google Workspace Partner with Tech Data, visit our dedicated Google website today: Trusted Advisor Google

Once you are successfully on-boarded you'll receive an email from Tech Data confirming your status.

Tech Data