



Google Enterprise Solutions

Saving money, increasing productivity, lowering risk

Adam Swidler
Google Enterprise

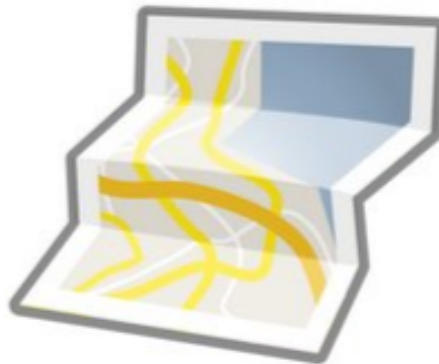
Google Enterprise

- Develop **innovative user-centric** technology for businesses
- Backed by Google's core **research and development**
- **1000+ people** dedicated to Enterprise
- **20,000+** active search customers, **50,000+** active Postini customers
- **3,000+ business** sign up for Google Apps daily

Search



Ge



Apps

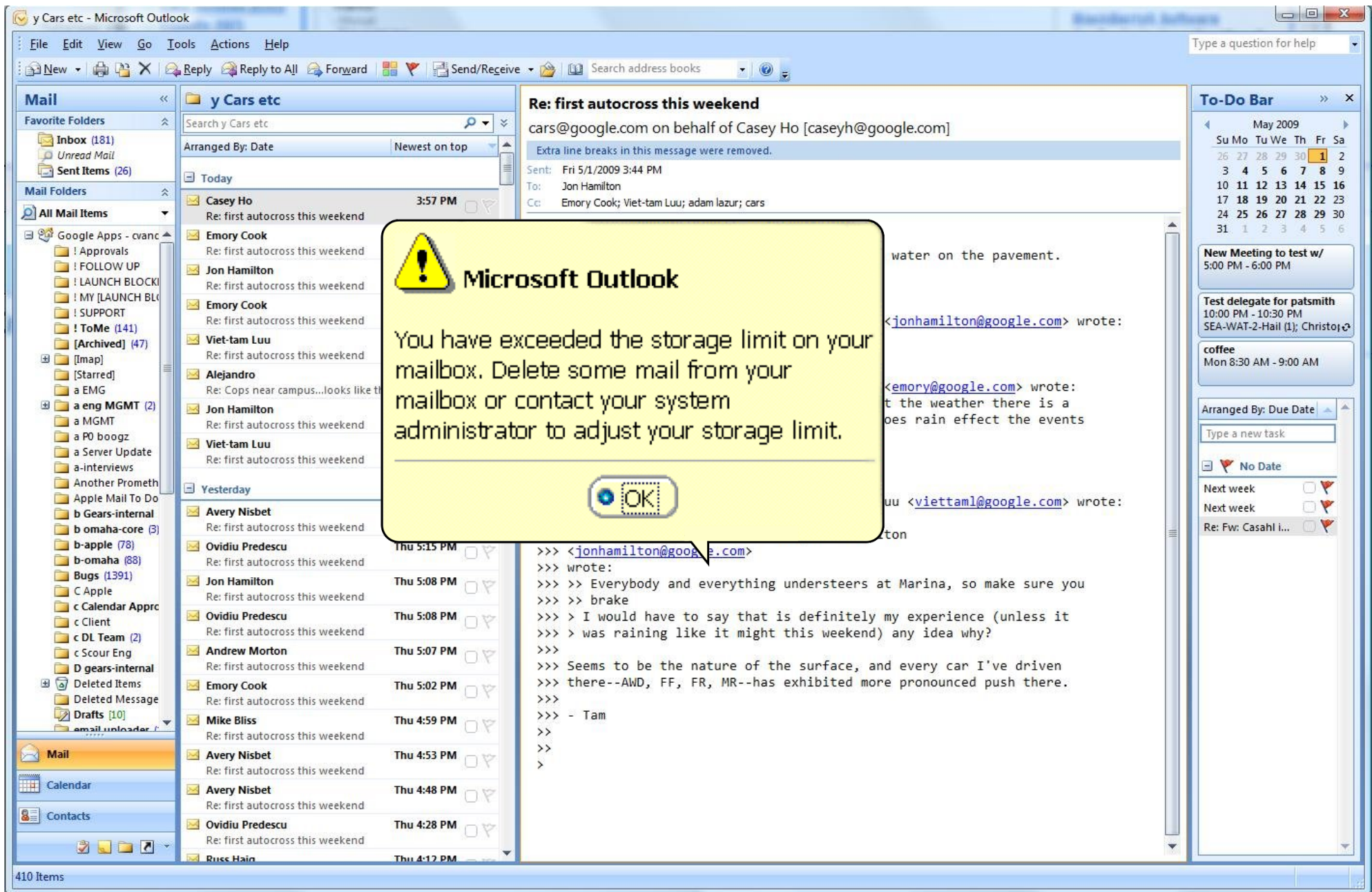




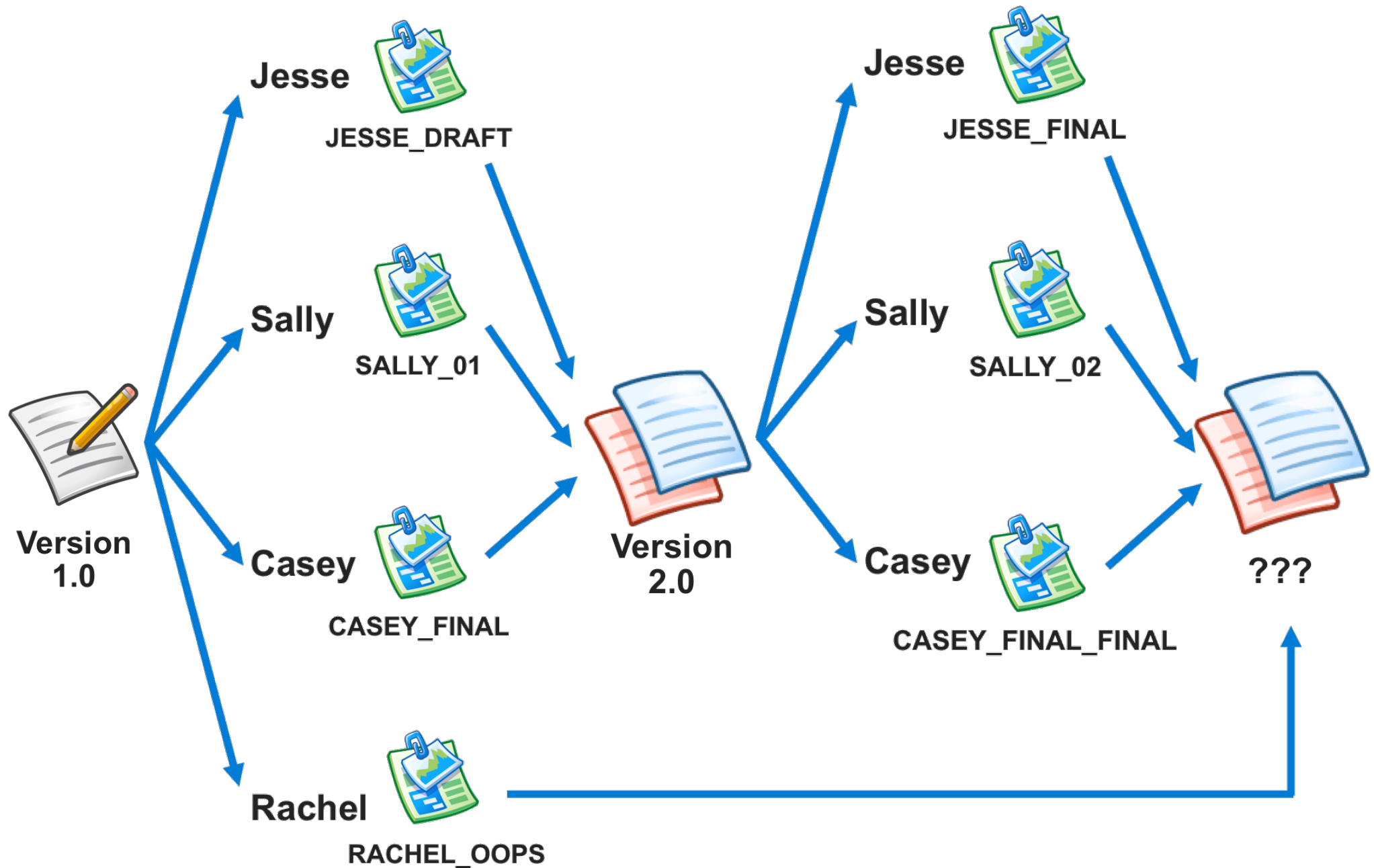
Google Apps

Messaging and collaboration for businesses

Email challenges



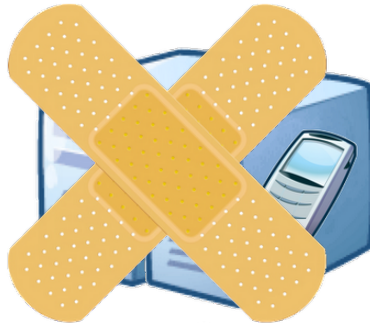
Collaboration challenges



Technology challenges



Mobile Devices



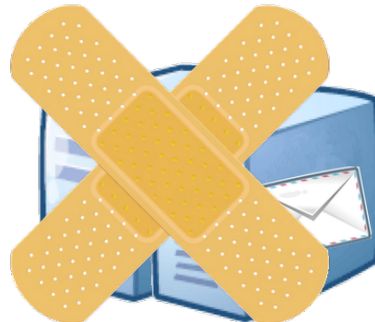
Mobile Servers



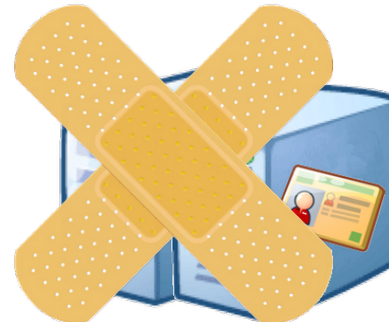
Spam Filters



Machine, OS, Productivity



Email servers



Directory servers



Storage Systems



Security Systems



Content Repositories



Backup Server

Google Apps Premier Edition



Enterprise integration

- Active Directory/LDAP
- Exchange free/busy

Client connectivity

- Outlook
- Blackberry
- ActiveSync

Support and Reliability

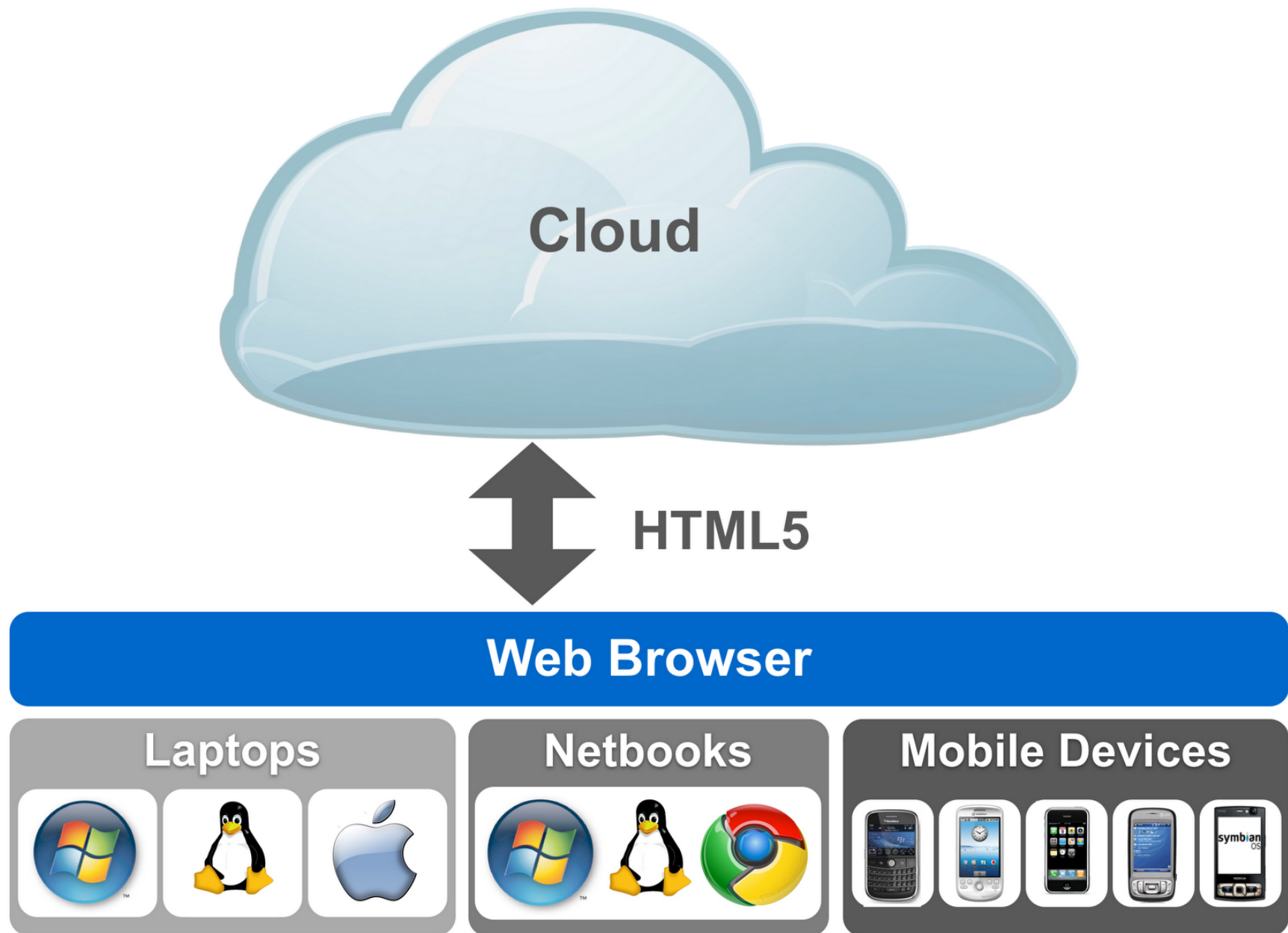
- 99.9% SLA
- 24x7 phone support

\$50 / user / year

1 year archive + \$13
10 year archive + \$33

Google postini services

The paradigm is shifting



Benefits of Google Apps



- 1** Be more productive with better tools.
- 2** Lower your costs.
- 3** Leverage Google's secure, reliable infrastructure.

Business challenges are changing



Information overload

- Volume of information is increasing radically
- Search is the new navigation - sort and file is broken



Collaboration is central

- Make sharing as easy as creating
- Work with global, distributed teams
- Connect with external partners



Access anywhere

- Any device, any connection
- No thumb drive, no VPN required!

Continuous innovation



Frequent, small updates

- ~2 week release cycle
- Easier for users to adjust

Learn from users

- Research
- Usage analysis

Easy to manage

- No server or client upgrades
- No data migration
- Everyone is on the latest release

2008

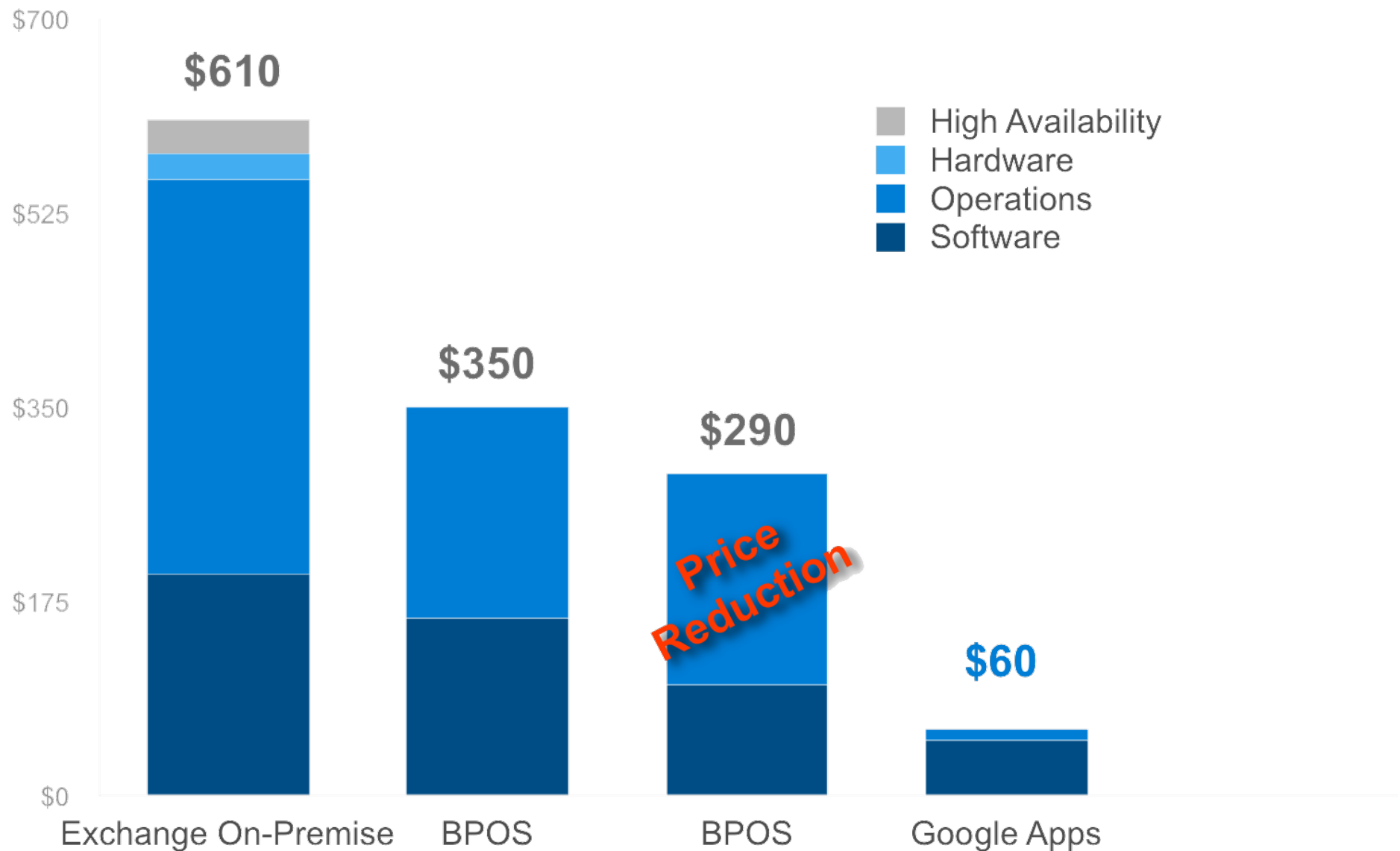
68 releases

2009

116 releases

2010

Lower your costs



Infrastructure built for the web



Purpose-built infrastructure

- Hundreds of thousands of identical servers
- Custom, hardened Linux OS
- Can rapidly update all systems
- No third-party security issues

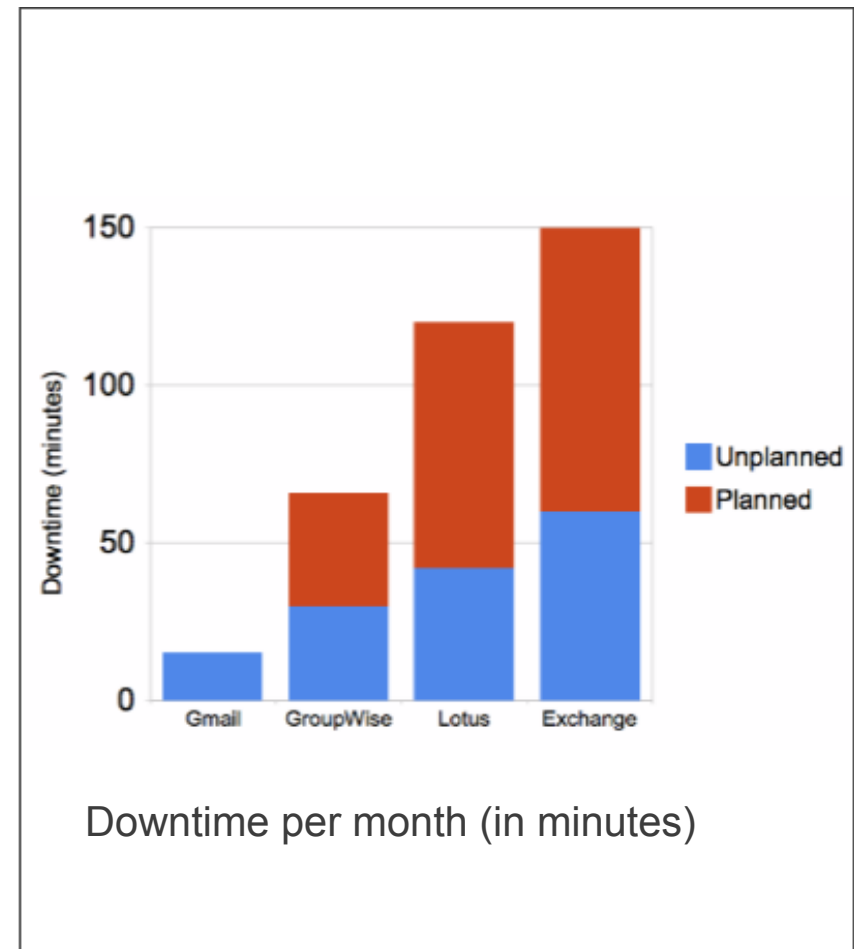
World Class Security

- Industry-leading experts
- Obfuscation of data at rest
- Security reviews for all code

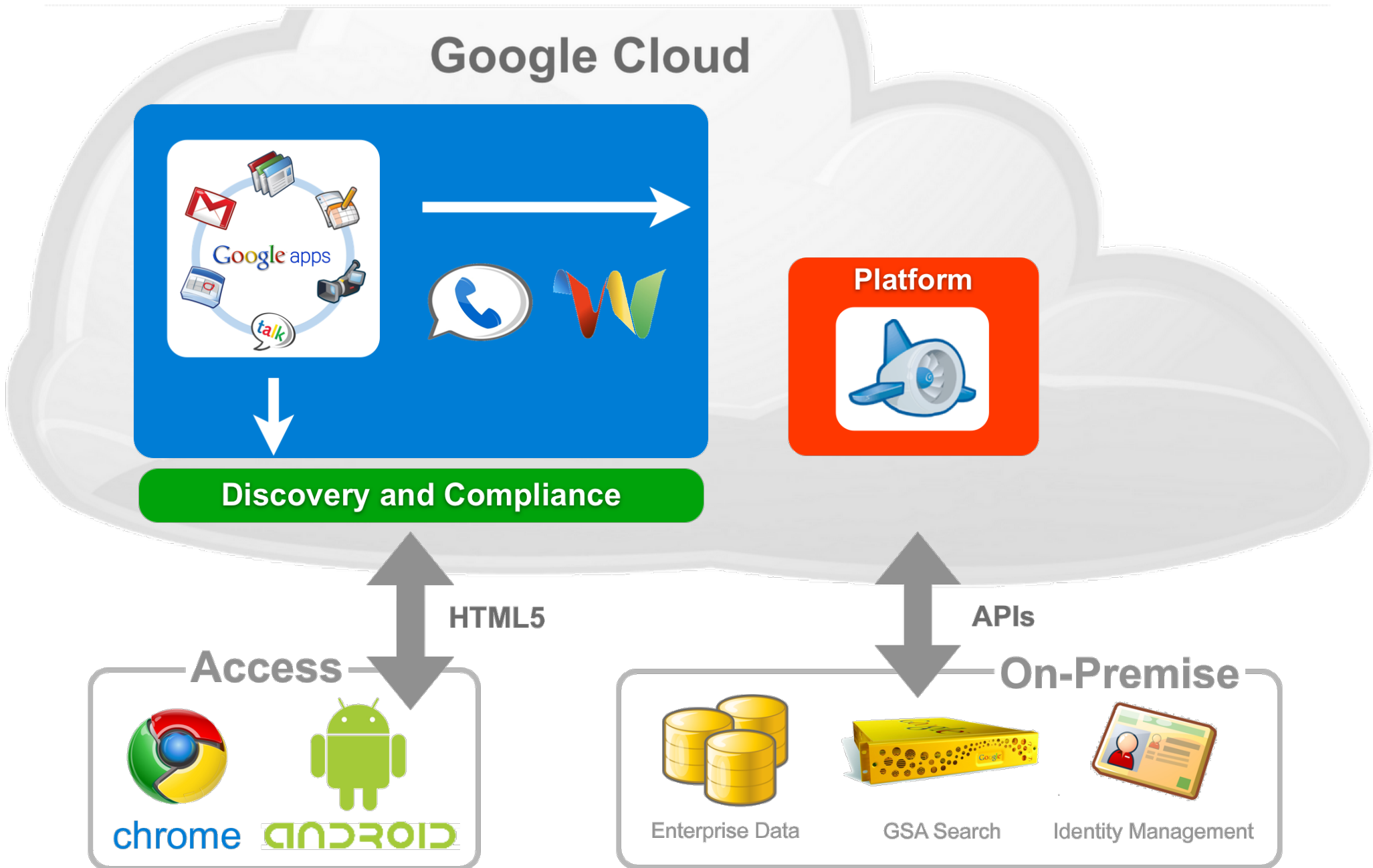
SAS 70 Type II certification

FISMA certification (*in progress*)

Better uptime than on-premise



Google's enterprise vision



Customers who have gone Google



Genentech
IN BUSINESS FOR LIFE

سابک
sabic



DELTA
HOTELS



MOTOROLA



AVAGO
TECHNOLOGIES

Rentokil



SANMINA-SCI®

T-Mobile



JohnsonDiversey

ORIENT-EXPRESS

DDB

Telegraph.co.uk

MeadWestvaco

FAIRCHILD
SEMICONDUCTOR®



District of Columbia

**Hamilton
Beach**

theguardian



*The Medicine
Shoppe*
PHARMACY



Valeo

Thank You

