

Unlocking Success through technology

G Suite Solution



THE SCOPE OF THE G SUITE SOLUTION

G Suite Business provides a set of simple yet powerful communication and collaboration tools for businesses, including web-based email, calendars and documents, all hosted by Google on their secure, reliable infrastructure. The suite offers all of the benefits of traditional office productivity suites, with the added benefit that employees can access their content anywhere, anytime via laptop, mobile or tablet, meaning increased productivity while reducing costs.



Gmail for Business

Web-based email with unlimited storage per user, 99.9% uptime SLA, Google powered email search functionality and anti-spam capabilities.



Google Drive

Cloud-based storage that gives you access to your files anywhere at anytime. Unlimited storage for each user.



Google Docs

Work together on documents, presentations and spreadsheets in real-time without the hassle of multiple versions or attachments.



Google Apps Vault

Google Apps Vault adds easy-to-use, enterprise-class archiving, retention and eDiscovery capabilities to G Suite – search, find and preserve your electronic information.



Google Calendar

Keep track of your meetings online and share your calendar with others.



Google+

The social network with features designed specifically for business, Google+ makes sharing on the web more like sharing in the real world.



Google Sites

Powerful website creation tool, ideal for building intranets and wikis with no prior coding knowledge required.



Apps Marketplace

The Google Apps Marketplace offers web-based applications that work seamlessly with G Suite.

G SUITE BUSINESS FEATURES

✓ Team Drives

Google Team Drives are shared spaces where teams can easily store, search, and access their files anywhere, from any device.

✓ Vault (e-Discover)

Google Vault lets you retain, hold, search, and export data to support your organisation's archiving and eDiscovery needs.

✓ App Maker

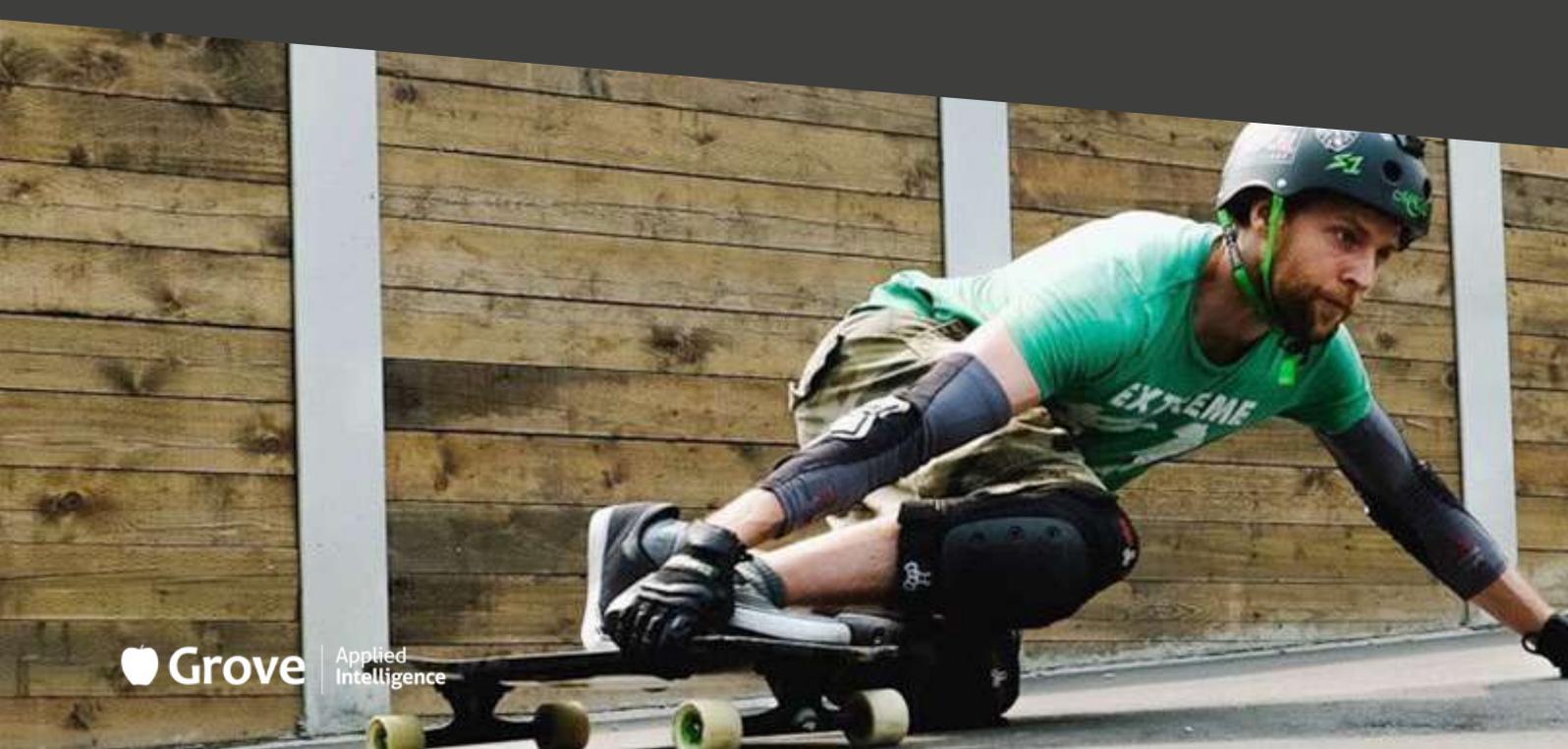
App Maker is a low-code application development tool that lets your team build and deploy custom apps easily and securely.

✓ Cloud Search

Use the power of Google to search across your company's content in G Suite. Google Cloud search answers your questions and delivers relevant suggestions to help you through the day.

COMPARISON: G SUITE BASIC, BUSINESS AND ENTERPRISE

	G Suite Basic	G Suite Business	G Suite Enterprise
No Limits			
Storage (email, file, image)	30GB	Unlimited	Unlimited
File size	5TB	5TB	5TB
Works without an Internet connections	✓	✓	✓
Open and edit Microsoft Office files	✓	✓	✓
Centralised administration console	✓	✓	✓
Vault for eDiscovery and archiving		✓	✓
Advanced enterprise control and customisation			✓
Designed for Work			
Add-free experience	✓	✓	✓
Mobile device management	✓	✓	✓
Easy to use migration tools	✓	✓	✓
24/7 support by phone, email and online	✓	✓	✓
Secure by design			
99.9% uptime guarantee	✓	✓	✓
Enterprise certification and compliance	✓	✓	✓
OAuth apps whitelisting	✓	✓	✓
Advanced Data Loss Prevention for Gmail and Drive			✓
Open and Extensible			
G Suite Marketplace with management tools	✓	✓	✓
APIs and Admin SDK for extending functionality	✓	✓	✓
Analyse Gmail logs in Big Query			✓



RETAILERS GOING GOOGLE



As Australia's largest retailer **Woolworths'** staff of 200,000 need intuitive technology that enables them to work more efficiently, collaboratively and effectively. This is why they moved to Google Apps and Chrome devices across 3,000 stores in Australia and New

Zealand. They have also used Google Cloud Platform to build a store management application that allows all store managers to communicate in real time with their national support team focusing on improving customer experiences.



Specsavers wanted to improve teamwork and collaboration. They rolled out G Suite across the company to provide a stable environment as well as scope to innovate in the future. Having everyone on one global system provides a fully integrated experience and issues caused by limited storage and system outages

have been eliminated. Mobile working enables staff to access email, calendar and all documents from any internet enabled device. G Suite allows Specsavers to scale easily and quickly, whilst centrally managed collaboration system requires minimal maintenance. The deployment covered all 2,500 employees globally.



Each **Ocado** distribution centre caters to about 600 000 people in the UK that get all the food they need from the online store. The company decided on Google Apps because of how the technology caters for a 24/7 operation and a multisite set-up. Using Google App

Engine, Ocado recently built a new version of their Where's My Order App. This allows customers to find out where their order has got to in their production cycle. And once it's on the road the integration with Google Maps allows them to see exactly where it is.

Waitrose John Lewis

Waitrose and John Lewis have rolled out Google Apps to a combined total of 60 000 users to improve internal communication and collaboration. The project gives staff access to video chat functionality, and teams can collaborate using shared documents. Systems such as email, calendars and word processing will all

be cloud & mobile based. This shift has helped both companies to better communicate their strategies to staff using central communication hubs where staff can also ask questions and provide innovative ideas to help the companies adapt to digital disruption in the retail sectors.



Morrisons used to print half a million sheets of paper every week and file them in over 3,000 filing cabinets in order to fulfill compliance requirements. Now, with collaboration in Docs and rapid information collection with Forms, they've reduced paperwork. All employees have a G Suite account and local managers have the

ability to set up new accounts in a flash. Morrisons also improves services based on customer feedback collected by shop floor staff that use apps on mobile devices. They have deployed G Suite successfully to over 500 sites across 120,000 employees.

NOT ALL CLOUDS ARE CREATED EQUAL



G Suite vs. Office 365

A comparison of Google Docs and Microsoft Word Online



Google Hangouts vs Skype

A comparison of Google Hangouts and Skype for Business



Gmail vs Outlook

A comparison of Gmail and Outlook

GOOGLE CLOUD TAKES THE LEAD

Our partner Google was named a Leader in the Gartner 2017 Magic Quadrant for Content Collaboration Platforms (CCP). Gartner's influential report evaluates vendors based on their vision and ability to execute. Gartner Magic Quadrants offer visual snapshots, in-depth analyses and actionable advice that provide insight into a market's direction, maturity and participants. **Read the full report here.**

Gartner's stamp of approval means recognition for the way in which Google has helped millions of businesses address their content management challenges and transform the way they work by offering G Suite, which provides a set of user-friendly collaboration tools with the security, controls, and compliance every enterprise needs.

In its Magic Quadrant report on Google, Gartner noted that the company has demonstrated "a renewed approach to enterprise priorities and needs" over the past 15 months, with organisational changes and increased use of artificial intelligence technologies.

Google was commended for its rich platform APIs enabling developers to integrate existing business applications with Google Drive or build new ones leveraging their content. G Suite Marketplace

provides multiple apps for integration with Google Drive.

Google also received recognition from another reputable evaluation when research firm **Forrester Research Inc. named Google Cloud as the undisputed leader** in the part of the market Forrester calls "Insight Platform as a Service." Google received the highest score among all the evaluated vendors in both the current offerings and strategy categories. The report assessed eight vendors against 36 criteria of insight platform-as-a-service (PaaS) providers.

Google was singled out as the leader in the category thanks to its "comprehensive set of analytics and machine learning tools designed to fit the needs of every business."

THE TOTAL ECONOMIC IMPACT OF G SUITE

CLOUD-BASED ARCHITECTURE INCREASES AGILITY

Companies across the globe face increasing pressure to stay competitive and meet their customers' needs. Tools that allow teams to share ideas instantly, attend meetings remotely, collaborate from anywhere in real time and work on the go are helping companies innovate and engage customers in this new competitive landscape. These types of outcomes are possible only by "pure" cloud-based architectures that overcome the inefficiencies of legacy desktop-centric computing.

While it's easy to understand how collaboration and mobility impact our day-to-day work, it's more difficult for organisations to quantify these benefits in monetary terms.

So Google commissioned Forrester Consulting to conduct a **Total Economic Impact (TEI) study** examining the value that Google customers achieve by implementing G Suite. Forrester measured the total economic impact over three years for

organisations moving from legacy on-premise infrastructure to Google's web-based solution.

To quantify the complete value of G Suite, including collaboration and productivity benefits, they interviewed six of our current customers.

They then aggregated each piece of customer feedback to create a representative composite organisation on which to base the development of a Total Economic Impact model.

The Forrester report – Some of the findings

Quick pay and long term benefits. The cost of G Suite is low, and the benefits of collaboration and mobility grow over time. [Read the full report here.](#)

304%

Over three years, G Suite generated a risk-adjusted Return on Investment (ROI) of 304%. This means customers saw a net benefit of more than \$3 for every \$1 of cost.

\$1,708

G Suite helps break down boundaries and unlock real-time collaboration, which helps save time and money. Companies that used G Suite realised that the total benefit per employee equals \$1,708.

- > \$ 801 in collaboration benefits
- > \$ 537 in mobility benefits
- > \$ 320 in legacy telephone savings
- > \$ 50 in IT savings

Go Mobile, Stay Connected

"With Google Hangouts we've had a 40% reduction in our management travel costs."

– **Program director, major British services group**

Work together and save time

Real-time collaboration and instant access helped the most collaborative workers **save up to 2 hours per week that's 13 full workdays per year.**



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