

# Considering G Suite by Google? Here are a few reasons why IT leaders prefer Microsoft 365

Microsoft 365 brings together the best of Windows 10, Office 365, and Enterprise Mobility & Security. Microsoft 365 offers a more complete, intelligent, and transformational service than what Google offers for the modern workplace with more robust security and compliance tools to protect users, devices, and data.

## 1 Less Complexity

**A simple and unified management experience that spans the complex environments of users, devices, apps, and services**

**Fewer third-party integrations required to meet your needs**

**Fewer independent escalation resources to navigate**

**Fewer vendors to oversee**

G Suite can require multiple third-party integrations to meet your needs, creating more surface area and complexity for you to manage



## 2 Lower Total Cost of Ownership (TCO)

**Minimize TCO across deployment, management, and servicing**

**Lower administration fees with fewer third-party apps**


**Fewer integrations to pay for**

**Reduce help desk costs with enterprise-ready devices with a self-service experience**

**Fewer training costs due to familiarity of apps**

G Suite's dependence on third-party apps and less familiar software can mean a higher TCO for your organization

**"We use Microsoft 365 Enterprise to foster a modern and highly secure workspace for employees empowered by teamwork and collaboration—everything we need to succeed in a global, digital market."**

 Bobby Berry, SVP, Business Solutions<sup>2</sup>

## 3 Greater Flexibility

**Realize the full benefits of Microsoft 365 regardless of where you stand on your digital transformation journey**

**Move to the cloud at your own pace**

G Suite requires cloud-only deployments

**Realize business value faster with FastTrack**

G Suite offers no equivalent to FastTrack which provides a set of tools, resources, and experts committed to making your experience excellent



**Onboard seamlessly and drive adoption**

G Suite does not provide dedicated customer support managers to assist in launching and driving adoption within your organization



## 4 More Control

**Your data belongs to you and you should be in full control over it**

**More control over where your data resides**

G Suite offers only limited data location options (EU + US) and no sovereign data centers

**More controls over who accesses your data**

G Suite lacks capabilities such as Customer Lockbox and Customer Encryption Keys

**More control to keep your devices up-to-date**

G Suite limits the controls for IT administrators to ensure Chromebook devices are always updated



<sup>1</sup>Find detailed SKU breakdown here: <https://aka.ms/MSFT365> <sup>2</sup>Fruit of the Loom Customer Story: <https://aka.ms/FruitoftheLoom>