Do more with Google Workspace and Ingram Micro

Finally—everything your customers need, all in one place.

The future of work is here with Google Workspace and flexible, innovative solutions designed to help businesses do more. Unlock the power of productivity and collaboration with tools ready to support all the ways your customers work.

[Ingram Micro and Google Workspace](#)

Why Ingram Micro?

Deep, global expertise
- Google partner since 2015
- Over 70+ Google certifications
- 1,500 dedicated cloud specialists worldwide

Streamlined operations
- Simplified purchasing experience
- Easy transfer process

Technical support
- Free technical support for Google Cloud, Workspace and Chrome from our Modern Support Team

Practice Development
- Guidance on PA tier upgrade, certifications and specializations
- FUEL Program (U.S.)

Incentives and Promotions
- New partner signing bonus
- End customer add promotions
- MDF funding
- Discounted migration SKUs

End Customer Growth Incentives
- Access to professional services offerings via our COE
- Distribution-led marketing
- Incentives for new end customer adds

Sales Support
- Access to pre-sales solutions architects
- Vertical expertise

See other side

INGRAM MICRO® | Google Cloud

Harness Google Workspace with Ingram Micro

Why Google Workspace?

Revenue recognition and accelerator
- Google Workspace revenue is recognized at the time of booking at 20% front-end margin

Even the Playing Field
- Unbundle legacy collaboration and platform solutions

Deeper C-Level relationships
- Create strong ties to what impacts workforce productivity

High Product Retention
- On average, 84% of clients will renew their Google Workspace license

Easier to Deploy
- 171 hours saved per user per year, which is about 21 days per user per year

Start your Google journey

Connect with us to become a Google Authorized Partner and expertly build your Google Workspace business.

googlecloudsales@ingrammicro.com

INGRAM MICRO® | **Google** Cloud