

# GET REWARDED FOR SELLING GOOGLE WORKSPACE

Receive a 50% rebate for the initial monthly invoice for your new customer Google Workspace subscriptions through June 30<sup>th</sup>!



Your favorite Google Workspace Promotion is back! It's time to sell more Google Workspace to your customers and receive a 50% rebate for new customer sales. Digital transformation is continuing to ramp up across the board, and end customers are seeking simple, affordable, and reliable solutions for their business practices in every vertical. Just like last year, Ingram Micro Cloud and Google are offering to pay a 50% rebate for your initial monthly invoice in Cloud Marketplace credits for new customer sales through June 30<sup>th</sup> 2022!

## How to Qualify

Process a Google Workspace deal with a NEW customer before June 30<sup>th</sup>, 2022.



### New Customer Requirements:

- No Google transactions in the previous 2 months
- Customers can be transfers (from direct or other distributors)



### Purchase Requirements:

- Paid Google Workspace SKUs must be purchased on the Cloud Marketplace

## How You'll Earn

Receive a Cloud Marketplace credit for 50% of the initial monthly invoice for the new customer subscription.



Rebate credit capped at \$500 per new customer



Credits will be issued by July 30<sup>th</sup>, 2022

**\*Terms & Conditions:** Free Trial SKUs are not included. Partners participating in the Google Partner Growth Program are not eligible. Ingram Micro will issue credits with an assumed 12 subsequent months of business and reserves the right to recover funding if criteria is not met.

# Why Google Workspace



# 1

## Revenue Recognition and Accelerator

Google Workspace revenue is recognized at the time of booking. For customers not ready for a full rip and replace, Drive Enterprise also supports commit booking. The current 2x Multiplier is also a very appealing incentive. Now, Ingram Micro Cloud and Google are offering to pay a 50% rebate for your initial monthly invoice in Cloud Marketplace credits for new customer sales through the end of the year! It's an easy win.

# 2

## Even the Playing Field

Selling Google Workspace gives customers the opportunity to unbundle legacy collaboration and platform solutions support a simplistic integration. Whereas, the competition primarily focuses on bundling Cloud and Productivity solutions to further complicated the licensing model and lead customer to become too entangled to consider a dual-vendor environment.

# 3

## Deeper C-Level Relationships

Build deeper relationships with senior leadership who consistently look for, new and improved ways of doing business probing on Google Workspace. Create strong ties to what impacts their entire workforce with the tools they use daily.

## Simple



Even teams who have never met in person can feel like they're in the same room with Google Workspace.

## Helpful



Google Workspace anticipates our needs and augments our work so that we can maximize our time.

## Flexible



Google Workspace was engineered to help teams collaborate from anywhere - no need to be tied to an office.

For any questions on the promotion details, please reach out to [GoogleCloudSales@ingrammicro.com](mailto:GoogleCloudSales@ingrammicro.com).

## Want more information on Google Workspace?

Visit the Google Cloud Microsite at <https://www.ingrammicrocloud.com/google-cloud/>