

Audience | Delete this slide before presenting

Chrome Enterprise | SMB Pitch Deck for Partners

This deck is intended to be presented to your SMB customers (businesses with <1000 employees).

It is constructed using a subset of the master Chrome Enterprise messaging (read: not different messaging), if any further detail is required for a given topic area, please reference the [master pitch deck](#).

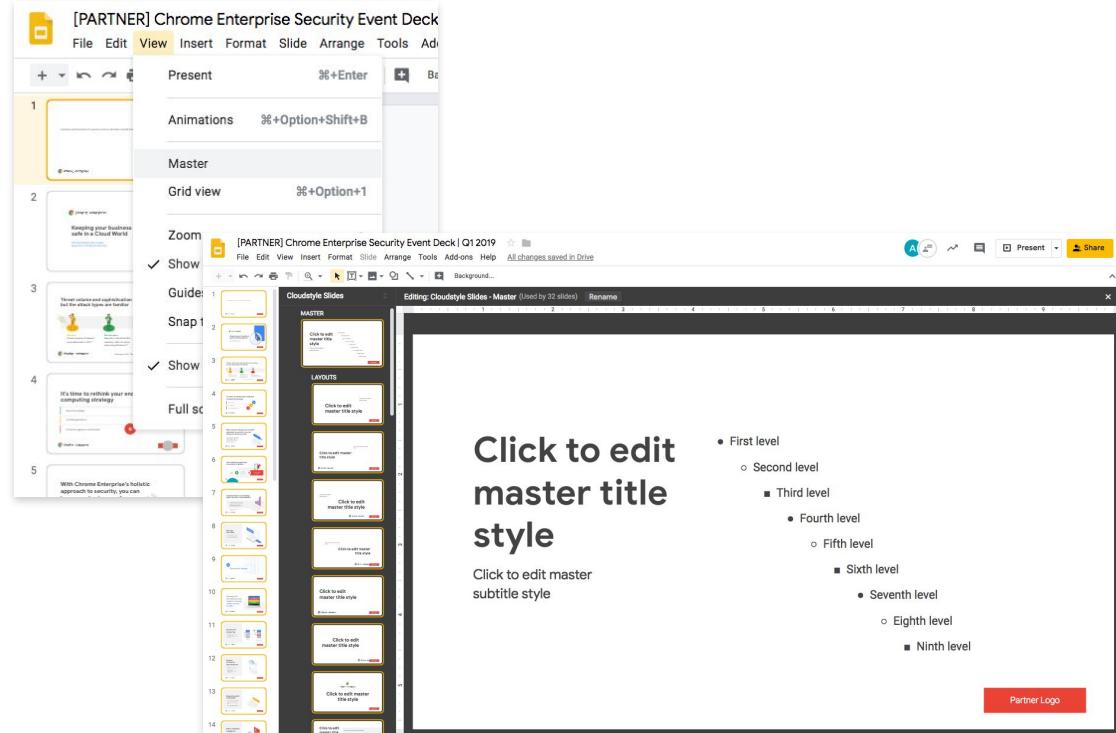


chrome enterprise

Partner Logo

Add your partner logo to the Master | Delete this slide before presenting

1. Go to **View > Master** to open the master template
2. Make sure the **Master slide** is selected
3. **Insert logo** (PNG with transparent background) and left align with red “Partner logo” box
4. **Delete red box**





chrome enterprise

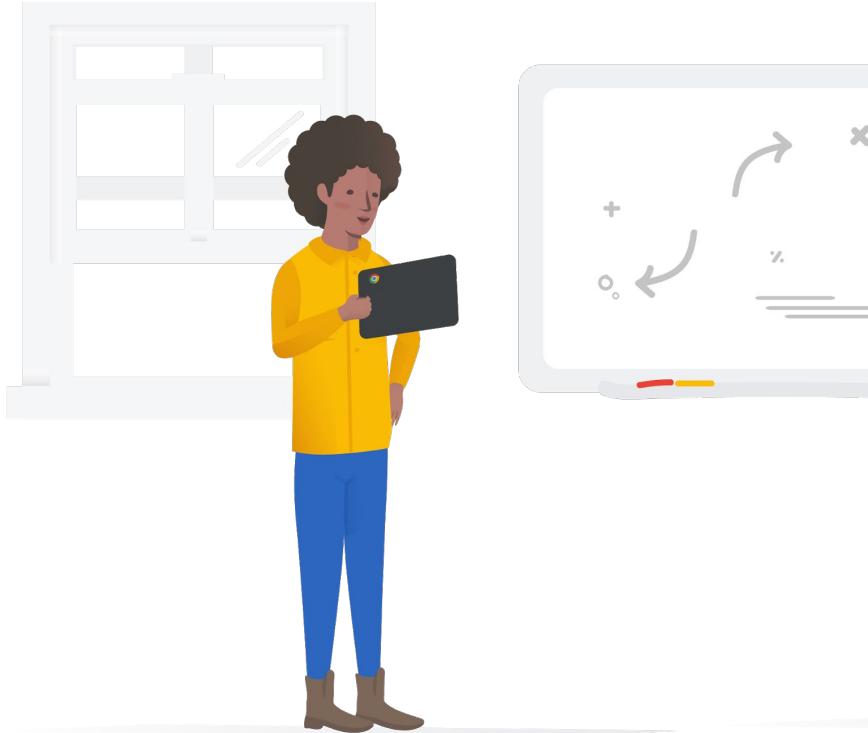
Empower your cloud workers with Chrome Enterprise

MARCH 2019

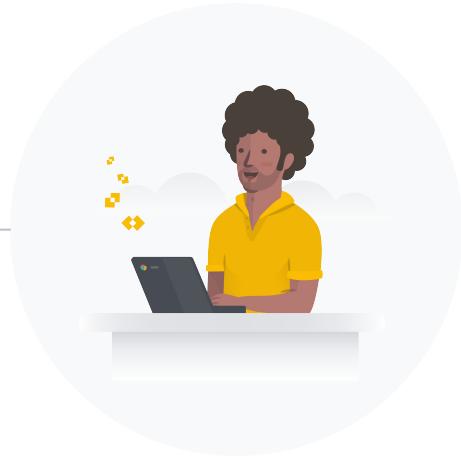
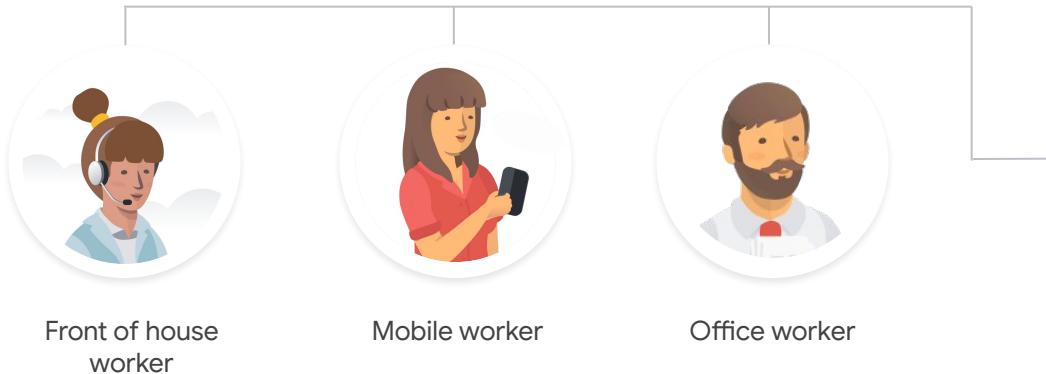
Partner Logo

A new breed of worker is emerging

- **1 in 4** of today's workers are cloud workers
- Spending over **4 hours per day** in the web browser on cloud-connect apps
- They are mobile, and seek collaboration and fluidity of information

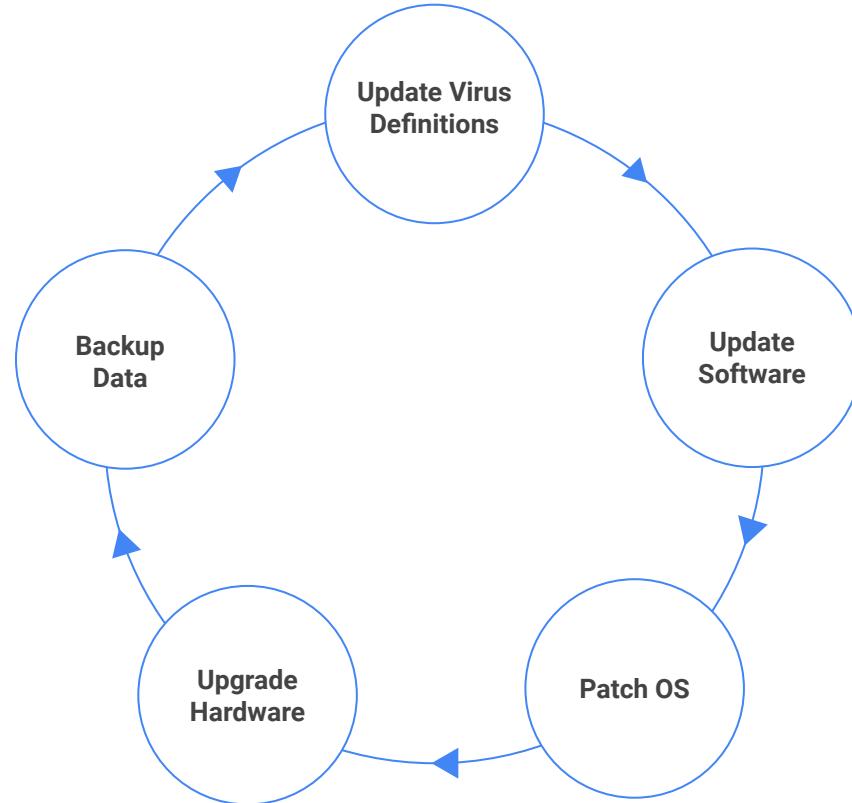


All workers can be cloud workers



Cloud Worker

**Legacy endpoints
aren't built for the
ways cloud
workers operate**



chrome enterprise

Partner Logo

Google Chrome Enterprise is built for cloud workers



Secure by
design



Simple for users
and IT



Smart
Investment



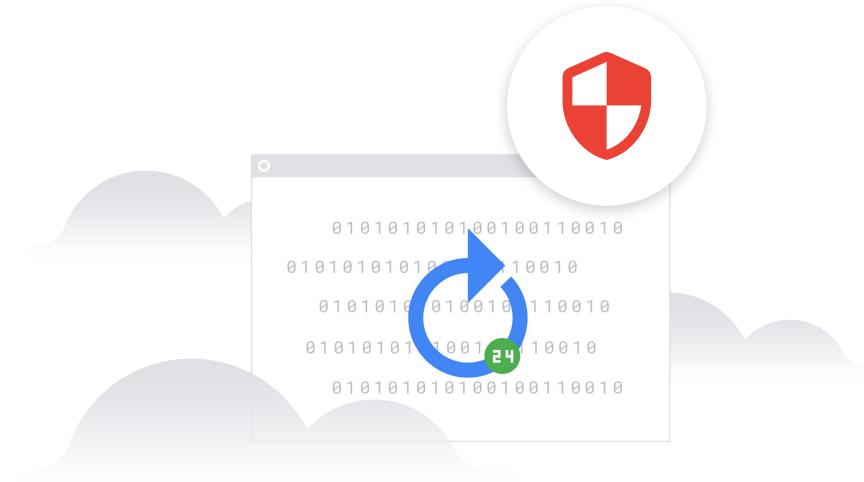
chrome enterprise

Partner Logo



Chromebooks don't require Antivirus

- **Read-only**; installed apps and extensions can't modify OS
- **Sandboxing** isolates any attack to a limited surface
- **Verified Boot** prevents boot up of tampered device
- **Review process** required for all extensions and apps





Updates happen without any prompt

- **No downtime;** updates happen in the background while users work
- **Two versions of OS** on device means one can be used while the other gets updated
- **Update applies on reboot** taking a matter of seconds to complete



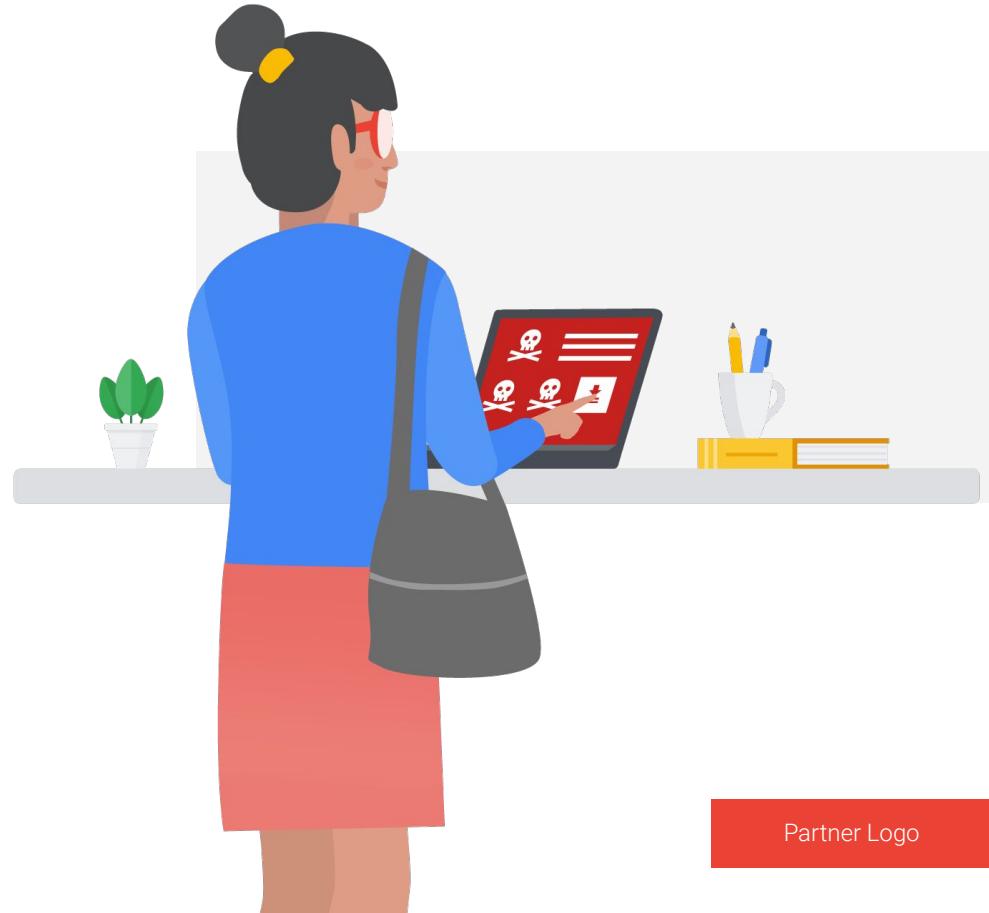
chrome enterprise

Partner Logo



Deter employee negligence

- **Google Safe Browsing** prompts users of malicious sites before they navigate to them





Device management with over 200+ policies

- User and device policies
- Fleet management
- Bulk printer configuration
- Access management

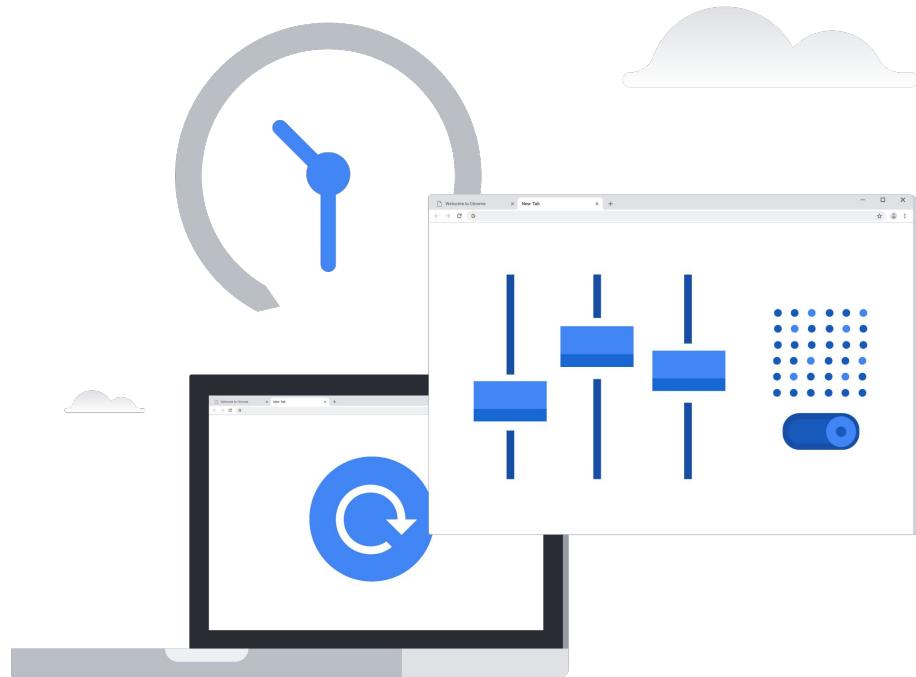
The diagram illustrates the integration of various management features. At the top, three circular icons represent security (lock), cloud storage (cloud), and cost management (dollar sign). Below them, several grey gears contain icons related to management: a key, a person, a van, and mobile devices. A central laptop screen displays the Google Admin interface, specifically the 'Magnet Program' section under 'school.edu'. The interface shows a list of '28 Chrome devices' with columns for 'Serial number', 'Status', 'Asset ID', 'Enrollment date', 'Active Before Date', 'Location', and 'Notes'. The list includes entries for various devices, all provisioned by Asset ID A12345 on March 30, 2017, and active since January 30, 2017.

Serial number	Status	Asset ID	Enrollment date	Active Before Date	Location	Notes
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure
HG30938600021501570	Provisioned	A12345	Mar 30, 2017	Oct 15, 2017	sunder@google.com	Plex Secure



Start fast, stay fast

- Reduce downtime for workers
- Devices **boot in under 6 sec**
- Regular OS updates run in the background



chrome enterprise

Partner Logo



Continuity across devices



Apps



Autofill



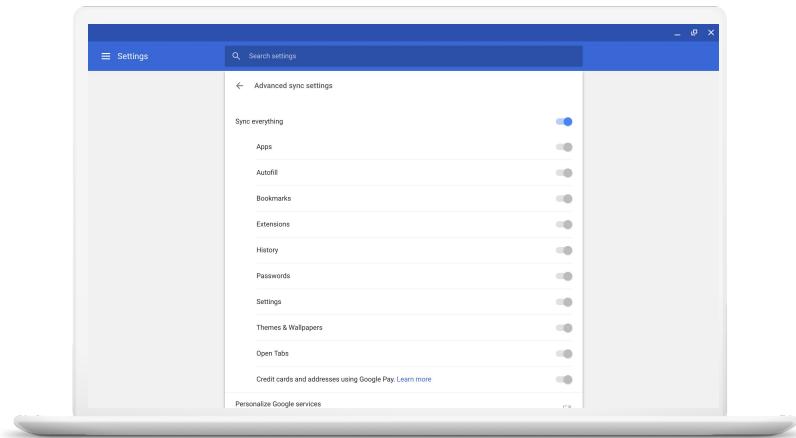
Bookmarks



Extensions



Preferences + settings



chrome enterprise

Partner Logo



Cost effective year on year



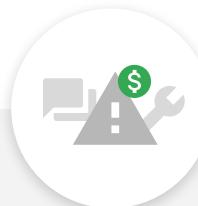
Hardware



SW/License



Power Consumption



Support/
Maintenance



Admin



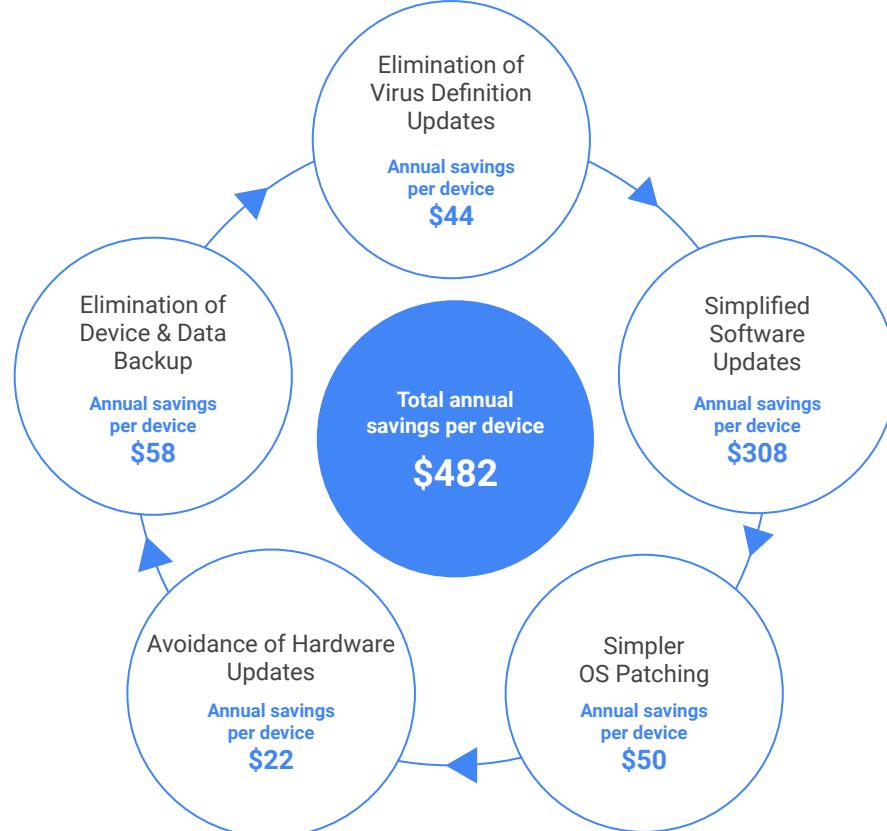
chrome enterprise

InsiderPartner Logo



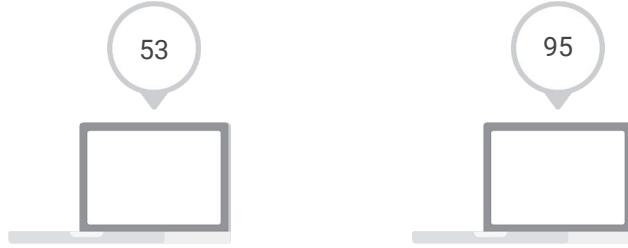
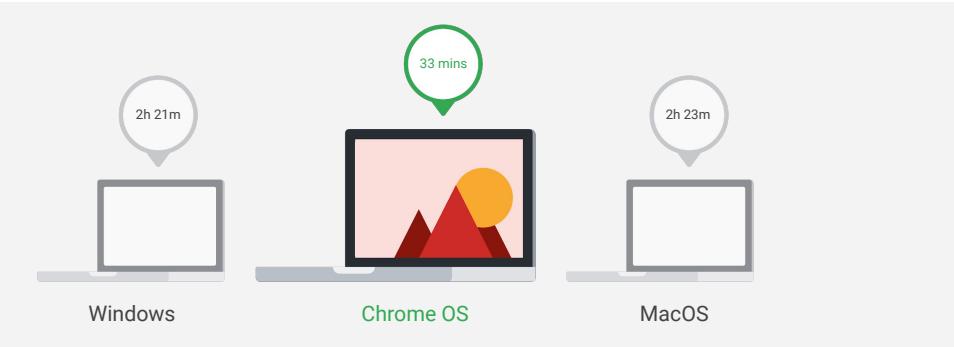
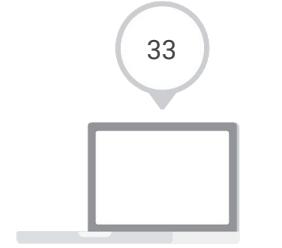
Annual per device admin savings

ESG, Quantifying the Value of Chromebooks with Chrome Enterprise, 2018





Google sees savings supporting Cloud Workers





Drive even more impact with G Suite

FORRESTER®

Based on a commissioned Total Economic Impact™ study by Forrester Consulting



30 minutes per week of reduced downtime per user, leading to lost productivity cost avoidances



15% improvement in help desk efficiency



\$100 per user in legacy technology savings



20% reduction in endpoint security incidents

Source: Forrester, *The Total Economic Impact Of Google Chrome OS With G Suite* (2018)

Chrome Enterprise Customer Stories | blend

Challenge

Safeguarding consumer data and networks while giving staff the freedom to work when and where they want.

Benefits

- Chrome Enterprise and Chromebooks combine for a device solution that's both cost-effective and collaborative – ideal for startups.
- Build your own Chrome Browser extensions for company-specific tasks.
- Multi-layered security, ideal for sandboxing sensitive environments.
- 200+ device and browser policies.

Solution

Chrome Enterprise and Chromebooks provided a secure, controllable, cost-effective device solution to the varying needs of a start-up.



Read the [blog](#).



Chrome Enterprise and Chromebooks provided management and security tools that are cost-effective for a startup that's watching its budget. We can whitelist apps and Chrome extensions that engineers can use, eliminating worries about threatening rogue apps.

Chrome Enterprise Customer Stories | hackerone

Challenge

Buying time back for activities that create value for customers and the community.

Benefits

- Chrome Browser combined with G Suite means workers can have a consistent experience no matter what device they're using.
- Background automatic updates save time and missed opportunities while waiting for updates to download and install.
- Chrome devices, Chrome Browser extensions and the Chrome Enterprise License combine for multi-layered security.

Solution

Adopting additional Chrome products to reduce maintenance time and ensure security, while integrating workers on different devices and in different countries.



G Suite



chrome enterprise

Google Pixelbook

Read the [blog](#).



A big reason people get breached is that their computers' operating systems and applications aren't up to date. Chromebooks auto-update from the first day you use them—users don't even need to think about updates.

Chrome Enterprise Customer Stories



Challenge

Rapidly expanding business needed a way to keep employees connected to clinical applications and data, without using VPNs and limited office software.

Benefits

- Executives averaged eight hours of productivity savings every week.
- Cost savings in the storage of terabytes of imaging data.
- Remote employees save time meeting via Hangouts Meet instead of commuting.

Solution

- After adopting Chromebooks, Chrome Enterprise and G Suite, a sharp uptake in employee productivity was observed.
- CMMS moved their billing and medical imaging storage to the cloud shortly after adopting Chrome.



Google Cloud Platform



Read the [blog](#).



Just a few months after we adopted Chrome Enterprise, our employees were able to access everything they need – spreadsheets, storage and documents – directly from the dock on their Chromebook home screen.



Getting Started

[PARTNER CTA]