

How teams of all sizes 
connect,  create and collaborate. 

Google Workspace



Three emerging themes are defining the Future of Work

Josh



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

Imagine a world where...

Cindy

Flexible solutions
make work from
anywhere a reality

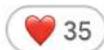
Maria

Helpful tools let
people maximize
their time

Jaipal

Innovative human-
centered experiences
deepen connections

All so you can deliver the best possible outcomes to your customers and community



Introducing Google Workspace

Everything you need to get
anything done at work, school,
and in life—**now in one place.**



How it's done at millions of companies around the world

Cindy

Maria

Jaipal

ATB Financial

AirAsia



AIRBUS

The New York Times



Whirlpool
CORPORATION



FINISH LINE



nielsen

verizon✓

NETFLIX



Google Workspace is the place for all team members to contribute, no matter where or who they are



Teams that need to work effectively from home, the office, or anywhere

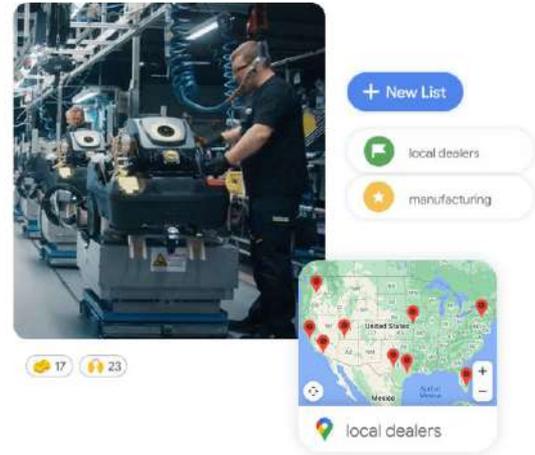


Frontline workforces that rely on mobile

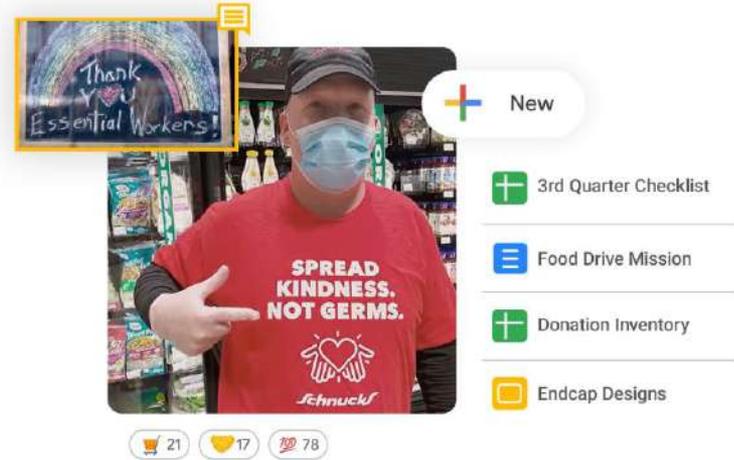


Companies reimagining their digital customer experiences

How Kärcher is cleaning up the cleaning business.



How Schnucks sells groceries and buys into the community.



How **Cambridge** Health Alliance cares **for those who care for us.**

cares 11:30am



The image features the Google Workspace logo in the center, with the word "Google" in its signature multi-colored font and "Workspace" in a grey sans-serif font. Surrounding the logo are various icons for Google Workspace applications: a colorful plus sign, a yellow document icon, a red calendar icon with the number "31", a blue and yellow document icon, a red envelope icon, a green document icon, a blue "Sign in" button, a blue and yellow document icon, a red calendar icon, a blue hexagonal icon, a green document icon, a green telephone handset icon, and a large, colorful "M" icon. There is also a small red "Hinnalti" label and a blue "Present" button with a dropdown arrow.

Google Workspace

Present

Maria

How Google Workspace can help your business

Google Workspace



Teams using Google Workspace are happier and more innovative. The future of work is here.

Josh

Jaipal

Companies with engaged employees have **higher retention**¹

68%

of Google Workspace users in large companies say they **enjoy their work** more since adopting it versus 30% of Microsoft 365 users²

Innovative companies have stronger **profit growth**¹

75%

of Google Workspace users say it has made their team **more innovative**, versus 55% of Microsoft 365 users²

The **workforce of tomorrow** uses Google Workspace

140M+

Students and teachers use Google Workspace¹

¹Gallup: [The Right Culture: Not Just About Employee Satisfaction, April 2017](#)
²Google Workspace vs. O365 Impact on Business, commissioned by Google

The business impacts are easy to see.

Jaipal

Josh

171

hours saved per user per year, which is about 21 days per user per year

20%↓

reduction of on-demand tech support needed¹

331%

ROI driven by Google Workspace

¹Source: The Total Economic Impact™ Of Google Workspace, a commissioned study conducted by Forrester Consulting, January 2019

How Google Workspace is different

Jaipal

Josh

Google Workspace





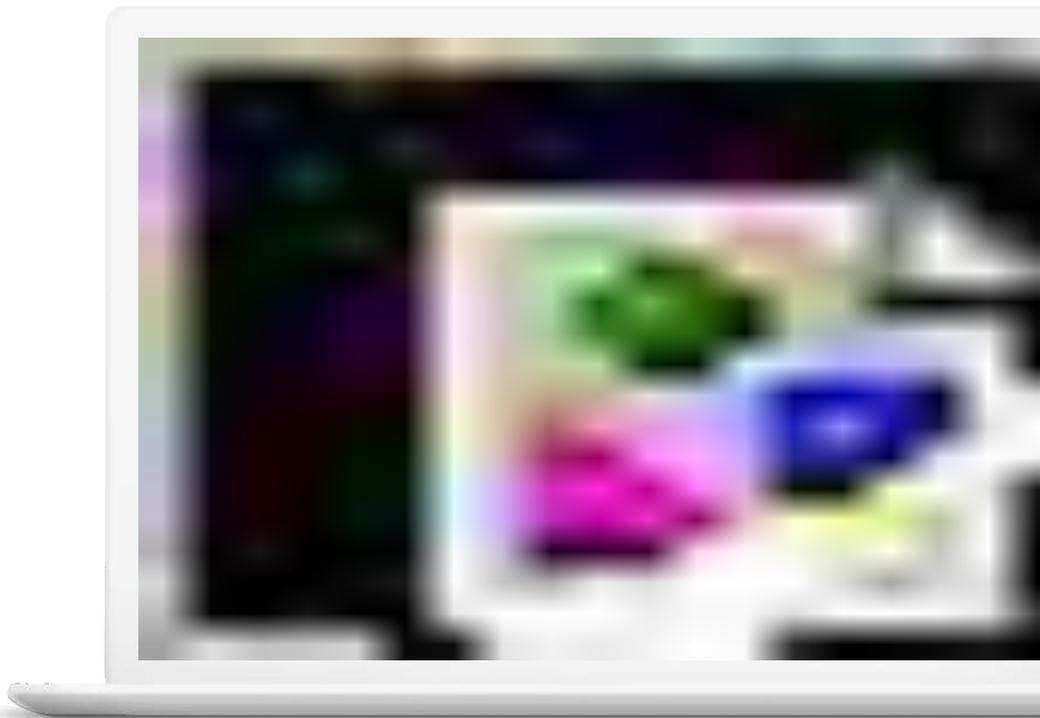
Flexible

Flexible solutions make it easy to work securely from anywhere

Create and share documents right from Gmail to collaborate with anyone, anywhere

See your upcoming schedule, jump into meetings, or start a direct call, all without leaving Gmail

Pull up any file, anytime, anywhere using any browser, desktop or mobile device





Meetings that work where you work

For collaboration equity, Companion Mode lets you participate equally with hand raising, polls, Q&A and more—whether you are in the meeting room or remote.



Meet from where you **work**:

- At home with Google Meet on Chromecast and Nest Hub Max.
- From the office with Series One room kits featuring Google AI to create flexible, immersive, inclusive meetings -- zero touch with voice activation and noise cancellation for disruption-free meetings.



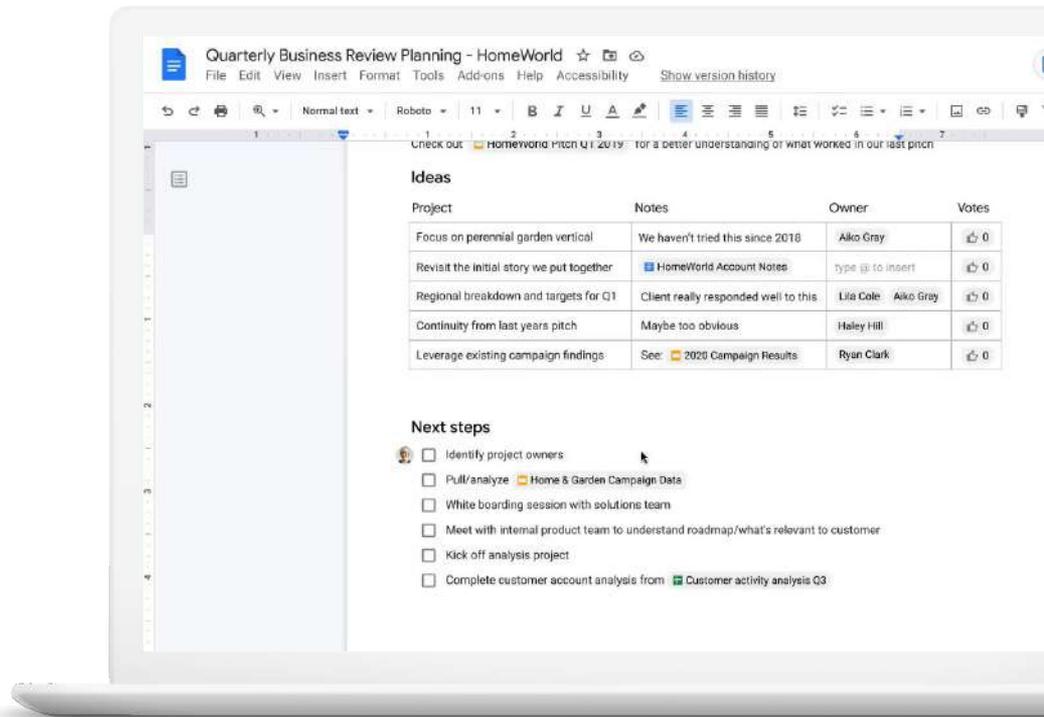


Helpful tools let you maximize your time

Smart canvas interactive building blocks pull the right info and people into the places where you're already working.

AI-powered data tools help you analyze and optimize what you're working on.

Smart writing suggestions help your teams create more inclusive, high-quality content faster.



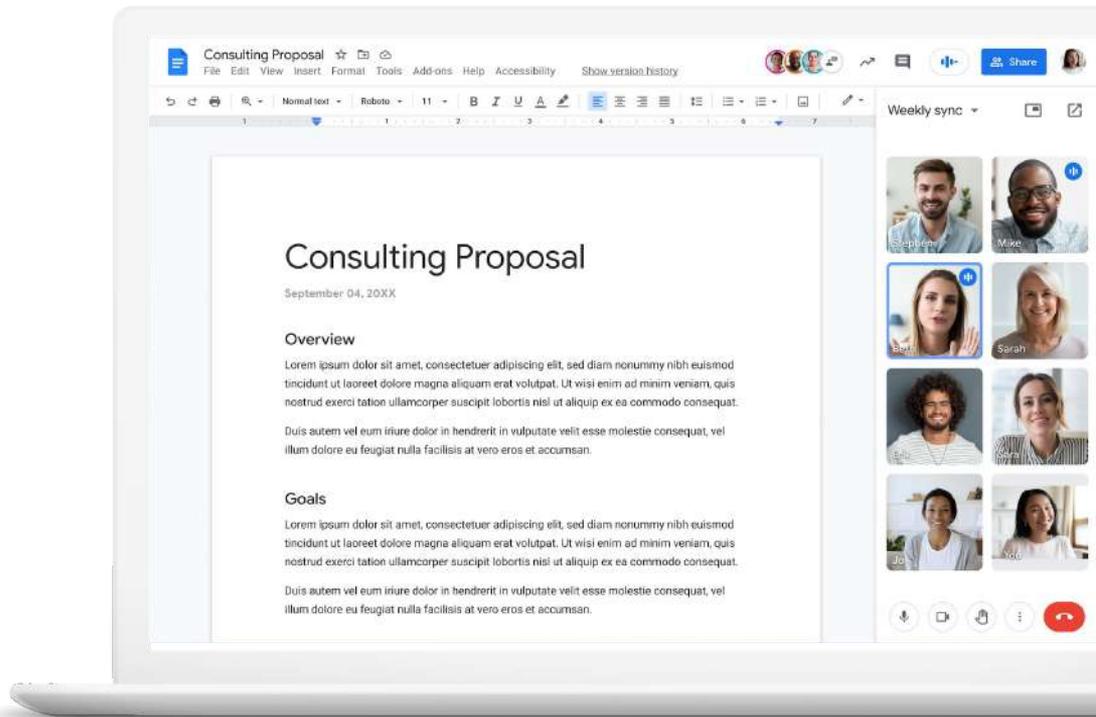


Innovative, human -centered design keeps people connected

Immersive experiences like meetings directly in Docs improve collaboration by pulling conversations directly into content.

Enhancements like live captions, in-meeting translation, and noise cancellation are all there to improve how we connect.

People are choosing Google Workspace by the billions for its simplicity and ease of use, not because IT mandates it.



Next steps

Presenters need to figure out ordering: @ | keep typing to search

PEOPLE



Haley Hill

hayhaley@company.com



Gonzalo Ricci

gonricci@company.com



Lila Cole

lilacole@company.com

FILES



HomeWorld Q4 Revenue



Client list (Partial)



How to get the best of Google



Google Workspace



The same secure infrastructure and built-in protection that Google uses

Intelligent tools let security teams focus on the most important challenges instead of tactical fire fighting

Machine learning across billions of users³ automatically identifies and protects against emerging threats

One single admin console gives a simpler way to manage users, control devices, support compliance, and help keep data secure



99.9%+

accuracy in blocking spam and business email compromise scams¹

Zero

phished accounts for users enrolled in Google's Advanced Protection Program (APP)²

¹Google Internal Data, June, 2020

²Google Internal Data, March, 2020

³Google Internal Data, September, 2020

Maria

All on the cleanest cloud in the industry



Less energy

Take advantage of AI-optimized, efficient data centers and better utilization.

Google data centers are **twice as energy efficient** than average and compared to 5 years ago we deliver 7x the compute power for the same amount of electricity.

Zero net emissions

Meet your public sustainability commitments and reduce the environmental impact of IT operations.

Google has eliminated all legacy emissions since 1998 and **matched 100% of electricity use** with renewable energy since 2017, including the electricity that powers your workloads.

Carbon-free energy by 2030

Work with the first company to set the goal to completely decarbonize electricity.

By 2030, we aim to **run on 24/7 carbon-free energy at all our data centers, around the clock.**

How we support you through the process



Google Workspace



Getting started with Google Workspace is easier than you think

Google professional services including consulting/advisory, technical account management, enablement and training, transformation labs and more

Extended network of **managed services and implementation partners** to ensure that your migration is successful

With **Google Workspace Migrate** you can manage large-scale migrations into multiple Google Workspace core services from a single place

“The personal attention given to us by the Google account and Professional Services teams went **far beyond what I expected**, especially from a company of that size.

“It is great that Google stands behind its product, and the Google team’s continued **commitment to our success** has helped ensure that we are getting the **most out of our investment.**”

Andra Milender, Chief Technology Officer of Architecture and Engineering

globalpayments

Google Workspace commercial offerings support the **needs** of your business

Flexibility for frontline workers

Empower your frontline teams to collaborate with the rest of your organization with our productivity tools from any device

Modern collaboration with your existing email and calendar solution

Start with Google Workspace collaboration and productivity tools without the hassle of a migration.

Complete collaboration and productivity platform

Unlock the full power of Google Workspace with our most advanced security and compliance offerings for organizations of all sizes

Advanced security and compliance

Use management tools for security, privacy and data protection including compliance certifications, data regions and Vault

Sarah Amit
How it's done.



Appendix

Customer stories by region

How PwC keeps their global team connected.

“Google Workspace allows us to stay connected—it's the single place where we can collaborate, discuss, and share work, in the current situation. It provides enough resilience and security, and the ability to scale at the speed we need to”

Hilda Clune

Technology and transformation leader

PwC

PwC, a global professional services organization, empowered over 275,000 people to work from home in response to COVID-19. With Google Workspace, teams can stay connected to each other to serve their clients no matter where they are. As a global organization with most of its people working from home, PwC kept them all productive with nearly 10 million hours of video conferencing in Google Meet in a single month.



How Activision Blizzard keeps winning as a team.

“The safety of our teams is paramount during these disruptive times, and our workforce is already widely distributed across multiple locations internationally. Google Workspace has brought our teams together as we continue to collaborate while we’re apart.”

Jacques Erasmus

*Chief Information Officer
Activision Blizzard*

Activision Blizzard moved to Google Workspace for an innovative and scalable solution to keep their teams working closely together. As their developers around the world build the future of gaming, they use Google Workspace to create, collaborate, and share with each other to meet critical deadlines for game launches and updates.



How Cambridge Health Alliance makes the business of caring more caring.

With Google Workspace, CHA has transformed how our staff and caregivers work, providing collaborative tools to better patient care. We didn't realize how integral Google Workspace had become to our daily work until dealing with a pandemic where consistent communication with our CHA staff was of utmost importance.

James LaPlante

*Sr. Director, Technology and
Biomedical Services, CHA*

With Google Workspace, CHA was able to continue serving their patients in a timely manner as COVID-19 hit. Outpatient Psychiatry was an early adopter of video visits, which are preferred over phone consultations. Between March and June 2020, CHA was able to maintain 90% of its expected patient visit volume in Psychiatry.



How Schnucks is there for the community when they need it most.

“Thanks to Google we were able to think outside the box to keep our business running and employees safe and connected. Google Workspace made it easy to collaborate internally; we are also running our Helpdesk 24/7 on Meet; and our transportation department is able to practice social-distancing with a WFH dispatch platform on Google Workspace”

Mike Kissel

*Sr. Manager, End-Point &
Cloud Security, Schnucks*

St. Louis-based Schnucks evolved from a neighborhood grocery chain to essential workers virtually overnight. They supported both corporate and frontline workers in stores with an information hotline and created a virtual dispatch center for their transportation team, all through Google Workspace.

Schnucks

How Kärcher is cleaning up the cleaning business.

“With Google Workspace, Kärcher has transformed its global collaboration, allowing for faster business decisions during the COVID-19 crisis,”

Dr. Daniel Heubach
Chief Information Officer
Kärcher

Kärcher, a global manufacturer of cleaning equipment, move its 14,000 workers to Google Workspace in only five days in response to COVID-19. This enabled employees to collaborate effectively without missing a beat, or being in the office.

KÄRCHER

How Kia is driving the car buying experience home.

“Live Stream Showroom demonstrates our continued commitment to tailor the car-buying journey to the demands of our customers with virtual viewings.”

JT Hong

*Head of Global Channel & Service
KIA Motors*

KIA Motors is using Google Workspace to provide "virtual viewings" for its customers, providing them an immersive and engaging car-buying experience.



How Banco Davivienda is saving some serious coin.

“We’ve calculated that all these improvements to our processes with Google Workspace will save us 13,000 hours a year, which adds up to US\$3 million in OpEx savings.”

Patricio Melo

EVP Operations and Technology

Banco Davivienda

When Banco Davivienda chose Google Workspace for its digital transformation, it was able to bring employee up to speed, all while maintaining sharp sales growth.

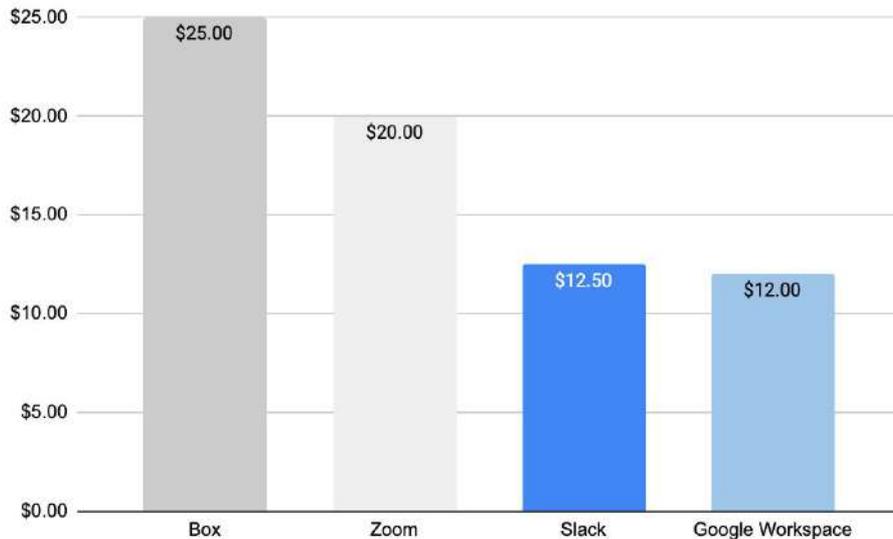


Cost savings

Google Workspace provides significant cost savings

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

Monthly per user list price



Assumptions: 300 users, 10% of which are video meeting hosts, using Google Workspace Business Standard
Sources: zoom.us/pricing, box.com/pricing, slack.com/pricing (accessed October 2020)

You can keep Office and save money

Office 365 customers that purchase Google Workspace Enterprise Essentials can:

- **Keep using Outlook** for email and calendar
- Host and join reliable, easy to use, and **secure video conferences** with Meet
- Use Google's **modern collaboration tools with existing Office files**, without the need to convert or migrate files
- Save **20%** in monthly costs



Assumptions: customer purchases Google Workspace Enterprise Essentials and downgrades from Office 365 E3 to E1. 1000 users, 75% of which are defined as "active users".
Sources: [Office 365 E3](#); [Office 365 E1](#) (accessed May 2020)