

Google For Education Talk Track

PaperCut MF offers a seamless print, copy and scan solution tailored to Google for Education schools and universities

Use this document to:

- Identify education resellers or resellers with an interest in the education vertical
- Discuss with your education focused resellers - the value of PaperCut MF within Google for Education schools and universities

The opportunity



Key Stats

- Chromebooks are the **#1 device** in K-12 schools in US, Sweden, NZ, and Canada
- **Over 25 million** students using Chromebooks
- **Over 80 million** teachers and students using G Suite for Education
- **Over 1 million** users running Mobility Print for chromebooks
- **Scan to Google Drive** is our top destination for Scan to Cloud Storage

Our partnership with Google recognizes our proven reputation in the education sector. To date, we've delivered industry-defining solutions for education customers – and with the help of Google's like-minded people, we'll continue to push the boundaries of better printing in schools and universities the world over.

The problem

“What problems do Google for Education schools and universities have?”

- As a Google for Education school
 - I need a secure and simple way for users to print from Chromebooks and to track and control who is printing
 - I want a simple and secure way to scan documents to Google Drive
- As a Google for Education school who is moving away from Windows, or AD and is a Chromebook site, I want to use PaperCut
- As Head of IT in a Google for Education school, I don't want to waste my budget and resources on having to manage existing on-prem AD infrastructure when users and passwords are already stored in the cloud

The solution

“What solution does PaperCut provide”

- Overall with PaperCut, schools and universities can cut waste, track printing, save money and encourage responsible printing with quotas and print policies
- Mobility Print is a simple and secure way to print from Chromebooks
- Scan to Cloud Storage is a simple and secure way to get documents into Google Drive.
 - Documents are safe, secure, and easy to access and users benefit from a tap and scan workflow
- G Suite Integration gives organizations the choice of how they want to manage users
 - Users can be directly managed in G Suite, removing the need for an on premise AD
 - Use Google credentials to sign into any PaperCut interface, including chromebooks, MFDs and the web interface
 - PaperCut offers two sync sources, so you can still sync some users from traditional sources like onsite Active Directory, while migrating others to G Suite. This gives organizations flexibility to plan your transition to the cloud without affecting end users

The benefit to partners

“What does this opportunity mean for PaperCut partners”

- The premier partnership between PaperCut and Google for Education provides opportunity to collaborate on new products and offer innovative value to customers
- PaperCut and Google's combined voice means we can reach more potential customers
- Current PaperCut customers will be motivated to upgrade to the latest version, or maintain active M&S in order to access the latest Google integrations and features
- Partners will be exposed/introduced to other integrators providing different/complementary solutions
- Opportunities to work with Google's partner network
- Keep Google partners up to date on our solution to potentially grow awareness and sales leads