

Introducing Google Workspace

Presenters



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The Changing Landscape of Work

Work is transforming in unprecedented ways, and employees are more overwhelmed than ever



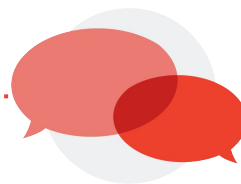
Work is no longer a place

An estimated 48% of workers will continue to work remotely post-COVID¹



Time is more precious

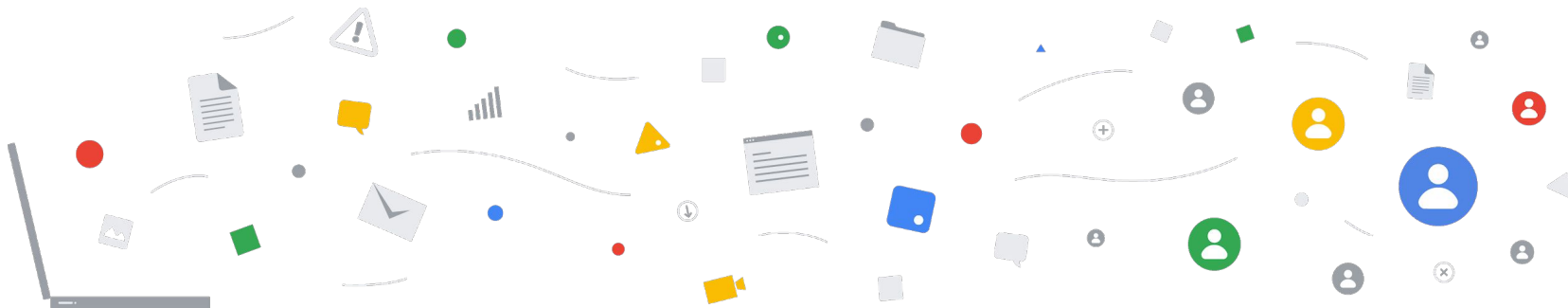
1 in 4 working parents is also a primary caregiver right now²



Human connection is crucial

1 in 3 workers feels disconnected from company culture and colleagues³

¹Insight, 2020 ²Winnie, 2020 ³Gartner, 2020



**We're managing
more information**

12K

Number of files a typical
enterprise user has

Google

**across
more apps**

129

The average number of
apps an enterprise uses

Okta

**while working from
more places**

74%

Of companies expect employees to
work remotely post-pandemic

Gartner

We're spending **too much** time

**Jumping from
app to app**

2 min

Average time workers
spend using a digital tool
before switching

Carnegie Mellon

**Searching for
things**

20%

of the work week
is spent searching
for information

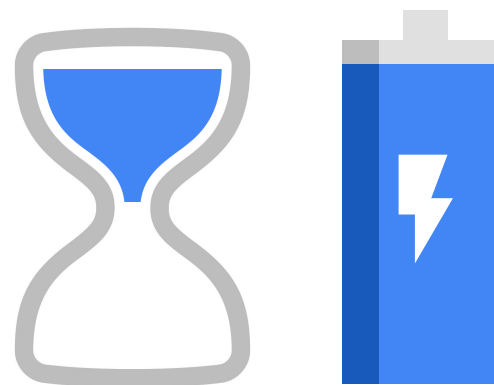
Google study

**Completing
admin tasks**

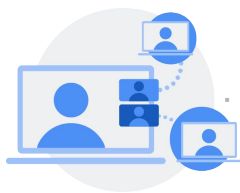
41%

of knowledge workers'
time is spent on routine
tasks

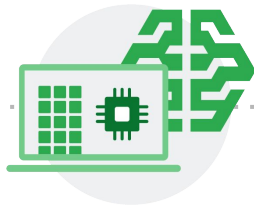
Harvard Business Review



Imagine a world where...



Flexible solutions
make work from
anywhere a reality



Helpful tools let
people maximize
their time



Simple, human-centered
design deepens
connection

So that you can deliver the **best possible outcomes** to your customers

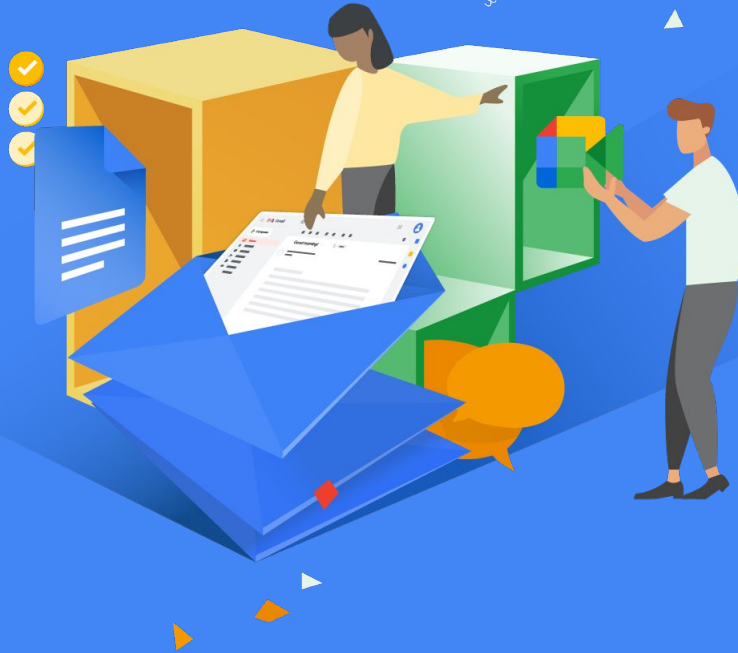
Introducing Google Workspace

Everything you need
to get work done,
now in one place



Your new home for work

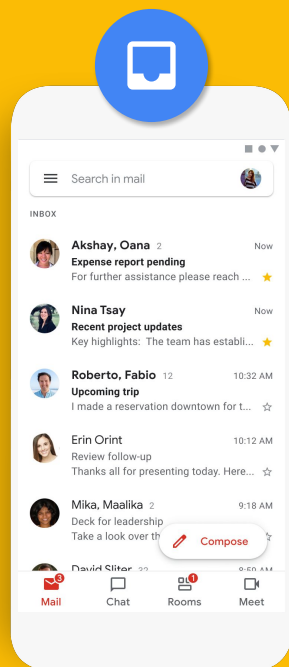
Brings the core
elements of
work together



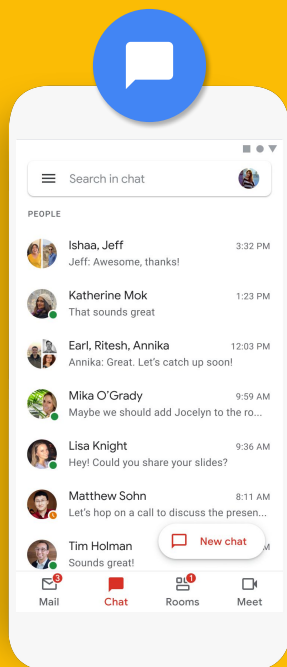
And makes
them work
better together

Bringing the core elements of work together

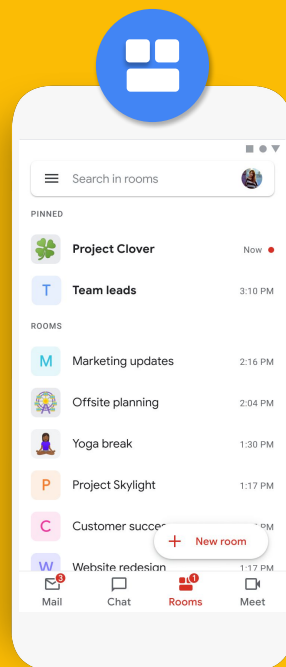
Mail



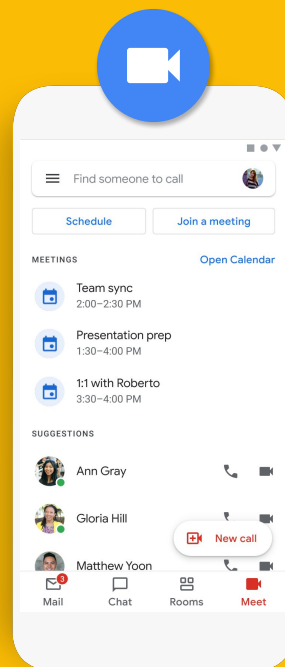
Chat



Rooms



Meet



Making everything work better together

Advancing individual and group impact



How we used to work

Only at the office

One size-fits-all

Siloed

Offline

Bigger is better

“Dumb” and manual

Routine processes

Big teams make a big impact

Top-down communication

Google Workspace

✓ Anywhere you are

✓ Customized to fit you

✓ Integrated

✓ Real-time

✓ For teams of any size

✓ Smart and predictive

✓ Ready for complex problem-solving

✓ Small teams make a big impact

✓ Open communication

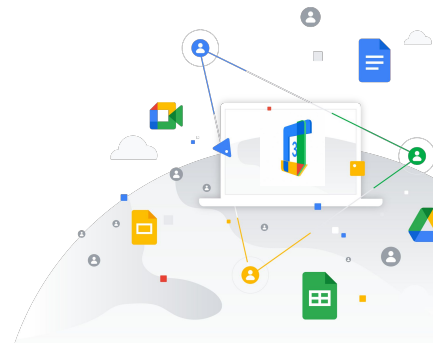
Key Differences Between G Suite and Google Workspace



Business Starter (\$6)

Business
Standard

Storage	30 GB/user
Meetings	Up to 100 users
Features	Gmail, Calendar, Editors, Meet, Chat
Additional functionality	✓ Google Meet: Meet rooms, background blur, whiteboarding, Live captions



Business
Starter

Business Standard (\$12)

Business
Plus

Storage

2 TB/user, pooled

Meetings

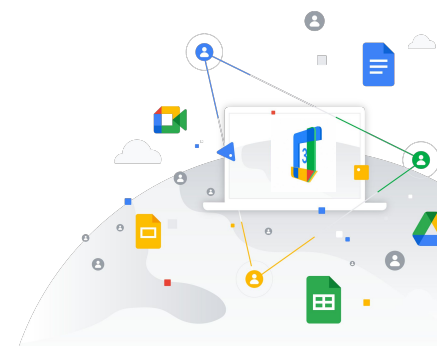
Up to 150 users

Features

Gmail, Calendar, Editors, Meet, Chat

Additional functionality

- ✓ **Google Meet:** Breakout Rooms, Co-moderation, Recordings, QA, Polls, Attendance tracking
- ✓ **Google Chat:** Advanced rooms, security & reporting controls
- ✓ **Collaboration:** Pin verified sharing, document approvals, Shared team drive



Business
Standard

Business Plus (\$18)

Enterprise
Standard

Storage

5 TB/user, pooled

Meetings

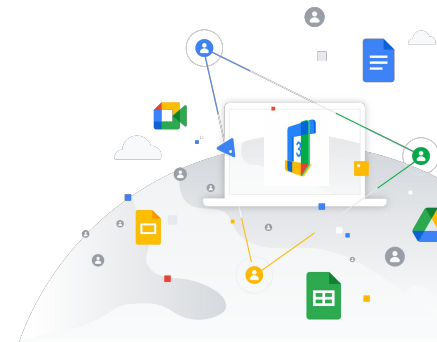
Up to 250 users

Features

Gmail, Calendar, Editors, Meet, Chat

Additional functionality

- ✓ **Google Meet:** Breakout Rooms, Co-moderation, Recordings, QA, Polls, Attendance tracking, Real-time Language translations, Live Meeting transcripts
- ✓ **Google Chat:** Advanced rooms, security & reporting controls
- ✓ **Collaboration:** Pin verified sharing, document approvals, Shared team drives
- ✓ **Security:** Vault, Basic Data Loss Prevention, Advanced Endpoint Management, Mobile Device Management, Secure LDAP



Business
Plus

Enterprise Standard (\$20)

Enterprise
Plus

Storage

Unlimited

Meetings

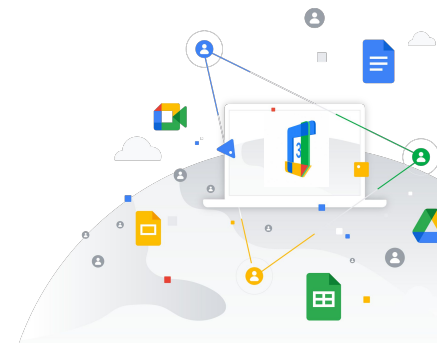
Up to 250 users, Live stream (10k), Meeting Rooms

Features

Gmail, Calendar, Editors, Meet, Chat

Additional functionality

- ✓ **Collaboration:** Shared Team Drive
- ✓ **Meetings:** Breakout Rooms, Hand raising, QA, Polls, Whiteboarding, Attendance tracking
- ✓ **Security:** Vault, Advanced Data Loss Prevention, Cloud Identity Premium (CIP), Context Aware Access, Password Vaulted Apps
- ✓ **Management:** Advanced enterprise control and customization, Gmail Log and Audit Reports to BigQuery, iOS & Windows Device Management



Enterprise
Standard

Enterprise Plus (\$30)

Storage

Unlimited

Meetings

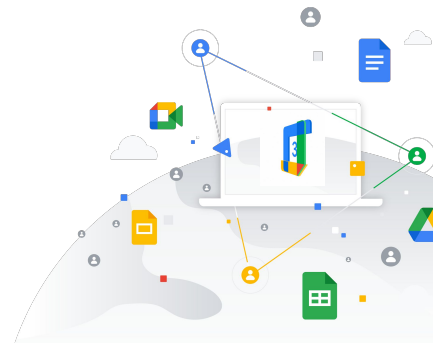
Up to 250 users, Live stream (100k), AI Noise Cancellation

Features

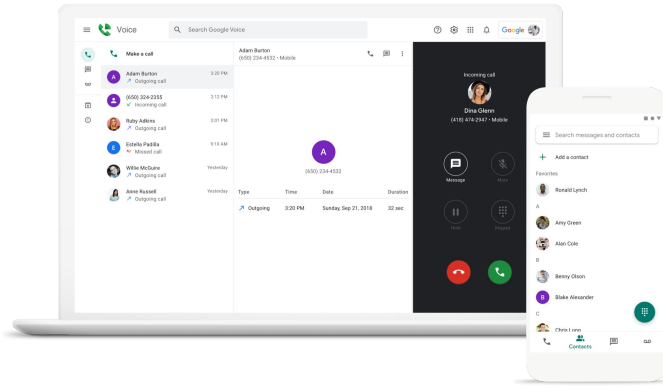
Gmail, Calendar, Editors, Meet, Chat

Additional functionality

- ✓ **Collaboration:** Shared Team Drive, AppSheet PRO, Connected Sheets, Integration with 3rd party archiving tools
- ✓ **Meetings:** Breakout Rooms, Hand raising, QA, Polls, Whiteboarding, Attendance tracking, Enhanced noise cancellation
- ✓ **Security:** Vault, Advanced Data Loss Prevention, Cloud Identity Premium (CIP), Context Aware Access, Password Vaulted Apps, Compliance certifications, Security Center, Data Regions, Deep email scanning (Security Sandbox)
- ✓ **Management:** Advanced enterprise control and customization, Gmail Log and Audit Reports to BigQuery, iOS & Windows Device Management
- ✓ **Insights:** Work insights

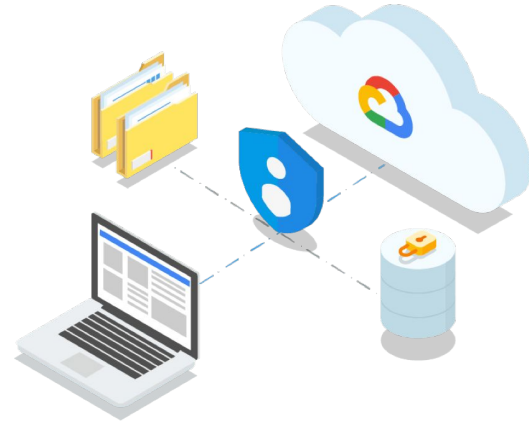


Add-ons for Workspace



Google Voice

Stay connected, organized, and on task with an easy-to-use phone solution that fits organizations of any size. Focus on what's important while staying connected on deskphones, mobile, and the web.

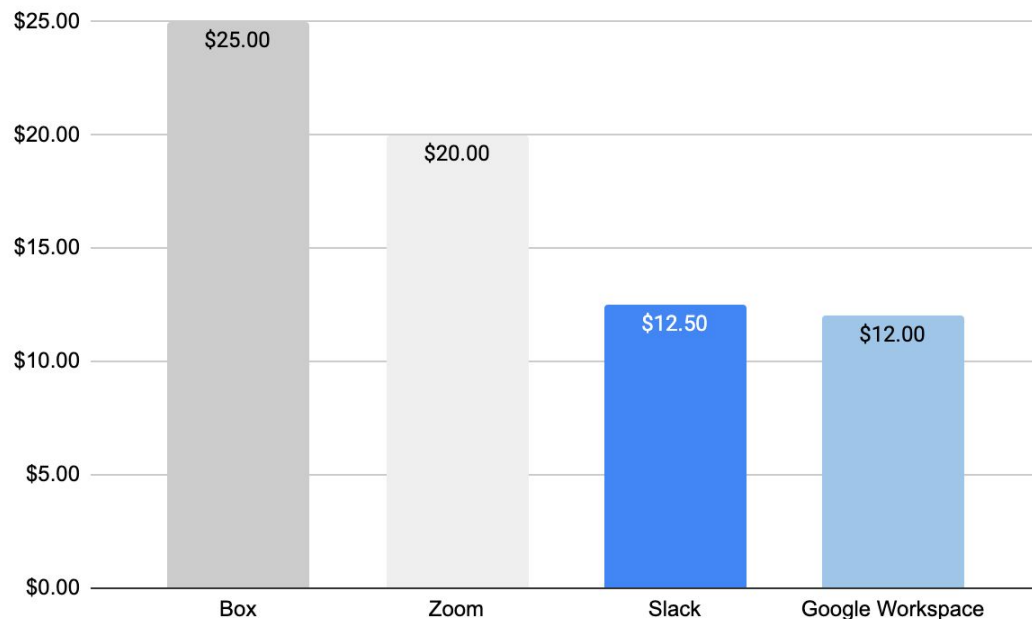


Cloud Identity Premium

Centrally manage users and groups with Google's Identity and endpoint management solution. Premium features include automated user provisioning, app whitelisting, and mobile device management

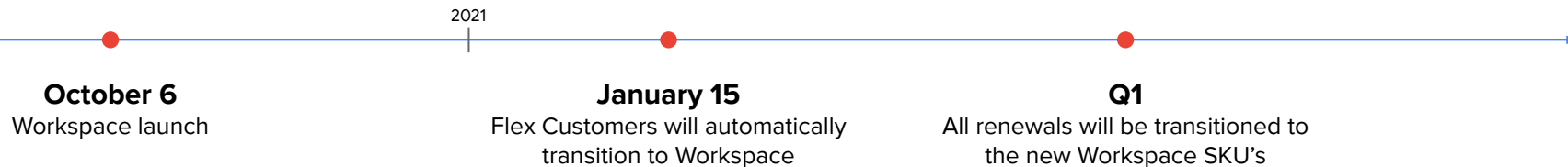
Google Workspace provides significant cost savings

Replacing Box, Zoom, and Slack with Google Workspace can save **70%+** in monthly costs



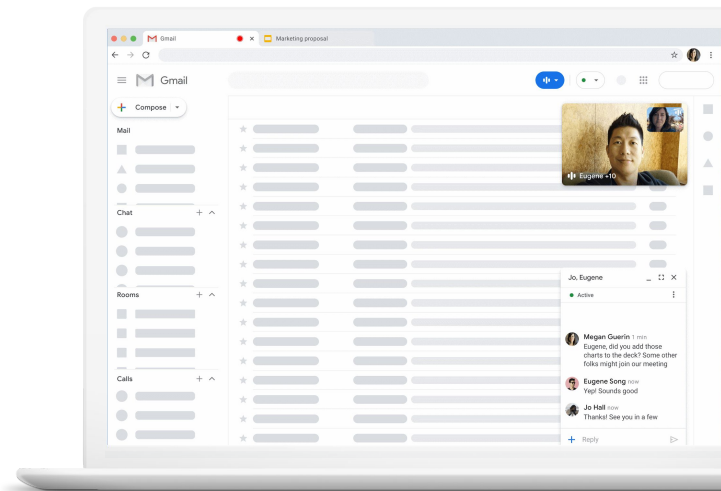
Assumptions: 10% of users are video meeting hosts, using Google Workspace Business Standard
Sources: zoom.us/pricing, box.com/pricing, slack.com/pricing (accessed October 2020)

G Suite to Workspace Transition



Discounts Available

- G Suite renewal before January 15
- Domain is on flexible monthly billing
- Interested in transition to Workspace earlier



Learn More + Get Started ↓

customersuccess@upcurvecloud.com

Q&A