



RESELL

SIMPLIFYING THE GOOGLE CLOUD JOURNEY

REIMAGINING RESELL SERVICES

Across industries, enterprises rely on Google Cloud to deliver the scalability and speed that comes from doing business in a flexible, secure hyperscale cloud environment. The cloud contracting process can be intimidating, but Deloitte serves as your trusted advisor, de-risking and simplifying the entire cloud journey. The path to value includes steps such as optimization, contracts, and license renewals. As a Google Cloud reseller, Deloitte can handle the details so you can move faster, spend less, and focus on getting things done.

Let us handle the details so you can focus on your cloud-enabled business

Deloitte brings the business knowledge it takes to help you get more out of your Google Cloud experience.

SOLUTION AND CONTRACT ADVISORY

- Identify the appropriate solutions for your hyperscale cloud computing goals.
- Let Deloitte support you in cloud agreement negotiations.
- Stop spending on technology you don't need.

LICENSE RENEWAL

- Determine licensing requirements.
- Purchase or renew only the necessary licenses.
- Enjoy the simplicity of a single contract.

COST SAVINGS

- Unlock competitive prices and discounts.
- Achieve additional savings when you bundle resell services with implementation, maintenance, and/or managed services.

EARLY ACCESS TO INNOVATION

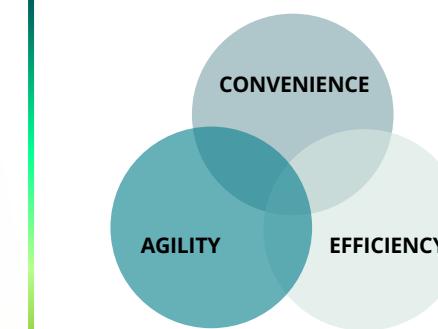
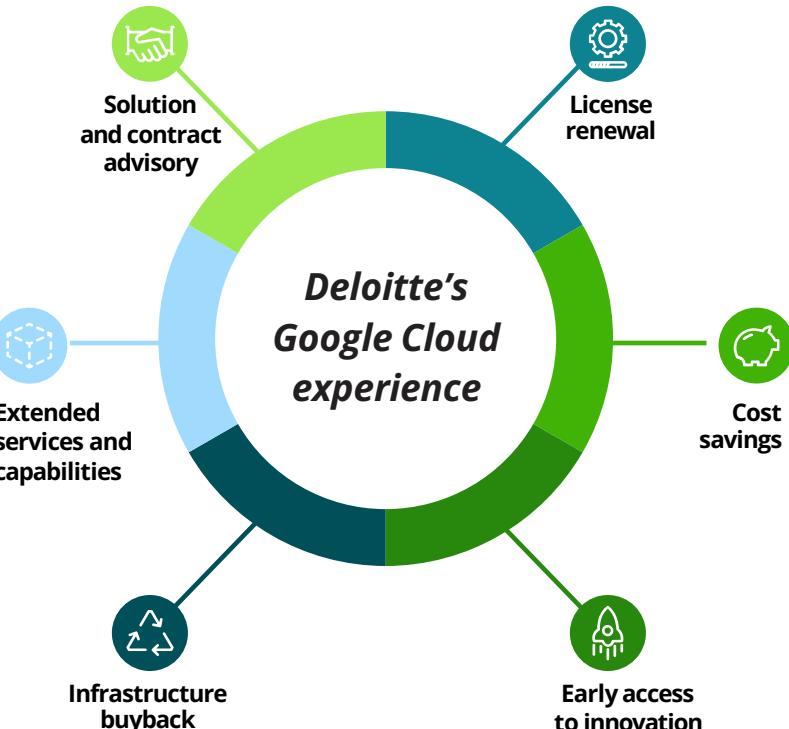
- Leverage our visibility into Google Cloud's product roadmap to potentially deploy cloud-enabled business capabilities and innovations sooner and more reliably.
- Gain access to early product releases, Alpha and Beta product availabilities.

INFRASTRUCTURE BUYBACK

- Remove and sustainably recycle unused infrastructure after your project in a secure fashion.

EXTENDED SERVICES AND CAPABILITIES

- Access pre-integrated applications and development stacks configured and calibrated to perform on Google Cloud.



DON'T JUST USE CLOUD RESOURCES. **REALIZE YOUR CLOUD AMBITIONS.**

The cloud is like any other tool—its value comes from the ways you choose, use, and benefit from it. Deloitte serves as your trusted advisor, de-risking and simplifying the entire cloud journey, helping you unlock the **convenience**, **agility**, and **efficiency** that make Google Cloud a game-changer.

Beyond the basics

As a trusted Google Cloud reseller, Deloitte can deliver more than frictionless access to Google Cloud and its extended ecosystem—experience, relationships, resources, and results.



Years of cloud **experience** to help you define your needs and realize your ambitions.



Unprecedented **view** of the cloud landscape, trends, and leading practices.



A long-standing **relationship** with Google Cloud that yields insights on processes and products.



Connections to resources and answers that drive more value from Google Cloud.



A strategic focus on cloud **investments** that's tied to where you want to go.



For those who want to **do more** with Google Cloud: we have **end-to-end capabilities** to help you build, manage, and operate your cloud-powered enterprise.