



G Suite and Google  
Products

Success Stories

*Case Studies*



**StrataPrime** has a strong record of success helping customers achieve **value...**

At StrataPrime we don't just sell customers Google licenses and then call again only when it is time for a renewal.

We stick around to help our customers achieve the **value** that they were expecting from their Google investment. This makes for a **happy customer**.

We always include **no-charge certified resources** and a customized implementation roadmap for all Business and Enterprise tier customers (*terms apply*).

StrataPrime helps our customers achieve their financial goals by eliminating redundant 3rd party services where the feature is included with G Suite.

Our "**value approach**" is unique amongst Google partners.



Partner since 2011

Partner

GoogleCloud

## Case Study **Financial Services**

Customer was concerned that their existing Google partner wasn't providing value above just selling a license.

StrataPrime met with the customer to understand their current G Suite implementation, and provided some free consulting to solve some immediate problems.

We built trust with the customer over a period of several months and the customer selected StrataPrime as their new Google Partner.

We have since helped this customer upgrade to G Suite Enterprise, trim cost by deploying Chrome Enterprise, and inspired their Agile teams with Google Jamboard.

### **Key Bullets**

- Upgraded customer to G Suite Enterprise to meet DLP and security needs
- Provided a bucket of free monthly recurring consulting hours (terms apply)
- Implemented Chrome Enterprise via a Proof of Concept initiative
- Created a Google products implementation roadmap at no additional cost

## Case Study **Media Company**

Customer approached Google for a referral to a new partner as their existing partner wasn't providing the required strategic value and Google expertise.

StrataPrime reviewed the customer's requirements and assisted with an ex-employee data migration that allowed the customer to optimize cost.

The company selected StrataPrime as their new Google Partner.

Since we started managing the account, we have assisted this customer with a Chrome for Meetings implementation and assisted with an O365 migration project to consolidate an acquired company onto the company's G Suite implementation.

### **Key Bullets**

- Found creative ways to assist in cost reduction
- Provided a bucket of free monthly recurring consulting hours (terms apply)
- Implemented Chrome for Meetings
- Migrated an acquired company off of O365 to G Suite

## Case Study **Food and Beverage**

Customer was an existing G Suite customer without a partner (direct with Google). StrataPrime met with the customer to explain the benefits of using a Google certified partner.

StrataPrime worked with the company on their digital workplace requirements and their desired security posture. StrataPrime provided a high-level solution architecture at no cost.

To further grow trust and the relationship StrataPrime provided free advice to the customer on another unrelated project where we had specific expertise.

We go above and beyond, always.

### **Key Bullets**

- Assisted the customer through expert knowledge to put them on the most optimal tier of G Suite per their business requirements
- Added value by providing free consulting on an unrelated project
- Currently assisting the customer to using our Google certified experts to improve their overall security posture.

## Case Study **Transportation**

The customer was with an existing Google partner who decided that customer's account was too small for them.

StrataPrime met with the customer to understand their current G Suite implementation and their future needs.

We built trust with the customer over a period of several weeks and the customer transferred their account to StrataPrime.

Since taking over as their Google partner StrataPrime has upgraded the client to G Suite Business tier and helped them achieve cost savings by showing them how to terminate redundant 3rd party products.

### **Key Bullets**

- Upgraded customer to G Suite Business after reviewing their business needs
- Achieved cost savings by helping to remove redundant 3rd party solutions (upgrade to G Suite Business was self-funded through these savings)
- Provided special payment terms on a temporary basis to accommodate the divestiture of one of the company's acquisitions



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