

A modern computer powered by **Chrome** with **Google Workspace** gives your organization a more productive, secure experience, helping SMBs save money, get things done faster and gain peace of mind.

# Get Modern

Avoid security risks,  
get more value for your money



# What's your biggest IT challenges?



## Outdated tools lead to security and compliance risk

Without regular security updates, more vulnerability to breaches

Subpar antivirus antispam doesn't catch email issues

Users click on ransomware and phishing links



## Difficulty sharing information

Unsecured file sharing

Inability to locate or easily share meeting notes, chats, and relevant files



## Fragmented solutions, multiple log-ins

Different solutions for files, meetings, surveys, and planning

Separate security solutions must be licensed and managed



## Too much email

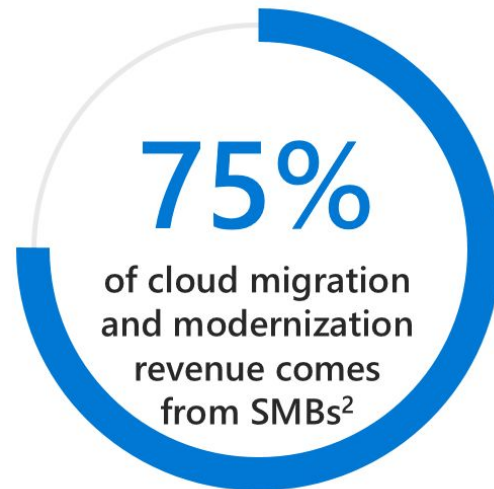
No centralized place to collect team input in real-time

No ability to collaborate in real-time with vendors, contractors, and customers

# Why choose Google Workplace?

## Reasons SMBs consider cloud services<sup>3</sup>

- Cost savings
- Improved security
- Easy access to documents and applications from multiple locations.



1. [RightScale® STATE OF THE CLOUD REPORT from Flexera™](#)

2. Supporting SMB Plays, Bredin for Microsoft, March, 2019

# Why spend on **new hardware**?

The total cost of owning  
a 4+ year old PC is

**\$2,379 US**

More than the cost of a newer PC.<sup>(1)</sup>



More than  
**50%**  
of SMB customers  
run older versions  
of operating systems  
on their PCs.<sup>1</sup>

## Local Office Suite



One PC - can't use anywhere else

Static features, no shared features



## Workspace Business Plus Plan



Per User access across all devices.



Always up-to-date online & mobile apps, shared features



**Video meetings up to 250 participants + more features**



**Shared Drive (Team & Company Drive) + Drive (staff)**



**Real-time collaboration**



**Advanced security (Email, Device Manager + more)**



**Mobile + Chromebook + PC + Mac + browser**

## Local Office Suite



One PC - can't use anywhere else

Static features, no shared features



## Workspace Business Standard Plan



Per User access across all devices.



Always up-to-date online & mobile apps, shared features



**Video meetings up to 150 participants + more features**



**Shared Drive (Team & Company Drive) + Drive (staff)**



**Real-time collaboration**



**Fundamental security (Email, Device Manager + more)**



**Mobile + Chromebook + PC + Mac + browser**

## Local Office Suite



One PC - can't use anywhere else

Static features, no shared features



## Workspace Business Starter Plan



Per User access across all devices.



Always up-to-date online & mobile apps, shared features



**Video meetings up to 100 participants**



**Shared Drive (Team & Company Drive) + Drive (staff)**



**Real-time collaboration**



**Fundamental security (Email, Device Manager + more)**



**Mobile + Chromebook + PC + Mac + browser**

# Get more done with Google Workspace



## No Updates required!

Because all the desktop apps reside in Chrome browser they are automatically updated and all new features come in automatically on a monthly basis.

All Workspace android and apple apps are updated automatically through the app store.



## Email and calendars

Use business-class email through a rich and familiar **Gmail** experience you can access from your desktop or mobile device. Email storage is **unlimited** based on total user storage on the plan you are on and you can **purchase extra storage**. Send **unlimited** size attachments by inserting through Drive. **Gmail** includes anti-spam protection.



## Work across multiple devices

Work on unlimited amount of devices per user whether its Chromebook, Windows, Mac, iOS and Android.

When you login on one device and then login to the other your work will follow you and your files will sync. Eg: If you login to multiple devices with same account your work folders will sync - even the desktop files!



## Apps to run your business

Manage your business better with Forms, Sites, Tasks, Currents and lots more apps and features exclusive to Workspace plans.

There is thousands of integrations such as Zoom UC, XERO, DocuSign, Smokeball, etc.

Contact Cyberkite if you need additional apps to integrate to Workspace.



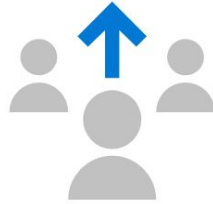
# Work better together with Google Workspace



## Mobile worker support

Easily support SMB that want to work anywhere from any device.

Gmail, Calendar, Docs, Sheets, Slides and other great apps available for full access and document editing on Windows, Macs and mobile devices on Android and Apple.



## External collaboration

Help SMBs look more professional as they engage in email and online with customers, coworkers, suppliers.

Meet, Shared Drives, Drive and Gmail have features to collaborate with external parties. Gmail will in the future support Google Voice but in meantime Cyberkite has a 3rd party option for Calling.



## Enterprise-grade security

Enable access to those who need it and keep out those who don't.

**Device Management:** Device Management compliance and protection included in all plans.

**Email Anti-Spam & Anti-Phishing Protection:** Gmail uses advanced technology built in.



## Real-time teamwork

Enable SMBs to work together in one solution with shared docs and online meetings.

**Shared Drives:** Unlimited storage per team or company drive & up to 1000 shared drives.

**Google Drive** (for each user): 30Gb Starter / 2Tb Standard / 5Tb Plus

# Protect with corporate-grade security

## Google Workspace includes built-in security defenses

- Gmail & Chat Phishing & Spam Protection
- Gmail content compliance rules
- Meet meeting security controls
- Advanced Protection Program
- 2-step verification
- Password Manager
- Cloud Identity
- Endpoint Management (Devices and Apps)
- Group based policy controls
- Admin console
- Vault (retain, archive and search data)
- User actions audit tracking



# Google Workspace Business Plus

A modern Chromebook powered by Chrome OS and Google Workspace will make your business more productive, secure and smarter. It will save you a heap of money and give your business confidence into the future. Business Plus is the best productivity suite for small business with all the best features.

**Monthly: \$25 AUD** Incl GST, per user

**Yearly: \$300 AUD** incl GST, per user



## Get more done

Get the latest office apps from Google accessible on all devices without a limit per user. Gmail email has no size limit as its governed by the size of your total user storage, so with Business Plus plan you get 5 Tb to roam freely.



## Work better together

Share, communicate and collaborate together with flexible integrations that go with you and your team anywhere, anytime. Workspace is constantly and instantly adding more features without any manual updates. You get to connect with up to 250 participants on Meet with more meeting features.



## Protect with corporate-grade security

Help protect customers against cyberthreats and phishing with built-in security and device compliance tools with Advanced level defenses.



**New Chromebook devices help SMB's boost performance and greatly improve their security, even preventing ransomware. Chromebooks don't require anti-virus software, so there is also a cost saving.**

# Google Workspace Business Standard

A modern Chromebook powered by Chrome OS and Google Workspace will make your business more productive, secure and smarter. It will save you a heap of money and give your business confidence into the future. Business Standard is the mix of lower price with as much features in one productivity suite for small business.

**Monthly: \$17 AUD** Incl GST, per user

**Yearly: \$204 AUD** incl GST, per user



## Get more done

Get the latest office apps from Google accessible on all devices without a limit per user. Gmail email has no size limit as its governed by the size of your total user storage, so with Business Standard plan you get 2 Tb to roam freely.



## Work better together

Share, communicate and collaborate together with flexible integrations that go with you and your team anywhere, anytime. Workspace is constantly and instantly adding more features without any manual updates. You get to connect with up to 150 participants on Meet with more meeting features.



## Protect with corporate-grade security

Help protect customers against cyberthreats and phishing with built-in security and device compliance tools with Fundamental level defenses.



**New Chromebook devices help SMB's boost performance and greatly improve their security, even preventing ransomware. Chromebooks don't require anti-virus software, so there is also a cost saving.**



# Google Workspace Business Starter

A modern Chromebook powered by Chrome OS and Google Workspace will make your business more productive, secure and smarter. It will save you a heap of money and give your business confidence into the future. Business Starter is the mix of lower price with as much features in one productivity suite for small business.

**Monthly: \$8 AUD Incl GST, per user**

**Yearly: \$96 AUD incl GST, per user**



## Get more done

Get the latest office apps from Google accessible on all devices without a limit per user. Gmail email has no size limit as its governed by the size of your total user storage, so with Business Standard plan you get 30 Gb to roam freely until you are ready to upgrade.



## Work better together

Share, communicate and collaborate together with flexible integrations that go with you and your team anywhere, anytime. Workspace is constantly and instantly adding more features without any manual updates. You get to connect with up to 100 participants on Meet.



## Protect with corporate-grade security

Help protect customers against cyberthreats and phishing with built-in security and device compliance tools with Fundamental level defenses.



**New Chromebook devices help SMB's boost performance and greatly improve their security, even preventing ransomware. Chromebooks don't require anti-virus software, so there is also a cost saving.**

# Detailed comparison of Business plans

	Features	Business Starter	Business Standard	Business Plus
Price	Estimated retail price per user, per month \$AUD excl GST (with annual 12 month commitment minimum)	Monthly: \$8 approx Yearly: \$96 approx	Monthly: \$17 approx Yearly: \$204 approx	Monthly: \$25 approx Yearly: \$300 approx
Users	Max number of users. If your organisation requires more then contact <b>Cyberkite</b> for Enterprise plans tailored to you. .	300 max	300 max	300 max
<a href="#">Office Apps</a>	Gmail, Meet, Chat, Docs, Sheets, Slides, Keep, Calendar, Drive	●	●	●
Email & Calendar	<a href="#">Gmail</a> (Company Email client & Server Online & custom emails), Calendar (personal, team and company calendars), <a href="#">Tasks</a> (integrated task manager for personal use and within Rooms in Gmail)	●	●	●
Chat-based Team Workspace, Video & Audio Meetings, Voice	<a href="#">Meet</a> (hold 24hr video meetings anywhere on any device), <a href="#">Jamboard</a> (shared whiteboards during meetings), <a href="#">Chat</a> (chat with staff within gmail & other apps and as an app), Messages (mobile app & web version for SMS), <a href="#">Rooms</a> (in Gmail and Chat - collaboration rooms for teams)	● 100 participants	● 150 participants + more	● 250 participants + more
Voice (Cloud Telephones)	Google Voice (coming soon to Australia), Contact Cyberkite for a 3rd Party alternative that works great with Workspace.	●	●	●
File Storage	Drive or Drive Stream (staff Storage), Shared Drives (shared file workspaces for company or teams), Cloud Search (smart company wide search)	● 30Gb, no Shared Drive or Cloud Search	● 2Tb	● 5Tb
Social, Video share, Company Drive & Intranet File Sites	<a href="#">Currents</a> (company social media), <a href="#">Sites</a> (create public or intranet websites), <a href="#">Google Groups</a> (discussion groups, company forums)	●	●	●
<a href="#">Business Apps</a>	<a href="#">Forms</a> , AppsScript, <a href="#">Work Insights</a> , <a href="#">AppsSheet</a> (Sold Separately).	●	●	●
Threat Protection	<a href="#">Gmail Phishing &amp; Spam Protection</a> , <a href="#">Advanced Protection Program</a> ,	●	●	●
Identity & Access Management	<a href="#">2-step verification</a> , <a href="#">Password Manager</a> , <a href="#">Cloud Identity</a> (Free version, paid version sold seperately)	●	●	●
Device & App Management	<a href="#">Endpoint Management</a> (manage devices & apps), <a href="#">Admin</a> (for Admins to manage Workspace)	● Fundamental	● Fundamental	● Advanced
Compliance	Group based policy controls, Endpoint Management, Admin	●	●	●
Information Protection	<a href="#">Vault</a> (Retain, archive, and search data)			●

# Migrate with confidence to Google Workspace

With you on your adoption journey with Cyberkite



## Assess

- Understand current environment
- Document logins and setups
- Do an assessment of the current hardware



## Get ready

- **Option 1** – If you are moving from Microsoft 365 to Google Workspace we will need access to your Microsoft 365 admin account to prepare for the transition.
- **Option 2** – If you haven't used Microsoft 365 but are using personal Google accounts for work or on-prem or other cloud based email and services then we will need access to all of these services to prepare for the migration



## Migrate

- Replace 4+ Year old devices with new PCs and laptops and tablets running Chrome OS or Windows 10 or Mac - doesn't matter but Chrome is best.
- Setup Google Workspace office suite on all devices including mobile devices. Crucial for collaboration.
- Sign into each account and configure the options both on the workstations and on app version on mobiles.
- Then migrate the existing mailbox(s) to Gmail for work.



## Onboard

- After everyone is migrated and setup begin setting up aspects with Cyberkite's support.
- Cyberkite to provide training on any new devices and Google Workspace
- Configure and train on the use of Gmail with Meet & Chat. .
- Configure Shared Drives for teams and company and Drive for staff.
- Setup Device Management – for all plans.

# Choose a **modern device** for the best customer experience

Legacy devices



**Modern devices  
(Chromebook &  
Others)**



**28%**

Faster startup time



**33%**

Less security incidents



**2.5x**

Better performance



**65%**

Better multi-tasking



**3x**

Longer battery life



**3x**

Less repairs



A broad portfolio to choose from to upgrade ageing PC's to a modern Chromebook experience.

## Chromebook is the modern SMB device



**Note:** Chrome devices have lower specs but they are just as fast if not faster than Windows devices!



### ASUS Chrome Tablet CT100PA

The Asus Chrome Tablet 9.7" CT100PA is the simple way to boost your productivity with touch and stylus on the move. Mali-T860MP4 processor, 4Gb memory, 32GB storage, SD card slot, HDMI

### ASUS Chromebook C423NA

The Asus Chromebook Flip C434 is the simple way to boost your productivity and have more fun on the move — all day and every day. Intel N4200 processor, 8Gb memory, 64GB storage, SD card slot, touch, 10hr battery

### ASUS Chromebook Flip C433TA

The Asus Chromebook Flip C433TAS was designed with productivity in mind with a touch screen. Intel i5 processor, 8Gb memory, 64GB eMMC storage, SD card slot, USB-C, 10 hr battery

### ASUS Chromebook Flip C436FA

The Asus Chromebook Flip C434 was designed with productivity in mind with a stylus and touch screen. Intel i5 processor, 8Gb memory, 128GB SSD storage, SD card slot, USB-C, 10hr battery

### ASUS Chromebox 3

The Asus Chromebook Flip C434 was designed with productivity in mind and support dual 4K/UHD monitors. Intel i5 processor, 8Gb memory, 128GB storage, SD card slot, HDMI, USB-C

The users who love our products span across roles and industries →



# Get Modern

## Cyberkite

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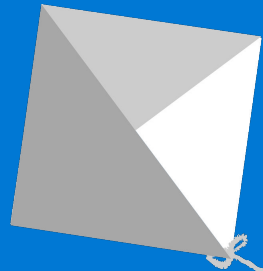
[cyberkite.com.au/contactus](https://cyberkite.com.au/contactus)

To get started contact me to discuss further.

We are a registered Google Workspace reseller & Authorised Asus Chrome products reseller.

Visit:

[cyberkite.com.au/googleworkspace](https://cyberkite.com.au/googleworkspace)



# Cyberkite

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## Thank you