Deloitte. | **Google** Cloud

Simplifying your Google Cloud journey
Unlocking more value with Deloitte resell services

Hyperscale cloud computing is redefining the possibilities for organizations that want to evolve and thrive in the face of constant disruption.

Google Cloud-enabled enterprises are already experiencing the simplicity, scalability, and business speed that comes with a flexible, secure hyperscale environment. However, there is also recognition that the journey is a continuous one with optimization, contract, and license renewals along the path.

Whether new to the process or a seasoned professional, leveraging comprehensive insights and accurate information from the outset can significantly strengthen your negotiating position. By gaining a clear understanding of existing contracts and key data points, you can streamline the entire process. This proactive approach can lead to greater efficiency in both negotiation cycles and acquisition time frames, optimizing resource allocation and budget. The question then becomes; how can you unlock even greater flexibility, simplicity, and confidence in your Google Cloud journey?

*A Google Cloud reseller, like Deloitte, will be an essential starting point—
a link between you and the Google Cloud capabilities you require.*

MORE THAN A TYPICAL RESELLER

Not all resellers are the same. In today's rapidly evolving cloud environment, Deloitte provides deep, multi-layered services through resell offerings that deliver agility, efficiency, and convenience—so you can realize your cloud ambitions.

Deloitte has a long, proven history as a Google Cloud Services Premier Partner and Technology Partner. We hold multiple Specializations, the highest signal of proficiency, and have earned numerous Partner of the Year awards—including key recognition in AI and Security.

We leverage decades of experience to provide end-to-end cloud transformation. We don't just resell; we focus on your strategic goals and operational realities. Our deep understanding of Google Cloud empowers you to drive real business outcomes.

The Deloitte and Google Cloud alliance delivers the business innovation you need. Whether you require scalable security, hybrid and multi-cloud solutions, or powerful analytics and AI, we have the tools to power your digital future.

Managing all the elements for you

What you do with cloud matters to your business. Here are a few of the specific areas of capability where Deloitte can provide as a Google Cloud reseller.

Solution and contract advisory

Work closely with Deloitte's resell team to identify the appropriate solutions for your hyperscale cloud computing goals. Then let Deloitte support you with your cloud agreement negotiations. Time to eliminate the acquisition of technology that is unnecessary and start generating cost-savings.

License renewal

Determine licensing requirements, so that only the required licenses are purchased or renewed. Plus, take advantage of a single contract for Google Cloud resell, services and resources—helping to reduce the workload on your team.

Cost savings

Our alliance status with Google Cloud allows us to offer competitive prices and discount incentives to our clients. Further savings can be achieved when resell services are bundled with implementation, maintenance and/or managed hosting services by Deloitte.

Early access to innovation

Potentially deploy cloud-enabled business capabilities and innovations sooner and more reliably aided by Deloitte's visibility into the Google Cloud product roadmap, and options for clients to access early product releases, Alpha and Beta product availabilities.

Infrastructure buyback

Securely remove and sustainably recycle any unused infrastructure that remains on premises after your project—all arranged and managed by Deloitte.

Extended services and capabilities

Access to pre-integrated applications and development stacks that can be configured and calibrated for best performance on Google Cloud.

Our leading position as a Google Cloud alliance means

we can also deliver an entire spectrum of capabilities for building, managing, and operating your cloud-powered enterprise.

Going far beyond the cloud basics

As a trusted Google Cloud reseller, we bring to bear years of industry-specific experience at the intersection of cloud and business transformation—to help you define your needs and realize your ambitions.

We have a deep knowledge of the cloud landscape, trends, and leading practices. We deeply understand which solutions and capabilities should be part of your strategy—and how specifically you can use them to generate results, such as business innovation, cost savings, technical efficiencies, service improvements, and growth.

Our long-standing relationship with Google Cloud gives us an edge. When it comes to sales processes and product selection, we know the ins and outs of Google Cloud—and we can get you connected with the resources and answers you need. The benefit? You can spend less time looking for answers and more time powering your business forward.

We can help you get exactly what you need— when you need it. With cloud, it can be easy to overestimate or underestimate your needs. We can help you approach your cloud investments more strategically—in a way that realistically fits your business, your goals, your budget, and your timeline.

We have powerful, end-to-end capabilities that can help you go farther. When you're ready to do more with Google Cloud, so are we. Our leading position as a Google Cloud alliance means we can also deliver an entire spectrum of capabilities for building, managing, and operating your cloud-powered enterprise.

LET'S TALK

Deloitte can help you unleash additional value—with a flexible and customized resale approach that puts security, efficiency, and simplicity to the forefront. It's about more than bringing you frictionless access to Google Cloud and its extended ecosystem. It's about showing up with experience, relationships, resources, a track record of successful results, and savings—to help make the experience easier for you. Contact us to learn how Deloitte can help you do more for your business—and help you unleash the full potential of Google Cloud.

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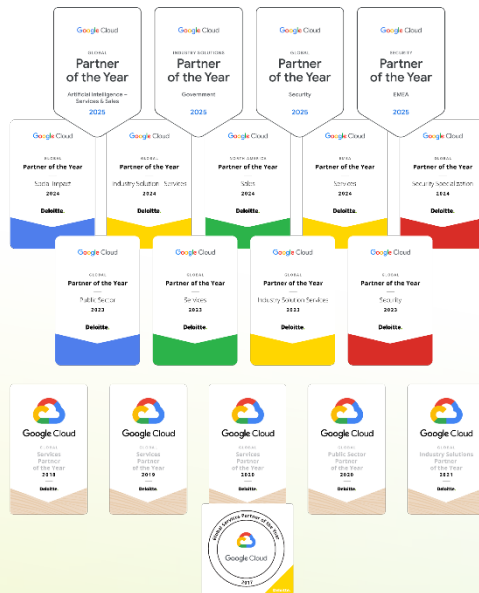
DELOITTE IS RECOGNIZED AS A LEADER IN THE 2025

Gartner Magic Quadrant for Public Cloud IT Transformation Services for the fifth year in a row!

Source:

Gartner Magic Quadrant for Public Cloud IT Transformation Services, By Tobi Bet, William Maurer, Christopher Wiles, Lydia Leong, Craig Lowery, Published 4 August 2025

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