



Google Cloud  
Partner



# Change is accelerating, and your business needs to be able to **adapt** to **innovate** and **succeed**

## Changing markets



50% of the S&P 500 will turn over in the next 10 years<sup>1</sup>

## Changing technology



20 billion connected things in 2020<sup>2</sup>

## Changing customer needs



80% of customers say the experience a company provides matters as much as the product<sup>3</sup>

# Legacy tools hold businesses back by preserving the status quo



85% of employees are disengaged<sup>1</sup>



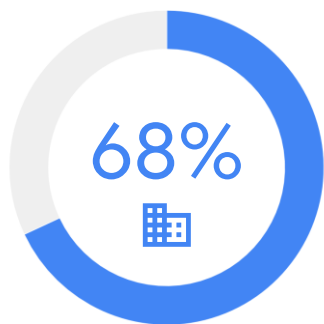
Individual work is the default



Time is lost on low-value, repetitive tasks

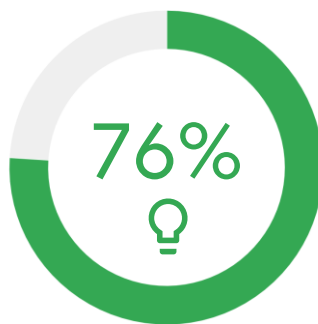


## Positive change happens with G Suite



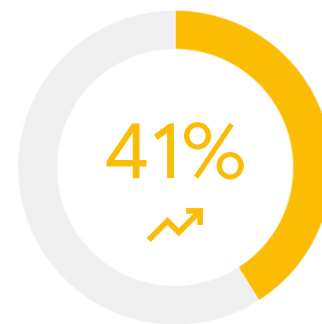
of G Suite users at companies with >1K employees say they **enjoy work more** after adopting G Suite

*Only 30% of their O365 counterparts say the same*



of G Suite users at companies with >1K employees say their company has **become more innovative** after adopting G Suite

*Only 44% of their O365 counterparts said the same*



of G Suite users say G Suite has had a **significantly positive impact** on the way they work

*Only 18% of their O365 counterparts said the same*



G Suite is a disruptive platform that radically breaks with past ways of working, rather than Office 365.

Luc Hennekens  
CIO, Airbus

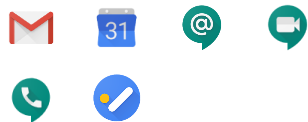
**AIRBUS**





# Everything you need to **change how your teams work**

## Communicate



Email, calling, chat & video conferencing — **all in one place**

Calendar & tasks to **manage your time effectively**

## Collaborate



**Create & collaborate in real time** in documents, spreadsheets & slides

**Manage** content, **store** data, & **find** what you need

## Control



**Secure** users & data

**Manage** identity & access

**Meet** compliance & regulatory standards

# Tremendous momentum

**2B+**

monthly active  
apps users



**90M+**

students with  
an EDU license



**5M+**

paying  
businesses





Top innovators have long  
relied on G Suite...



**NETFLIX**



**Snap Inc.**



**credit karma**

...and established market  
leaders have moved to G Suite



**AIRBUS**

**verizon**

**Whirlpool**  
CORPORATION



**FAST RETAILING**

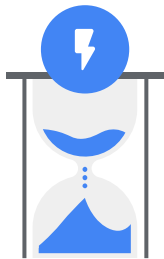


**FCA**  
FIAT CHRYSLER AUTOMOBILES

**nielsen**

# G Suite **reimagines how businesses work**

by empowering teams to be faster, smarter, and more collaborative than ever before.



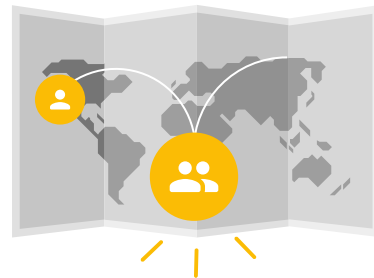
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Make it **fast**



---

Make it **smart**



---

Make it **together**



# Make it fast

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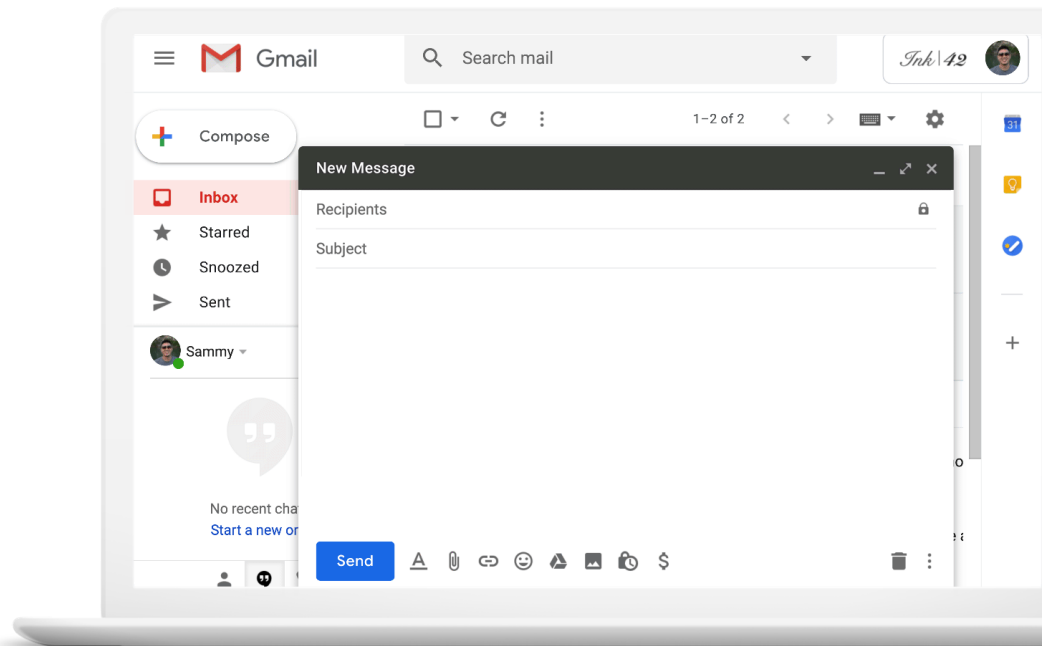
Google AI removes friction from getting things done

---

Seamless, intuitive integration removes obstacles and wasted time

---

Teams work in parallel to move faster than ever before





# G Suite helps people get more work done on the go

## 54%

of G Suite users edit documents or spreadsheets on mobile<sup>1</sup>





By having teams run in parallel, you get to the result much quicker.

**Matthew Wood**  
Creative Director, Gant

**GANT®**

Opening a new store typically takes Gant **a year**.

With help from G Suite, Gant was able to open a new flagship store in London on Regent Street in **just three months**.<sup>1</sup>



1. [Gant](#)



# Make it smart

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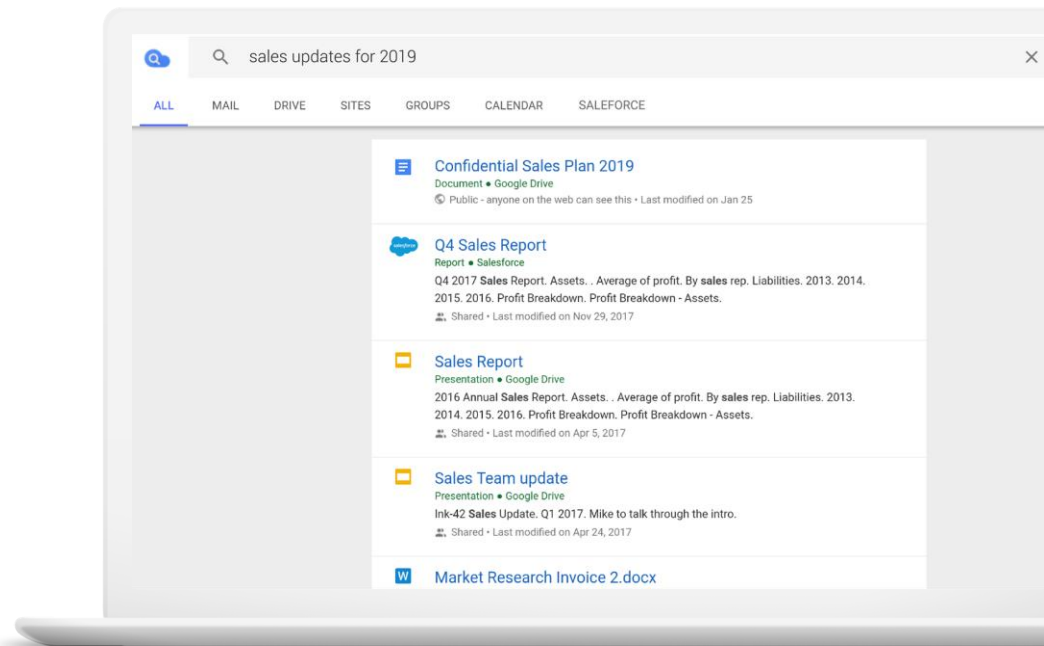
People can find the exact files, content, and knowledge they need

---

Built-in AI helps everyone work with data and turn it into insights

---

Prevent threats before they happen with proactive security tools powered by Google AI





G Suite helps people get the information they need to do their jobs

78%

of users agree that it is easier to find information since adopting G Suite<sup>1</sup>

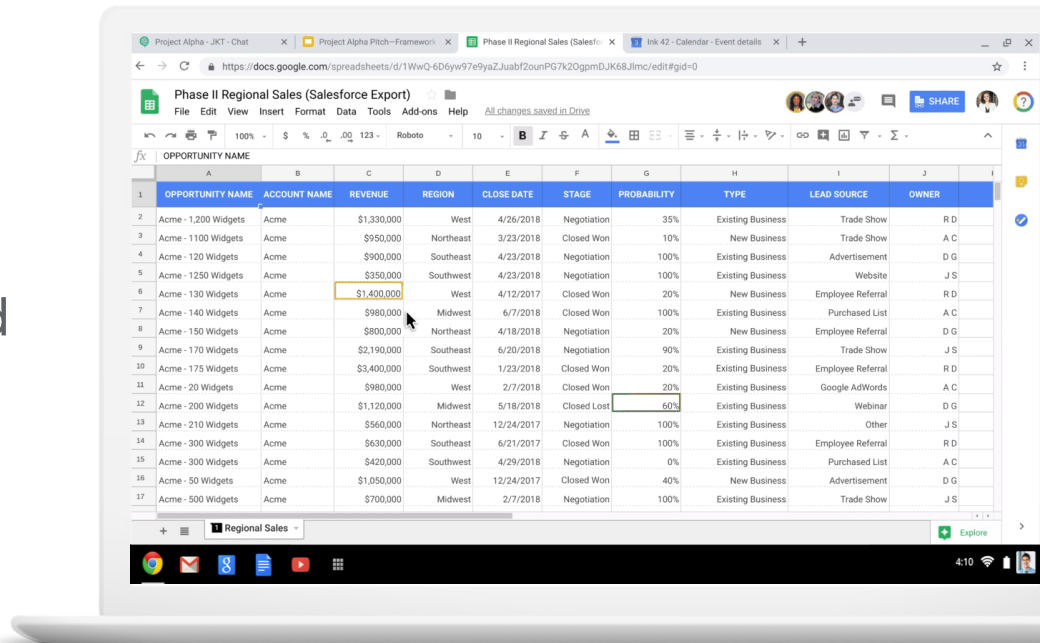




With Explore in Sheets, everyone can bring data into their decision-making. Users can just type in a question and get an answer immediately about their data.

**Mitch Cohen**

Sr. Manager Collaboration Services, Colgate-Palmolive





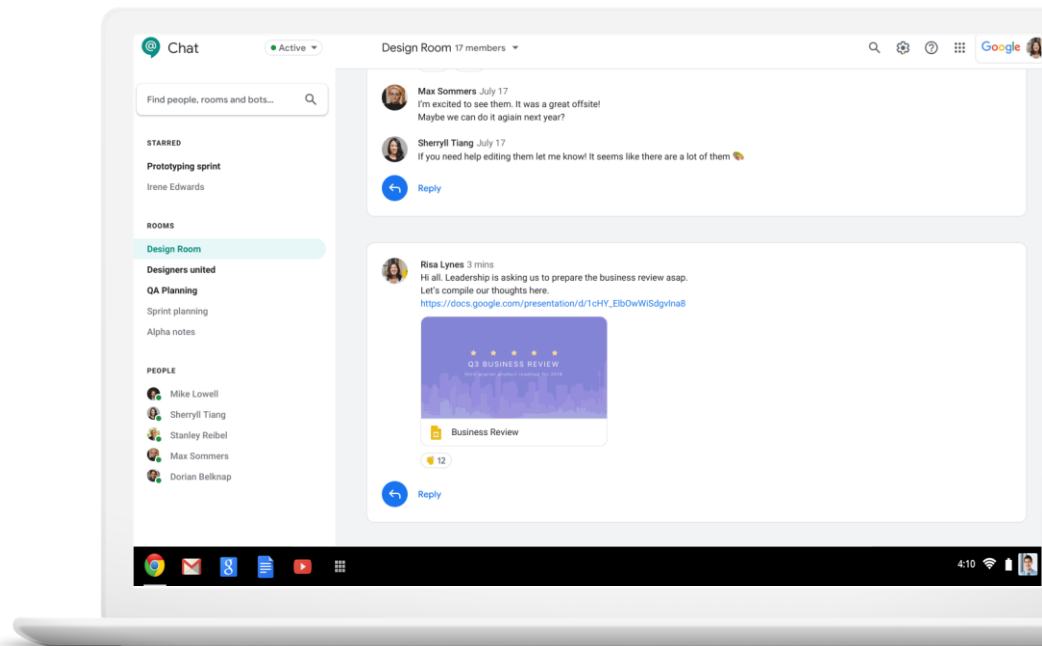


# Make it together

All of your communications  
tools in one place for seamless  
collaboration

74% of time in Docs, Sheets, and  
Slides is on collaborative work

Deep integrations and seamless  
interoperability let you work the way  
you want





# With G Suite, collaboration happens in real time

## 92%

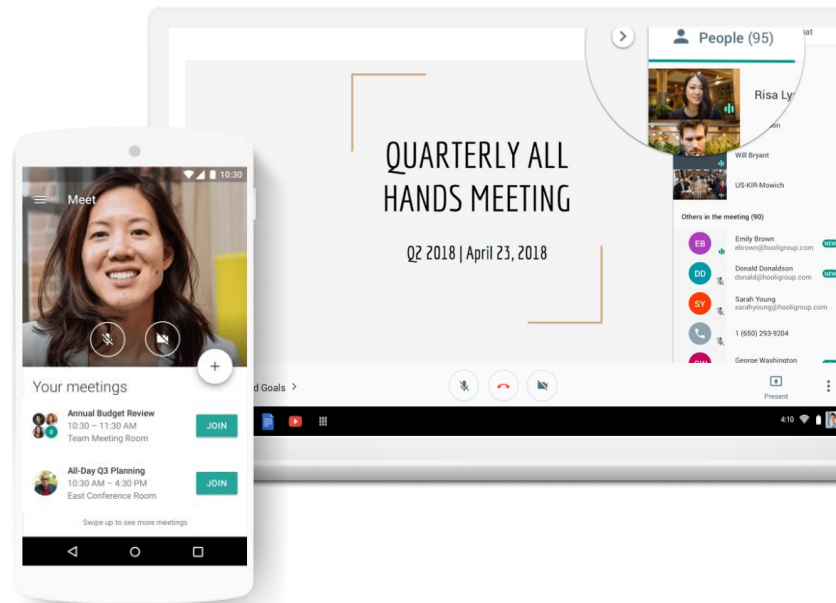
of G Suite users say real-time collaboration has become the standard for document creation for their team<sup>1</sup>





With G Suite, we can collaborate and communicate with all of our stakeholders—both in real time and in a highly secure environment—to create meaningful impact at scale.

**Jo-ann Olsovsky**  
EVP & CIO, Salesforce



# A highly **secure, reliable** and **compliant** suite that you can **trust**



Reduce risk  
with intelligent insights



Keep users secure with  
proactive protections



Centralize control  
to streamline manageability



**99.9%+ accuracy** in blocking spam and  
business email compromise scams<sup>1</sup>



**0 reported / detected account hijackings**  
after security key deployments<sup>1</sup>



**85M+ devices under management**<sup>1</sup>

# Seamless integrations with other business apps

## Salesforce



Integrate customer data across  
G Suite and Salesforce

## Microsoft



Connect Exchange to Calendar and  
easily work with Office files in Drive,  
Docs, Sheets, and Slides

## SAP



Import ERP data directly  
into Google Sheets

# G Suite helps deliver significant business value



**1.5% increase**

In revenue driven by G Suite

**21 work days saved**

Per user/ year

**95% risk reduction**

of a data breach

**20% reduction**

of on-demand tech support\*

# Make it



# More Topics + Product Proof Points

[Security](#)

[Compete](#)

[Migration](#)

[Vertical customer logos](#)

[Make it fast](#)

[Make it smart](#)

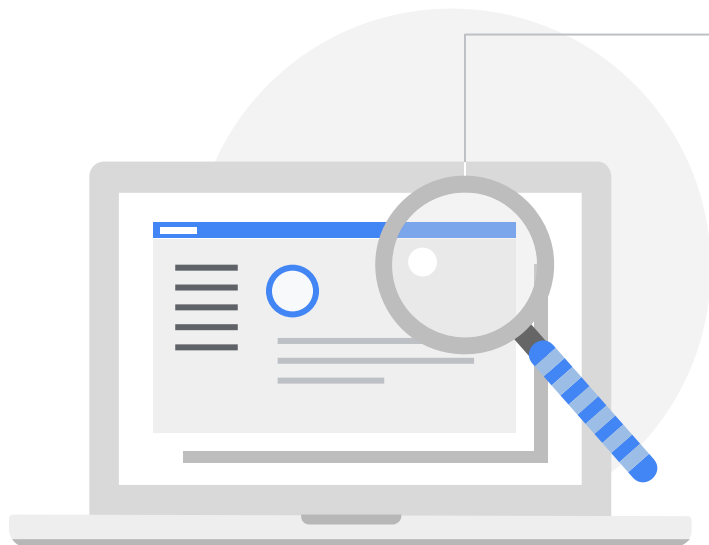
[Make it together](#)



# Security

Product slides

Protect more when you see more



Google

Network

**Scans 694,000**  
**web pages** every  
minute for  
malicious intent

**Checks 400+**  
**million** Android  
devices for  
health every day

**Defends 1B+**  
Gmail accounts &  
Chrome users

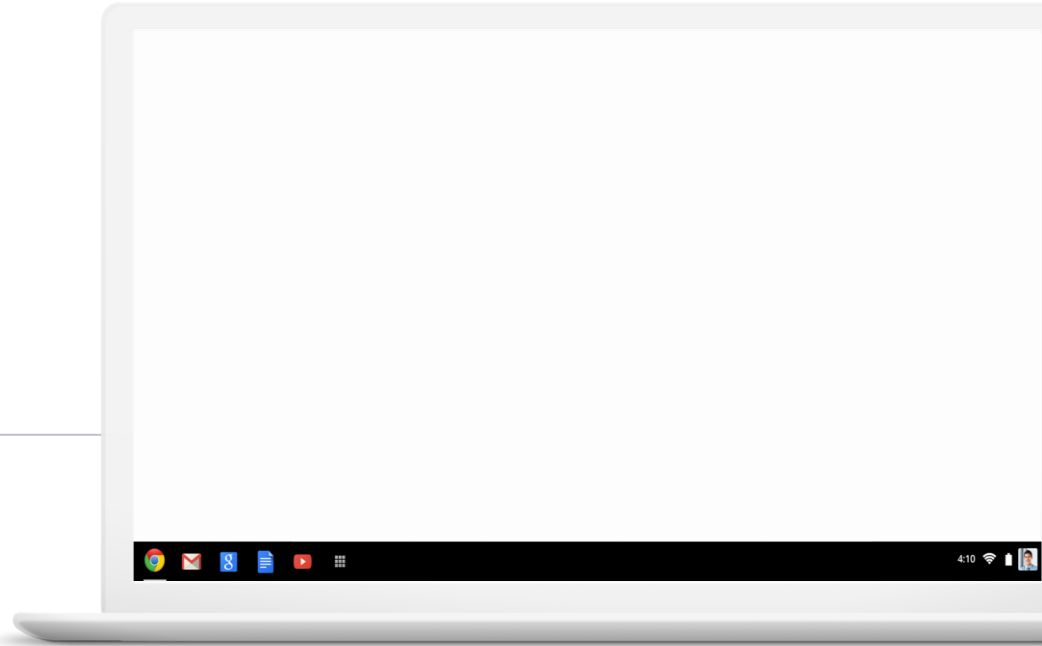
**Encrypts all**  
**data** at rest and  
in transit

Stop **10M** spam  
emails a minute

# Prevent threats before they happen with proactive security tools

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Best practice recommendations, actionable insights and integrated remediation from Google in a single comprehensive dashboard.





## Our Commitments

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You **own your data**,  
not Google

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Google **never sells**  
**customer data** to third-  
parties

---

Google Cloud **does not**  
**use customer data** for  
advertising

---

All your data is **encrypted at**  
**rest and in transit by**  
**default**

---

We **guard against insider**  
**access** to your data

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We **never** give any government  
entity “backdoor” access

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Our privacy practices  
are **audited against**  
**international standards**

# Compete

Research stats

## Source & methodology

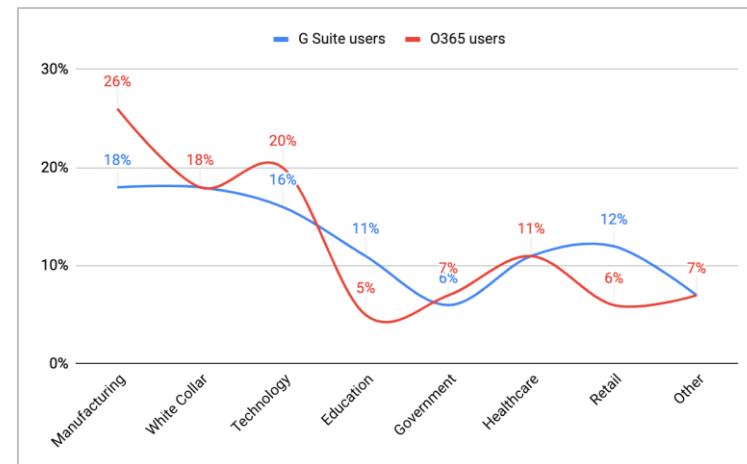
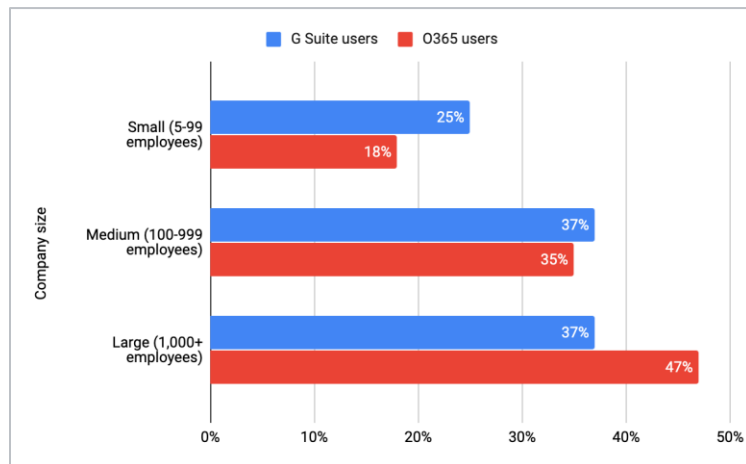
- Compete stats come from [Quadrant Strategies: G Suite vs. O365 Productivity Suites' Impact on Business](#).
- This study was commissioned by Google and conducted by Quadrant Strategies between October 9th to October 28th, 2019.
- Full report released January 2020.

750   
people

4   
countries

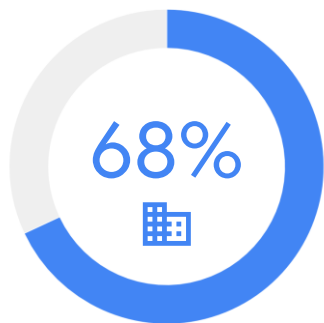
79   
questions

# Source and methodology



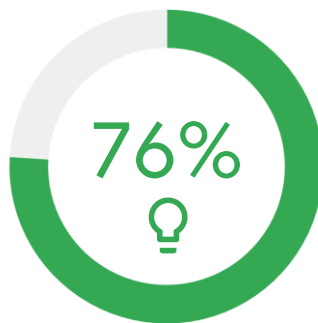
Country	US	N=188	N=187
	Italy	N=65	N=55
	France	N=64	N=62
	UK	N=66	N=63

## G Suite has a big impact on employee satisfaction



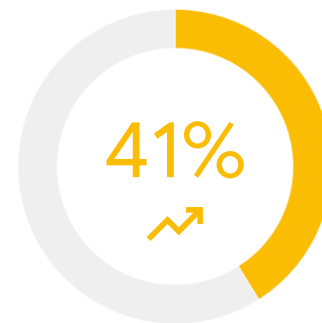
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*Only 30% of their O365 counterparts say the same*



of G Suite users at companies with >1K employees say their company has **become more innovative** since adopting G Suite

*Only 44% of their O365 counterparts said the same*



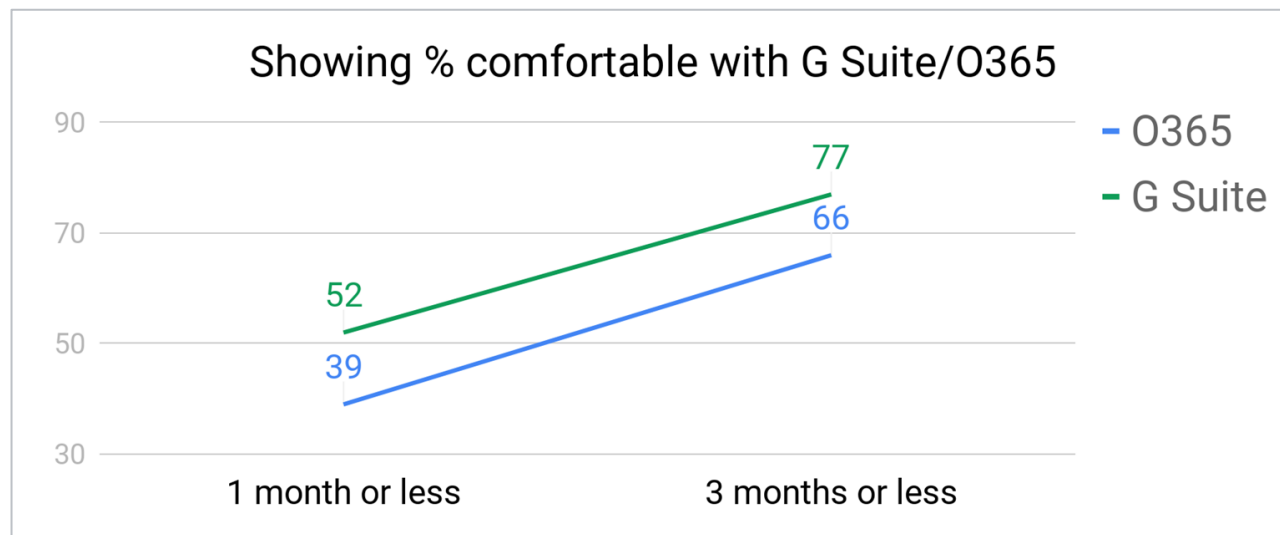
of G Suite users say G Suite has had a **significantly positive impact** on the way they work

*Only 18% of their O365 counterparts said the same*



# Users adopt G Suite faster than Office 365

Despite the fact that most people are switching from an older version of Office, G Suite users are comfortable faster



## G Suite increases workers' mobile productivity



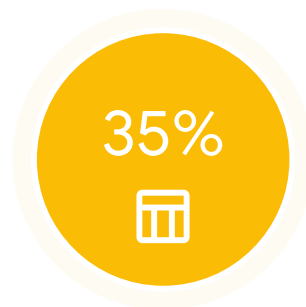
of G Suite users  
work on mobile  
often

*just 61% of O365 users  
do the same*



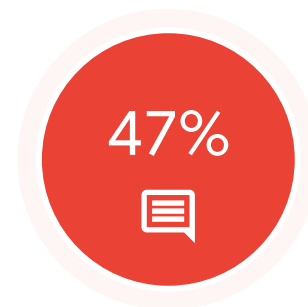
of G Suite users  
edit documents or  
spreadsheets on  
mobile

*just 32% of O365 users  
do the same*



of G Suite users  
edit spreadsheets  
while mobile

*just 19% of O365 users  
do the same*



of G Suite users  
provide feedback  
to their coworkers  
while mobile

*just 31% of O365 do the  
same*

G Suite teams are adapting to the modern workplace at a higher rate than are O365 teams



**51%** of G Suite users use video for calls as opposed to phone

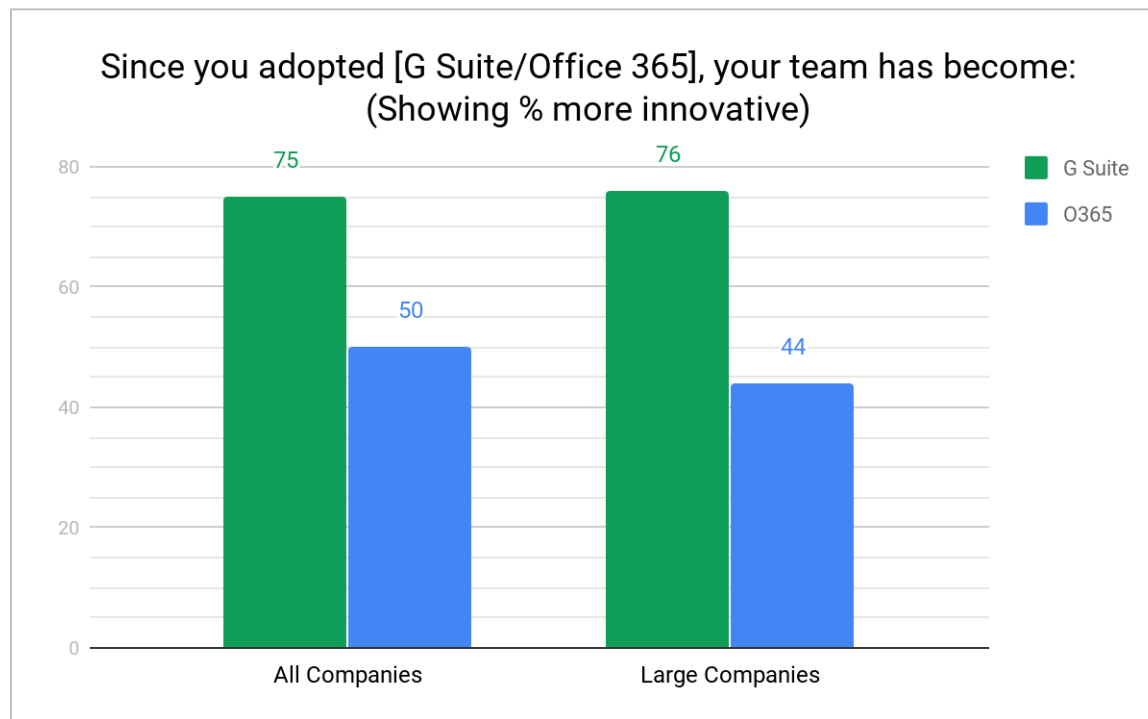
*32% of O365 users do the same*



In the US, **46%** of G Suite users use video over voice

*only 18% of O365 do*

# G Suite makes companies more innovative



# G Suite reduces silos

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31%

of G Suite users think **G Suite breaks down silos that impede effectiveness**

19%

of O365 users think **O365 breaks down silos that impede effectiveness**

58%

of O365 users think silos are a big problem at their company

45%

of G Suite users think silos are a big problem at their company

---

## G Suite helps teams work better



**43% G Suite users vs. 29% of O365 users strongly agree:**

*“If there's communication between team members that my team needs to go back and reference, it's **easy** to do that (i.e. who said what, when, and in which platform).”*



**50% G Suite users vs. 38% of O365 users strongly agree:**

*“It is **easy** to get people on my team to provide feedback on documents.”*

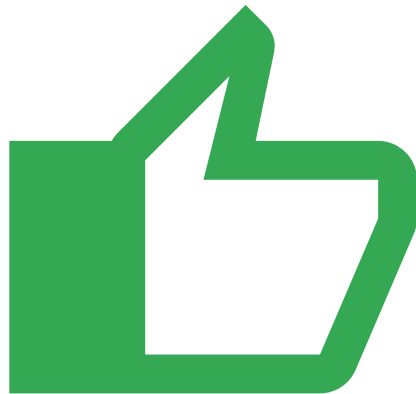
G Suite users are **more satisfied**  
with their jobs

**56%**

of G Suite users  
are **very satisfied**  
with their jobs

**44%**

of O365 users are  
**very satisfied** with  
their jobs



## G Suite teams **work better** together than O365 teams

**56%**

of G Suite users  
think their **team**  
**works very well**  
**together**

**44%**

of O365 users think  
their **team works**  
**very well together**





# Migration

Product slides

## Confidently make the move to G Suite

### Migrate your data without disruption

ATB was able to **easily migrate its entire history—35 terabytes** of data, including 340 million email messages, calendar items, and contacts—to G Suite...

**...With no disruption of work.**

**ATB** Financial

### Transition your teams with ease

“We were encouraged by the positive responses from employees when we announced we were going Google.

Working with Google and SADA Systems, in **one weekend** we took **23,000 users live.**”

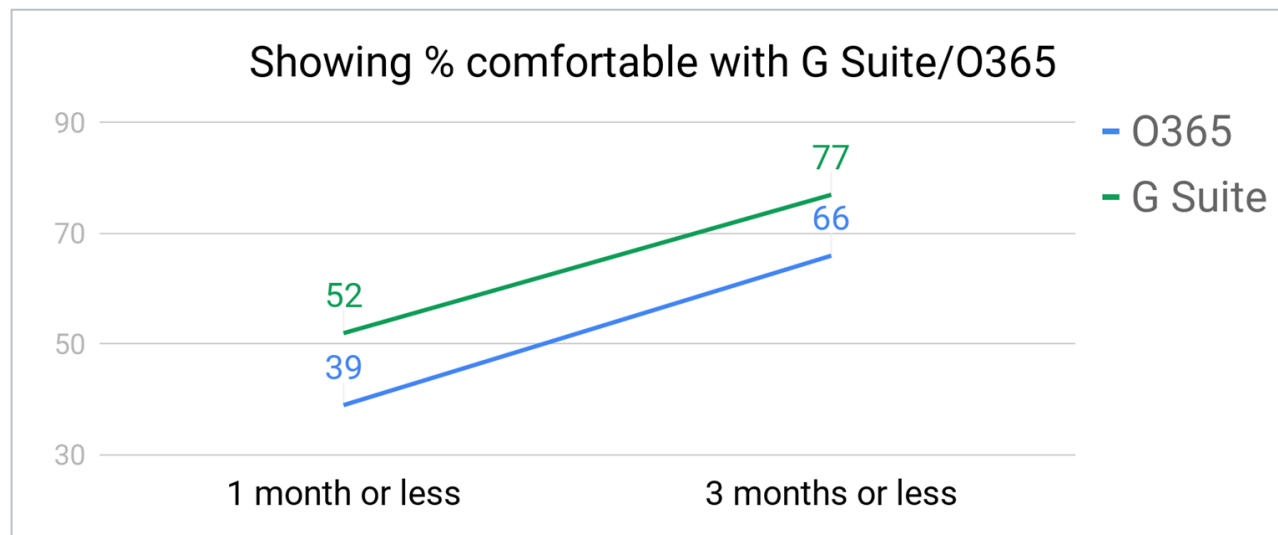
**Mike Crowe**

CIO



## Users adopt G Suite faster than O365

Despite the fact that most people are switching from an older version of Office, G Suite users are comfortable faster



# Seamless integrations with other business apps

## Salesforce



Integrate customer data across  
G Suite and Salesforce

## Microsoft



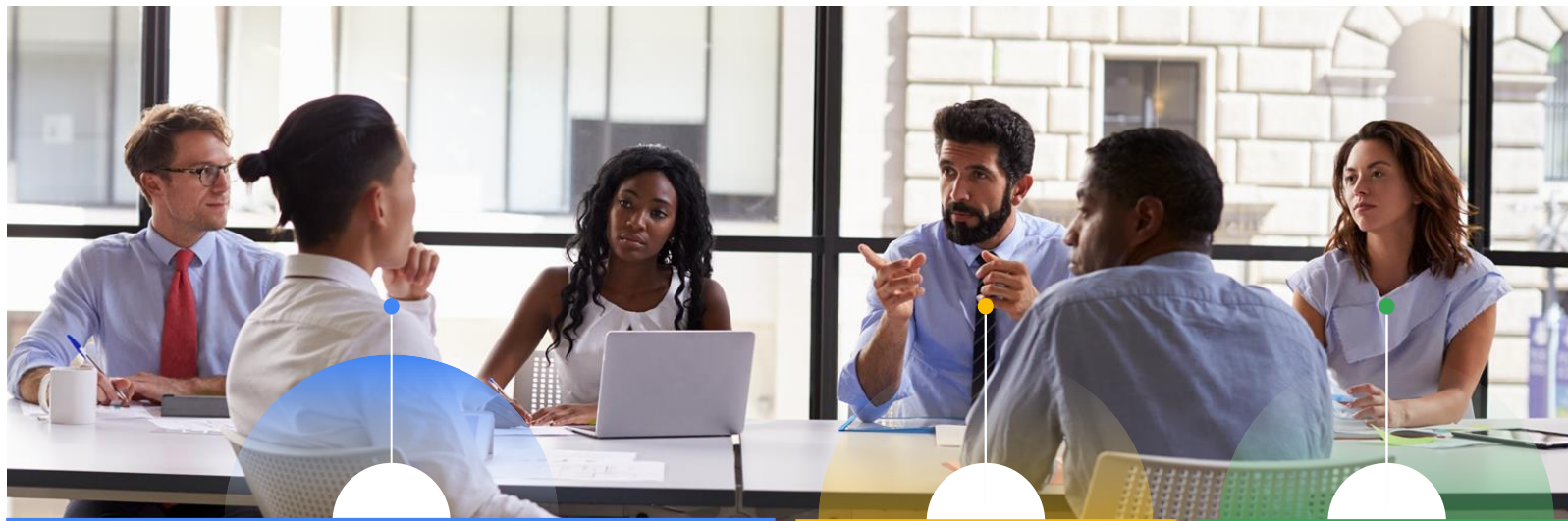
Connect Exchange to Calendar and  
easily work with Office files in Drive,  
Docs, Sheets, and Slides

## SAP



Import ERP data directly  
into Google Sheets

# A partnership for success



Consulting

TAM

Learning

Support

You

Google Partner

Top innovators have long  
relied on G Suite...

MADE®

privalia \*

Veepee

GILT

ZALORA  
ASIA'S ONLINE FASHION DESTINATION

zalando

ocado

ONRAD

...and established retailers  
have moved to G Suite

Carrefour

ALLSAINTS

FINISH LINE

MORRISONS

OVS

FAST RETAILING

next

MONCLER

DECATHLON

GANT®

John Lewis

# These organizations have made the transition and modernized with G Suite ....



## Our customers span the financial services industry





# Manufacturers of all types and sizes trust G Suite to help drive innovation and shorten speed-to-market

The logo for Whirlpool Corporation, featuring the word "Whirlpool" in a bold, black, sans-serif font, with a yellow swoosh underline that loops around the "p". Below it, the word "CORPORATION" is written in a smaller, black, sans-serif font.The logo for Aerotech, featuring a stylized blue and white geometric icon to the left of the word "AEROTECH" in a bold, black, sans-serif font.The logo for Imerys, featuring a blue and white stylized icon above the word "IMERYS" in a bold, black, sans-serif font.The logo for Shaw, featuring a blue and white stylized icon to the left of the word "Shaw" in a bold, black, sans-serif font.The logo for Quimco USA, featuring a stylized grey icon above the word "QUIMCO" in a bold, black, sans-serif font, with "U S A" written below it.The logo for Viehmann, featuring the word "VIEHMANN" in a bold, red, sans-serif font.The logo for Usha Martin, featuring a stylized orange and yellow icon to the left of the word "usha martin" in a blue, sans-serif font.The logo for Sanmina, featuring a stylized red and white icon above the word "SANMINA" in a bold, black, sans-serif font.The logo for Colgate-Palmolive, featuring a stylized blue and white icon above the word "COLGATE-PALMOLIVE" in a bold, black, sans-serif font.The logo for Kaeser Compresores, featuring the word "KAESER" in a bold, black, sans-serif font, with "COMPRESORES" written below it.The logo for Celestica, featuring a stylized red and white icon to the left of the word "Celestica" in a black, sans-serif font.The logo for General Mobile, featuring the word "GENERAL MOBILE" in a bold, black, sans-serif font.The logo for Canam, featuring a stylized black and white icon above the word "CANAM" in a bold, black, sans-serif font.The logo for Hero, featuring a stylized red and black icon to the left of the word "Hero" in a bold, red, sans-serif font.The logo for Genus, featuring a stylized orange and blue icon above the word "Genus" in a bold, blue, sans-serif font, with "energizing lives" written below it.

# Make it *fast*

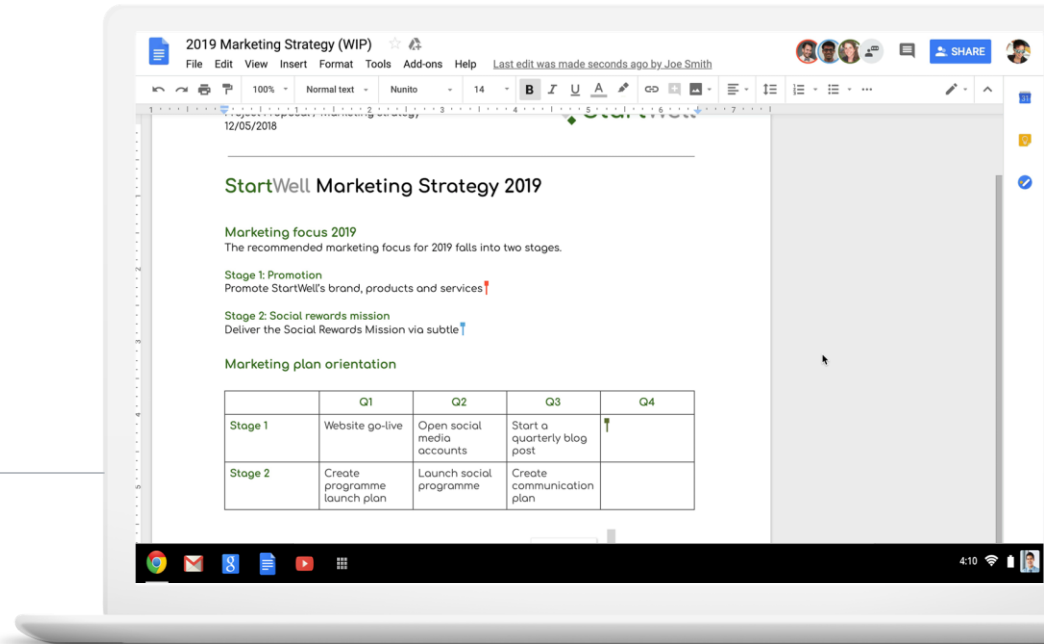
Product slides



Teams that work in parallel can  
move faster

76%

of time in Docs,  
Sheets, and Slides is  
on collaborative  
work<sup>1</sup>



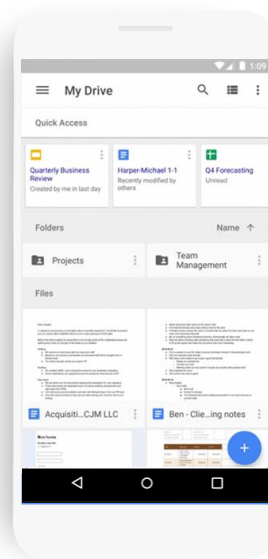
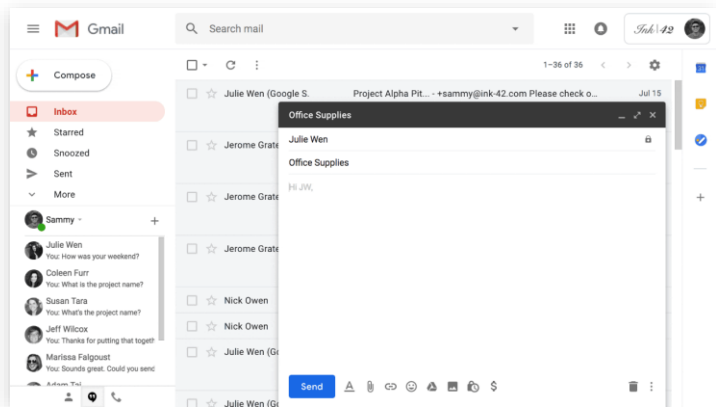
1. Internal data, 4/5/2019



# Google AI removes friction from getting things done

Smart Compose saves users from typing

2 billion characters every week



Quick Access cuts  
finding time by 50%

# Make it smart

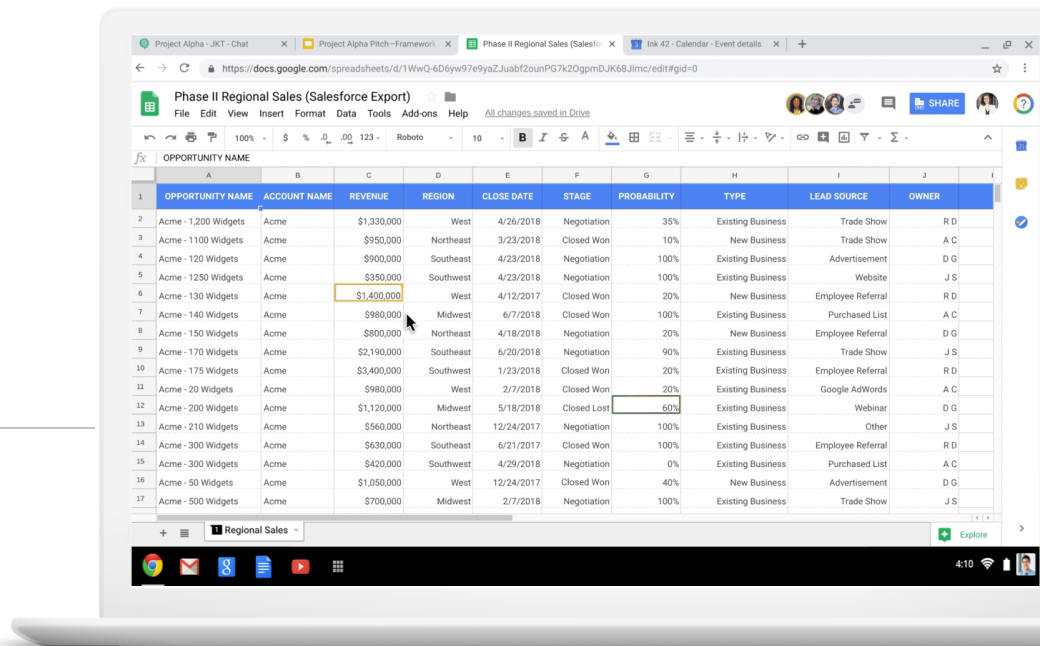
Product slides

MAKE IT SMART



Help everyone work with  
data and turn it into insights

Natural language queries  
and formula suggestions  
help reduce time to insight

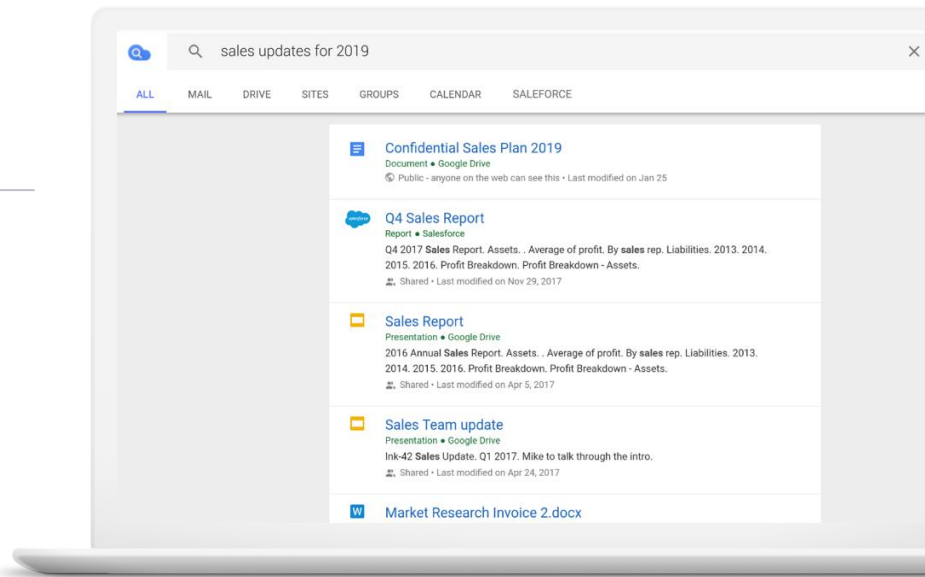




# Find the exact files, content, and knowledge needed

Bring the best of Google Search technology to G Suite

Find and access info across all data source including G Suite, third party apps, cloud platforms, and on-premise systems

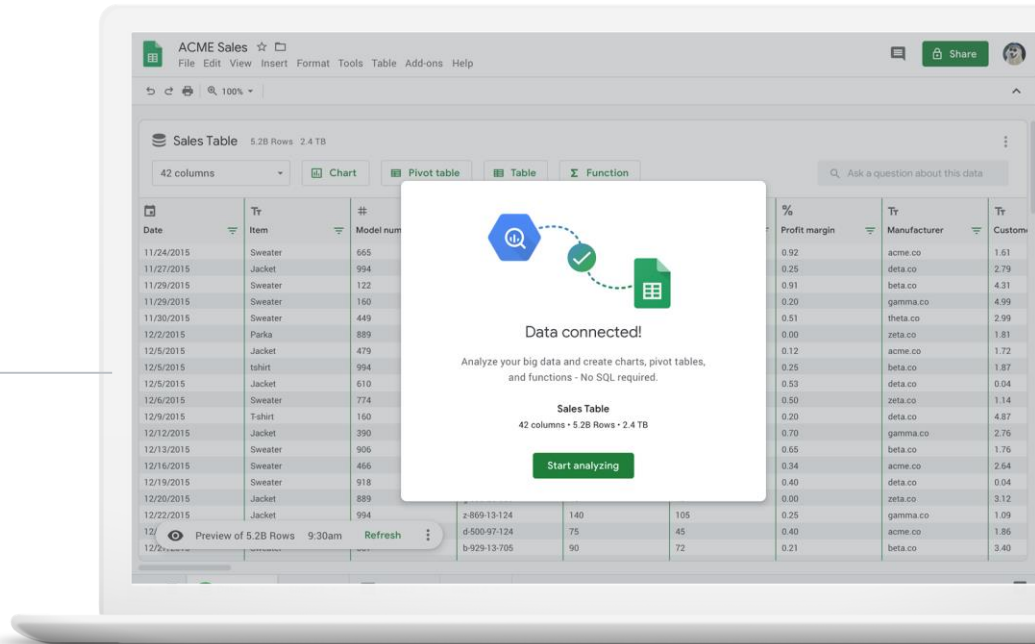




## Surface insights from up to 10B rows of BigQuery data without SQL knowledge

“The connected sheet is helping us democratize data... It's a game changer...”

**Shanti Nikunj Patel**  
Chief Data and Digital Officer, AirAsia





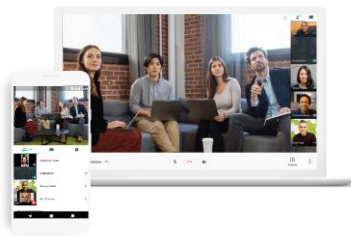
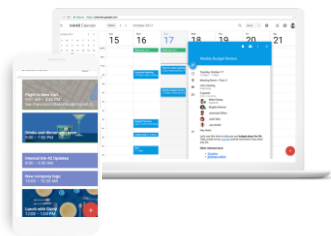
# Make it together

Product slides



# Working across teams, offices, and devices is easier and smarter

A complete unified communications offering



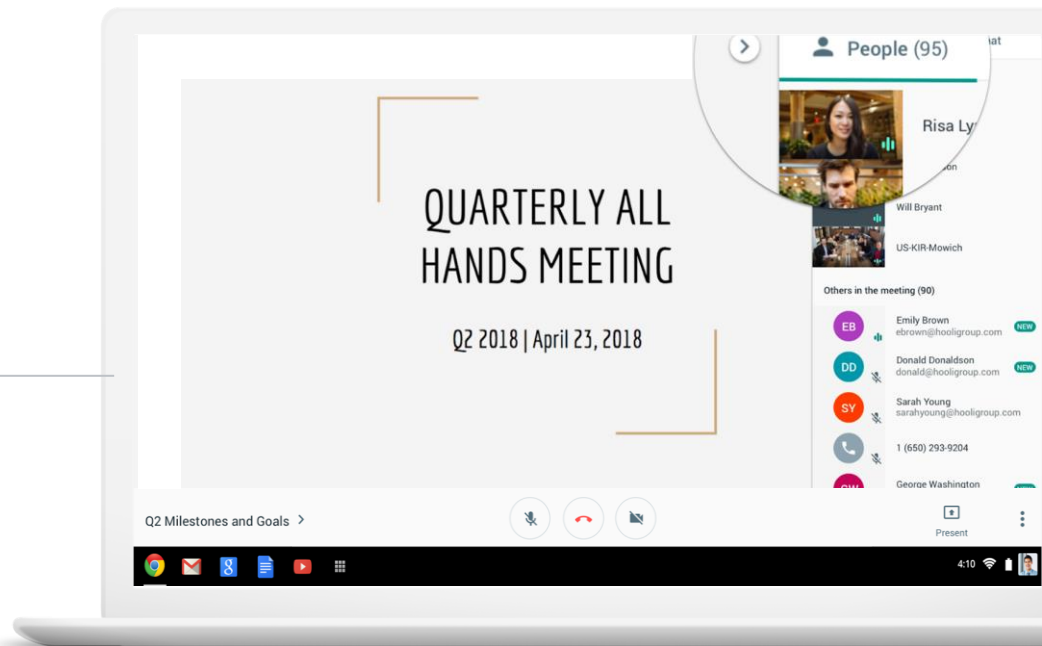


# People adopt new ways of working together

“We’re averaging 3,800 Google Hangouts Meet per month and reducing the cost to equip a room with voice and video capabilities by 90%.”

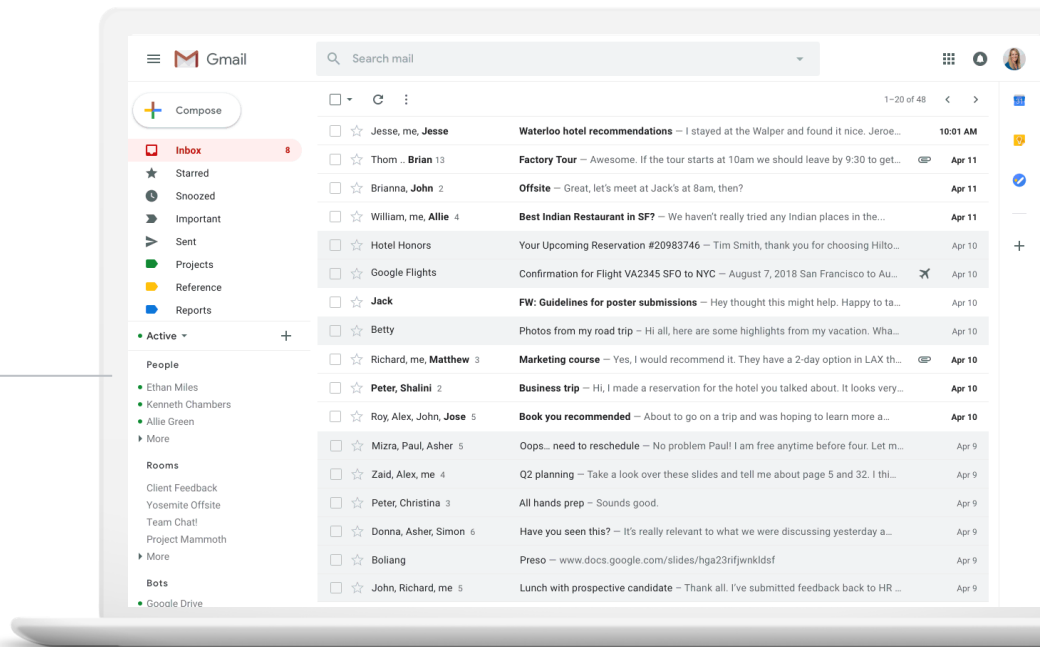
**Paul Stanners**

Director of Digital Transformation, Celestica



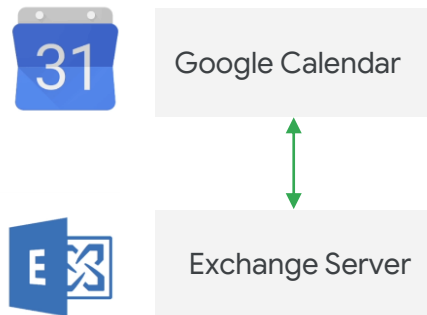
# All your team communications in one place

With Chat in Gmail, people have rooms, conversations, and rich content right at their fingertip

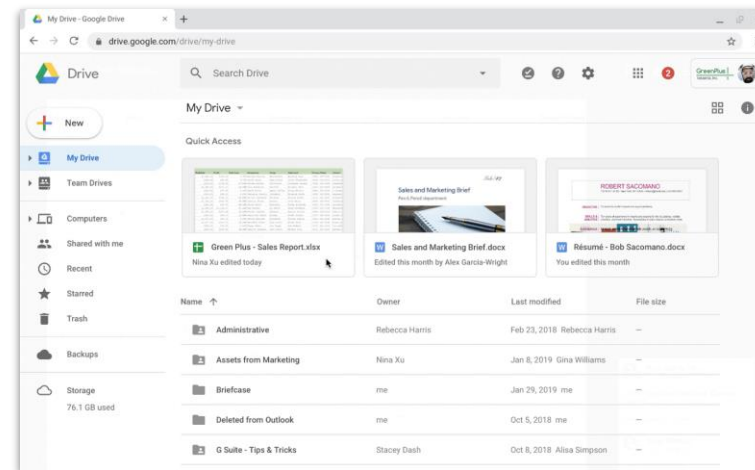




## Seamlessly use external tools with built-in interoperability



Seamlessly book rooms, schedule and join meetings across Calendar and Exchange



Work directly on Office files without no file conversion required

# Quote Appendix

# AMER

Appendix quote slides



With up to several dozen stakeholders in legal, product marketing, and other departments who need to review and comment, getting marketing materials out the door used to take weeks. With Docs, we can create, approve, and deliver assets in as little as 24 hours.

**Leandro Perez**

Senior Director of Product Marketing, Salesforce

salesforce

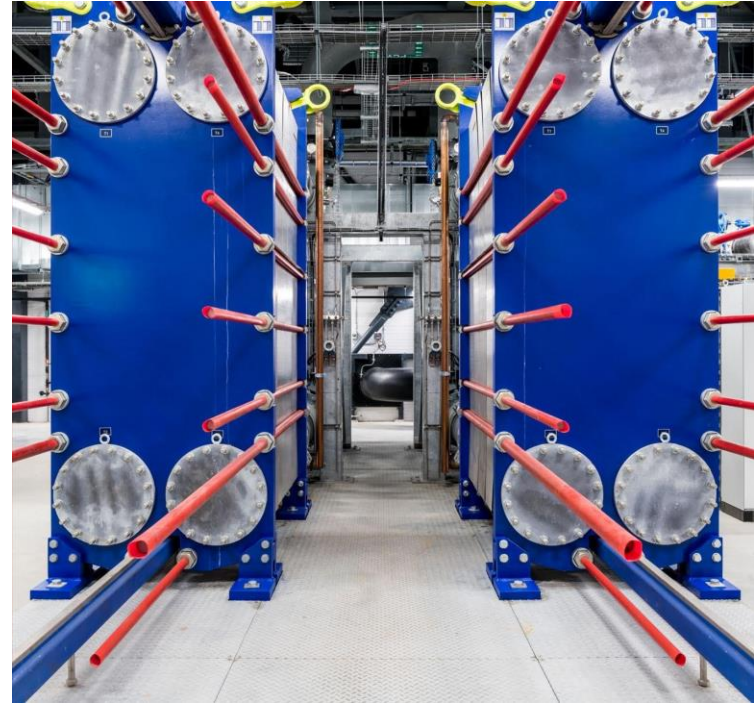






By enabling employees to collaborate and comment in real time on Docs, Sheets, and Slides using any device, we're saving time every day with G Suite. There's no need to email multiple versions of documents back and forth, or be tied to a specific machine.

**Kimberly Anstett**  
Chief Information Officer, Nielsen





With G Suite, I can make changes to a document at night knowing that when I wake up, my coworkers in other time zones will have added their input to the most recent version. Real-time collaboration in G Suite saves us more than 17,000 hours of employee time per year.

**Paul Stanners**

Director, Digital Transformation Program, Celestica





Colgate employees who use G Suite apps on their mobile devices are able to create, manage, and accept meetings easier than ever. Joining a Hangout meeting takes one click on a smartphone, tablet, or PC, it really helps us remain connected.

**Patty Vollmar**

Senior Director of Collaboration Services Worldwide, Colgate



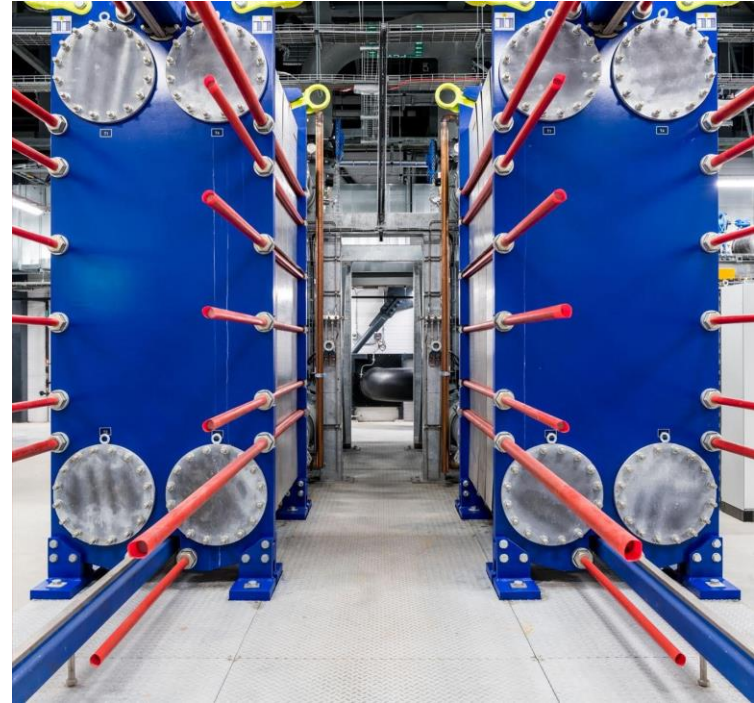


Google is revolutionizing collaboration and individual productivity through AI, making it easier for our team members to streamline their workflows. Employees can focus more on creating value for our customers and less on mundane tasks.

**Barry Hensch**

SVP, Technology Enablement, ATB Financial

**ATB** Financial™







At QAD, we operate at a high-level of speed and require technology that provides us agility, flexibility and seamless access to information. Cloud Search provides that. It's given us the ability to break down silos that exist across different content systems and unlock information with very little effort from IT.

**Scott Lawrence Lawson**  
Director of IT Architecture, QAD





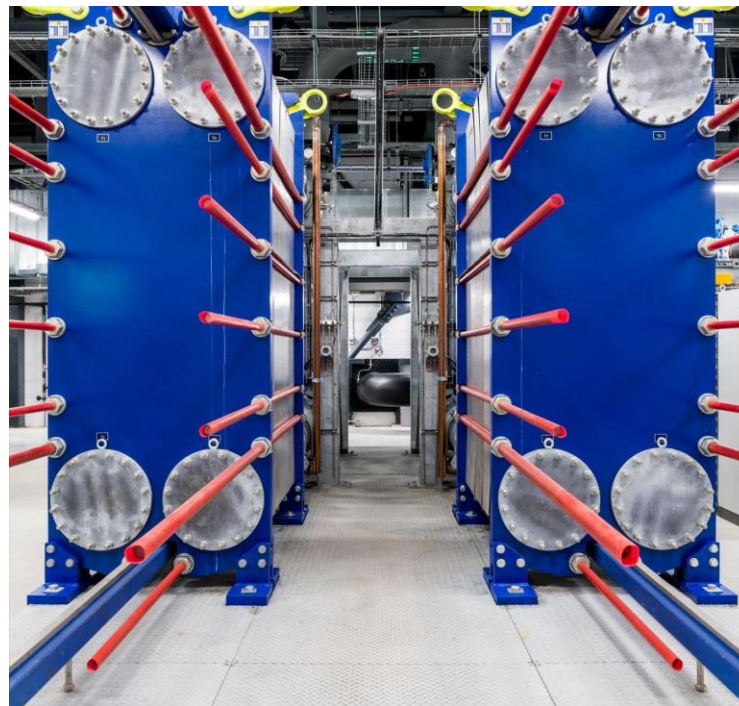
By Going Google, we gained reliability and security compared to our prior configuration of Microsoft Exchange servers, which required extensive upkeep, upgrades and patches.

**Bill Oates**

CIO, City of Boston

**CITY of BOSTON**

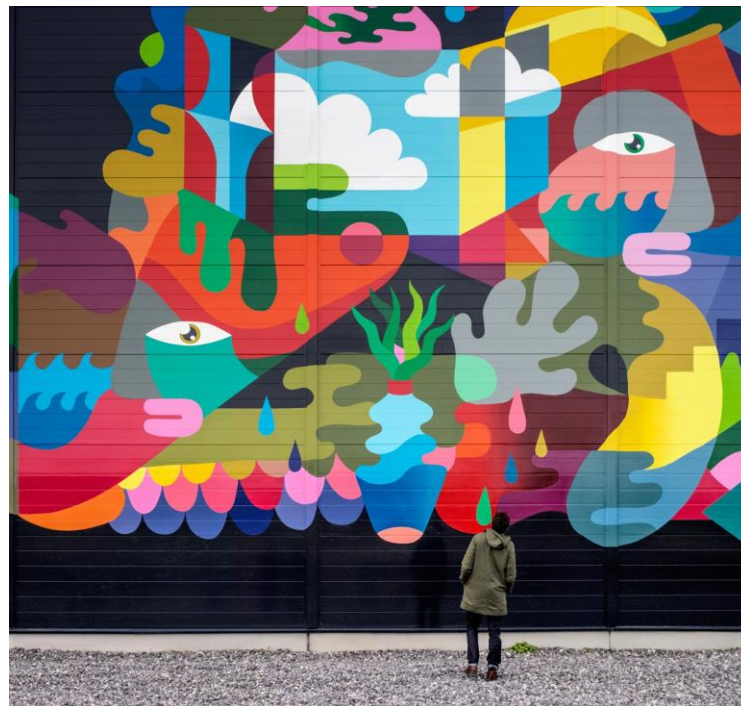
G Suite     



“

In just under three months, we saw people working differently. Over 94% of users were actively using Google Drive, with over 57,000 hours of Hangouts Meet sessions conducted in one month alone, allowing our employees to collaborate while in the office and on mobile, connecting our global teams.

**Mike Crowe**  
CIO, Colgate-Palmolive



“

We wanted productivity tools that would allow us to make time richer for team members in support of our customers and achieve 10x improvements rather than small gains. We chose G Suite because it enables employees to think and work differently.

**Lorne Rubis**

Chief Evangelist, ATB Financial

**ATB** Financial™

G Suite 





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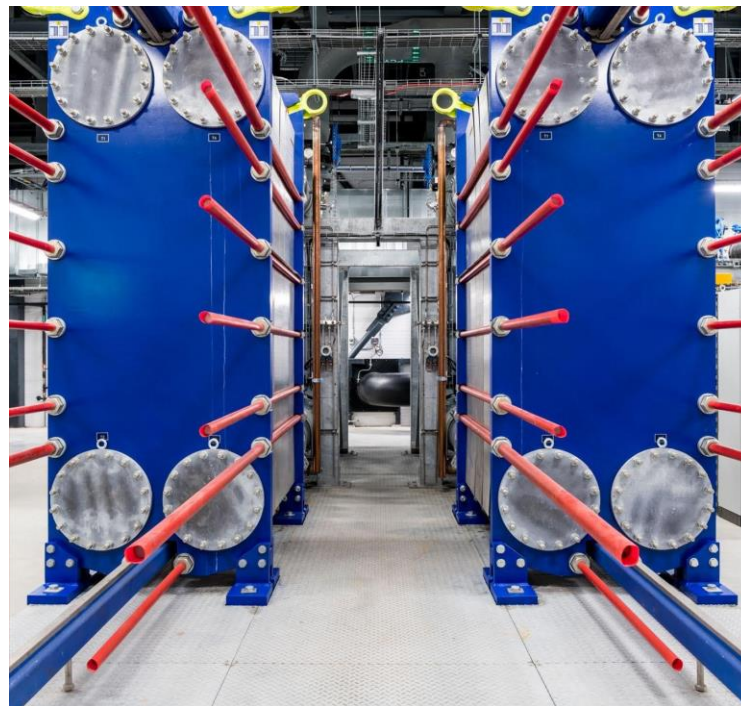
Moving 56,000 people onto G Suite in 6 months is impressive, and I attribute much of our success to our Google Guides as well as our relationships with Google and Maven Wave. We all worked together as one team to achieve a successful, non-disruptive migration.

Kimberly Anstett

Director

Google

G Suite



# EMEA

Appendix quote slides

Top innovators have long  
relied on G Suite...



**NETFLIX**



**Revolut**



credit karma

...and established market  
leaders have moved to G Suite



**AIRBUS**



FIAT CHRYSLER AUTOMOBILES

**The  
Economist**



**The  
Telegraph**

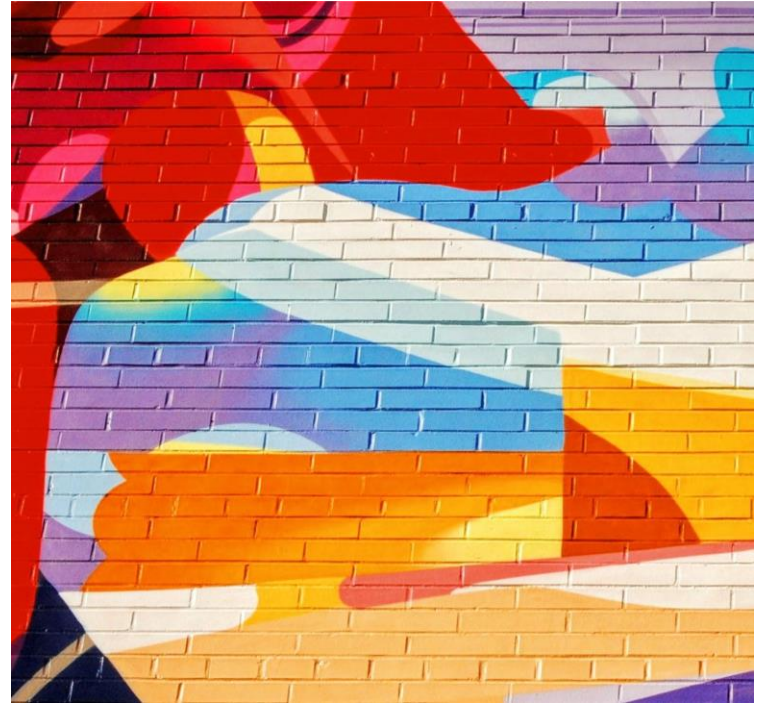
KOENIG & BAUER



As a senior account specialist, it's my responsibility to know what is happening in our teams, and Google Cloud Search helps me keep all of the information at my fingertips, ready for me to share. It's the home screen on my Chrome browser.

**Senne Beckers**

Senior Account Specialist, Randstad





One of the challenges we have is around communication and collaboration between our head office and the clubs around the country. I saw G Suite as an opportunity to remove some of the barriers we had in the past around communication and bring everyone closer together.

**Enrico Tizzano**

Chief Technology Officer, Virgin Active Italy



G Suite





I don't trust anyone to handle data security as much as I trust Google's team of the very best professionals in the world. For me, the worst-case scenario involves a spreadsheet sent by email to the wrong person. With Google Sheets, we have excellent oversight on who reads spreadsheets and where the information goes.

**Luca Foresti**

CEO, Centro Medico Santagostino







Docs and Sheets mean employees can work more flexibly. Historically, finishing off a document required returning to an office hub to upload information. Now, an internet connection is all that's needed to connect with colleagues.

**Bob Brown**

CIO, Manchester City Council



**MANCHESTER**  
CITY COUNCIL





All day, our teams have video chats in Hangouts Meet and share their screens and documents. Hangouts and Hangouts Meet have radically changed the way we do business, and how effective we are.

**Terry Geiger**

Vice President, Technology Operations, McClatchy







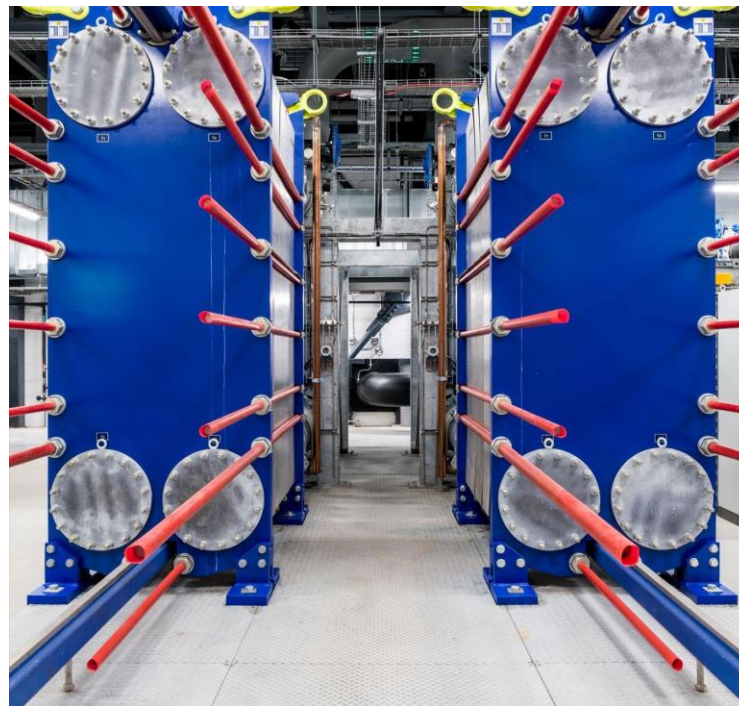
Retail today is incredibly challenging—you need to move fast. When it comes to technology, we are always embracing change and getting better at what we do. G Suite helps our employees work faster and smarter to sharpen our competitive edge.

**Rickard Söderberg**

Global Digital Workplace Manager, GANT

**GANT®**

G Suite     

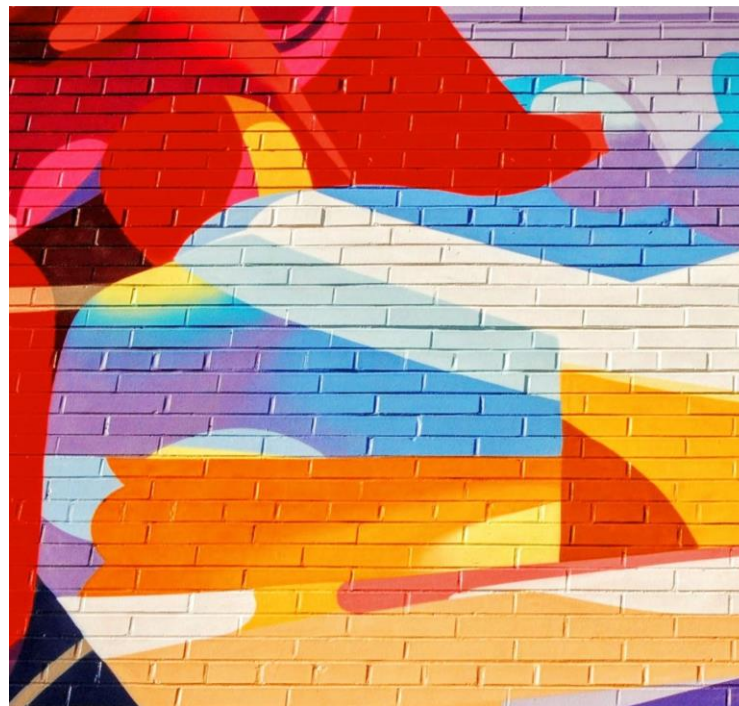
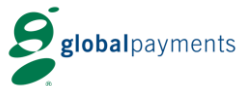




Data residency, GDPR, and other regulations can be handled more easily in the cloud versus on-premises. Improving our overall economics for a productivity software solution provided another incentive to move to the more affordable and flexible pricing of G Suite.

**Andra Milender**

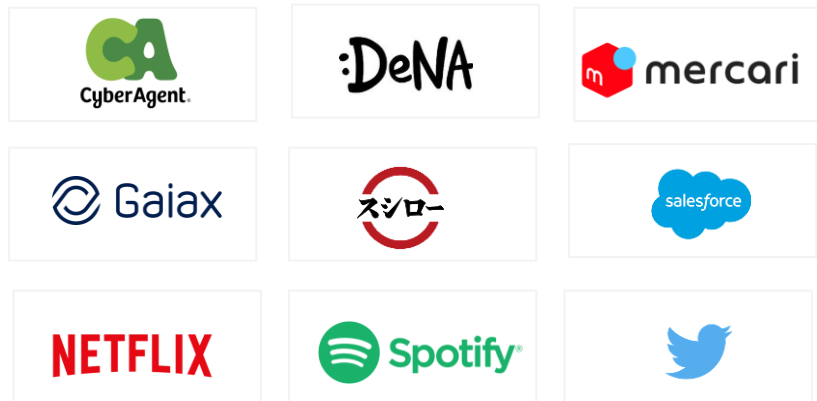
Chief Technology Officer of Architecture and Engineering,  
Global Payments Inc.



# APAC

Appendix quote slides

Top innovators have long  
relied on G Suite...



...and established market  
leaders have moved to G Suite





“

The sharing and editing features of Docs meant that in Zalora's early days, its founders could sit in coffee shops in Manila, Jakarta, or other locations and edit documents in real time while on video calls.

ZALORA

G Suite    31 





“

Drive provides a single, easily accessible location for important files. Team members now know immediately where they are rather than potentially having to check multiple systems or locations to find them.







*AirAsia*



“

As a global business, we have people working all over the world. Now it doesn't matter if our staff are on tarmacs in Tokyo, offices in London, or on-the-go in the streets of Beijing, they'll be able to communicate and collaborate in real time.







Broadcom IT did not make G Suite collaboration tools like Jamboard and Hangouts Chat mandatory. Employees see the value and use proliferates from there.

**Stanley Toh**

Head of Enterprise End-User Experience and Service,  
Broadcom



G Suite     

