




Google Enterprise

Cloud computing for simplified IT

Michael Lock
VP, Enterprise Sales
Google

- 
- 3 Big Trends in Computing
 - Google and Google Enterprise
 - Applications for Today

3 Big Computing Trends



Consumer tech is racing ahead



Cloud computing is here



Mobile internet is fastest growth media ever

Mobile cloud enables new functionality



Voice to Text & Text to Voice



Translation



Location-Aware Applications

Google Enterprise

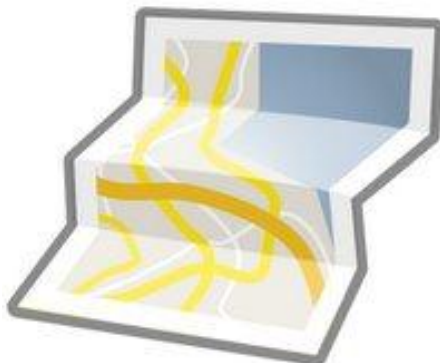


Develop **innovative user-centric** technology for businesses
Backed by Google's core **research and development**
1000+ people focused on Enterprise
20,000+ active search customers
3,000+ business sign up for Google Apps daily

Search



Maps & Earth



Postini



Apps



Cloud computing: data and apps on the net



**Old world:
Corporate Data Center**



**New world
Apps on Internet**

Cloud computing: Data and applications reside in the network



Massive Data Centers



Purpose built hardware



Software platforms of internet scale



Radically lowers the cost



Feature Introduction at Consumer Speed

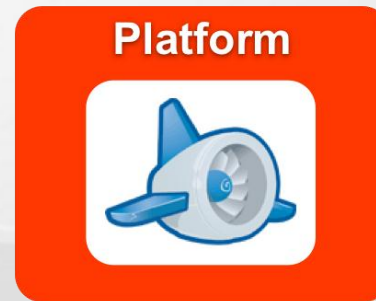
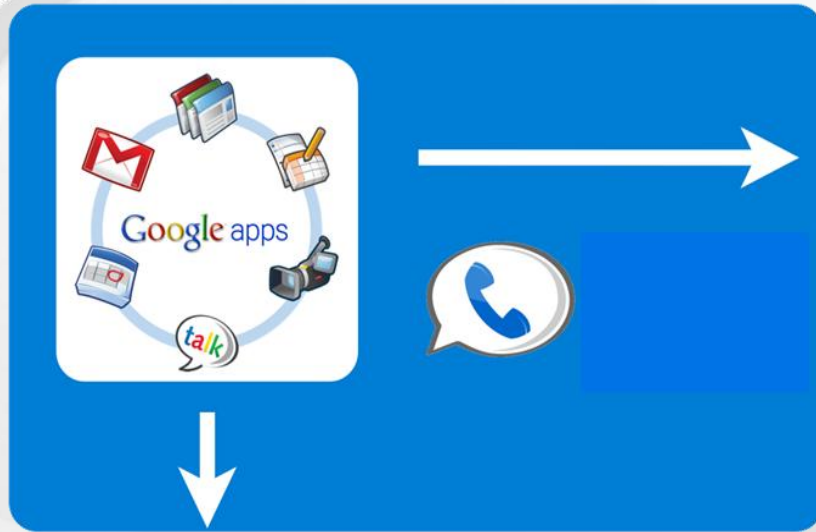


More Secure

Google's enterprise vision



Google Cloud



Discovery and Compliance

HTML5

APIs

Access

On-Premise



Google Apps: tools for today's user



GMail *Huge inbox with search: keep and find everything.*



Talk *Business class IM and VC as easy as email.*



Groups *Let users easily create and work in teams.*



Calendar *Make sharing calendars and schedules easy.*



Docs *Makes collaborating as easy as creating*



Sites *Allow users to manage their own sites.*



Video *Unlock the power of video within your business.*

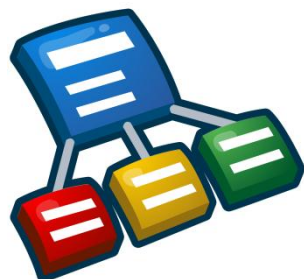


Postini *Security and compliance solutions.*



Information overload

- Volume of information is increasing radically
- Sort, file, and find is a broken paradigm



Collaboration is central

- Work with global, distributed teams
- Connect with external partners



Access anywhere

- Proliferation of smart phones
- Struggles with VPNs

... and a revolution in IT begins



Los Angeles Times | BUSINESS

◦ Previous Post | Technology Home | Next Post >

Los Angeles adopts Google e-mail system for 30,000 city employees

October 27, 2009 | 2:18 pm

The Los Angeles City Council voted unanimously today to outsource its e-mail system to Google Inc., making it the largest city in the nation to make the move and handing the Web search giant a major victory in its quest to become a software provider to the world's cities and businesses.

After more than two hours of debate, council members voted 12-0 to approve the \$7.25-million contract that would move all 30,000 city employees to Google's so-called cloud over the coming year.

"The City of Los Angeles, the second largest city in the nation, made a world-class decision today to

InformationWeek

THE BUSINESS VALUE OF TECHNOLOGY

Google Inks Jaguar Land Rover Apps Deal

The automaker has purchased 15,000 seats for Google Apps, including Gmail.

By [Mary Hayes Weier](#)
InformationWeek

October 23, 2009 05:00 PM

Google has added another big company to its list of enterprise customers: Jaguar Land Rover. The automaker has signed on for 15,000 yearly subscriptions to Google Apps.

THE BUSINESS INSIDER

Silicon Alley Insider

Google Apps Gets Motorola And 20,000 More Corporate Users (GOOG, MOT)

Dan Frommer | Aug. 20, 2009, 6:15 PM | 🔥 2,550 | 💬 9

Print

Another nice catch for [Google Apps](#): The company has signed up some 20,000 seats at Motorola's (MOT) cellphone division.

COMPUTERWORLDUK

October 12, 2009

Rentokil Initial signs giant Google Apps deal

Facilities and support giant signs 35,000-user contract for web-based tools

Rentokil Initial has signed one of the biggest enterprise Google Apps deals yet, adopting the internet services giants' SaaS service as the standard email platform across its six operating divisions.

Customers who have gone Google



MOTOROLA



SANMINA-SCI



JohnsonDiversey

ORIENT-EXPRESS



District of Columbia

