

## APLICACIONES EMPRESARIALES (SAAS)

# Google Workspace

## HOW CAN TELEFÓNICA TECH HELP?

We give your employees the ability to work from anywhere using Google Workspace (formerly G Suite) collaboration and productivity applications

Remote working is an increasingly normalised phenomenon in organisations. **Users now work much longer at home in a more distributed manner throughout the day.** This trend is set to continue and grow in the coming years with **hybrid and 100% remote working environments.** In this environment, time is one of the most valuable assets for employees, and they want to maintain human connections while benefiting from **greater flexibility.**

**Telefónica Tech accompanies you from the start of your digital transformation with professional implementation, migration, management and training services,** as well as **after-sales support** and a **single**

**invoice** for all contracted services. In addition, as a Google Premier Partner, we offer the best possible commercial conditions.

**We help you seamlessly integrate all the basics of work through Google Workspace,** such as **email, chat, voice and video calls, document collaboration, storage, task management, security tools and administration controls** so your users can connect, create and collaborate easily and securely from **anywhere.**

## WHO IS THIS SERVICE FOR?



**Large organisations** that are committed to a **100% cloud model,** without giving up the security, interoperability and coexistence that the Google Workspace tool allows them.



**Small and medium-sized** enterprises that need a collaborative environment with **simple administration, operation and maintenance.**



**New technology customers** used to operating Google / Gmail in the personal environment.

## OUR VALUE PROPOSITION

### Our service

Telefónica Tech has a strategic and commercial alliance with Google throughout its footprint, becoming a Premier Partner and enjoying preferential conditions for the commercialisation of Google Workspace.

Telefónica Tech is also equipped with management, maintenance, technical support, implementation, and training capabilities for customers, accompanying them from the outset and supporting them in the management of change following the methodologies set by Google.

Telefónica Tech holds the Work Transformation Enterprise certificate, which implies that it has demonstrated significant success in the implementation of Google Workspace in large business organisations, which includes providing services in all project workflows (i.e., governance, technical, people, processes, and support).

### What does it allow you to do?

This service will allow you to:

- › **Streamline all your daily tasks, boost collaboration, and secure your data and devices.**
- › **Work on any device online or offline, plus cloud space** to store and share your work.
- › **Increase your work productivity** with the most popular and effective Google Workspace tools designed for teamwork and improved communication in your business.

### Benefits

#### Everything you need

Gmail, Meet, Docs, Sheets, Drive... Increase your work productivity with the most popular and effective Google Workspace tools, designed for teamwork and better communication in your company.

#### Agile and professional communications

Its applications make meetings and communications with your colleagues much more productive. Plus, you get the security and reliability of Gmail's corporate email.

#### Designed for effective collaboration

Google Workspace lets you work on any device, online or offline. And multiple people can edit a file at the same time - your changes are immediately visible and automatically saved. You'll also have cloud space to store your work and share it.

#### Security for your data and devices

Protect all your company's information with advanced security systems such as hotspot management. You can also configure the level of protection centrally through the administration console.

## Telefónica Tech's differential value



Work Transformation  
Enterprise certification  
which gives us the status of  
a specialist partner in selling  
Google Workspace.



24/7 local support from  
Google-certified professionals.



All services integrated in the  
same bill.

### TEAM & ACHIEVEMENTS

#### Our team

- › **105 Google certified professionals.**
- › **Altostratus Consulting** is part of Telefónica Tech providing specialised professional services following Google's best practices.
- › **Local support** centre in each country.

#### Achievements

- › Telefónica Tech becomes a **Google Premier Partner** in 2019 with preferential conditions for the commercialization of GCP and Google Workspace.
- › Telefónica Tech obtains the "Work Transformation Enterprise" certificate in 2022.
- › Presence throughout Telefónica's footprint.
- › More than **100,000 licenses** sold with high penetration in the public and education sector.

### BUSINESS MODEL

It is a **SaaS service** that only requires a browser for its use, including all the tools of the solution.

We offer two licensing modalities:

- › **Fixed:** annual or multi-year licence commitment, with the possibility to increase licences during the contract. Monthly or annual payment at customer's choice.
- › **Flexible:** monthly payment for licences used.

Offering of **Professional Services** such as migration, implementation, management, or training quoted on an ad hoc basis.

### RELATED PARTNERS



## | RELATED SERVICES

**Google Cloud Platform (GCP)**

Google's most innovative public cloud services to advance your company's technology development.


**Microsoft 365**

A service that provides productivity tools for the digital workplace within the Microsoft.


**Zoom**

An online meeting and virtual event solution available for companies of all sizes.



Contact us to start the digital transformation of your organization.

