

Introducing ROI JumpStart

For new Google Search Appliance 6 customers



Stop searching and start finding, today, with the Google Search Appliance 6.

The Google Search Appliance 6 (GSA) helps organizations of all sizes increase Return on Information by delivering the instant, relevant search results your employees need to make the most of their time and budgets. The new GSA 6 lets organizations:

- dynamically scale to search millions or even billions of documents
- index hundreds of formats and repositories
- improve precision with user-added results and query suggestions

And now, for a limited time, Google is offering an easy way to make the most of your business information: the ROI JumpStart Package. The ROI JumpStart Package gives you two full days of free onsite implementation services from a certified Google partner to help get your GSA up, running, and ready to meet your specific needs. In just two days, you and the GSA will be delivering the results your users are searching for. For a limited time, the ROI JumpStart is available to new customers who purchase a license for a GSA addressing one million documents or more.

Return on Information

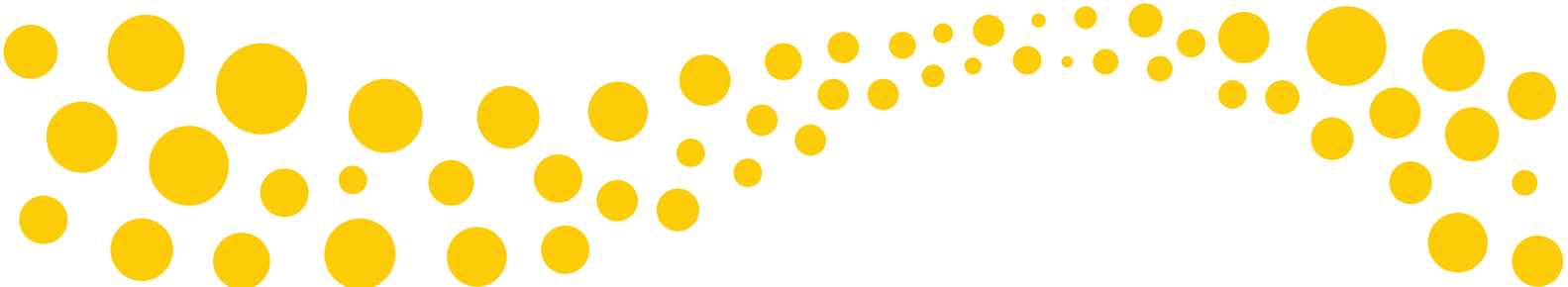
You might have spent millions on information systems – content management systems, ERP, CRM, databases, or business intelligence systems. Yet, if your users aren't able to find the right piece of information instantly, you're probably not getting the full return on that investment. With the GSA, your users can get instant access to all the information in your company – so you can achieve a higher Return on Information. We're offering this package for you to be able to JumpStart your ROI.

Details

The ROI JumpStart Package is designed to offer first time GSA buyers a hassle-free experience from the moment they choose to buy to the moment their users are gaining value from the GSA. Once you purchase a GSA with a license count of one million documents or more, our sales representative will work with you to determine a JumpStart partner that is appropriate for your needs. We have pre-selected a list of JumpStart partners who are experts in the GSA technology. You simply then schedule two days of onsite services with the partner, and ensure that services are complete within 90 days of purchase. The package includes one consultant providing two days of onsite implementation services, along with their reasonable travel and living expenses.

Terms

The ROI JumpStart package is for first-time buyers of the GSA. It is available only to new GSA customers who purchase a license to a GSA which can index one million or more documents for a limited time. The package covers the cost of two (2) days of



implementation services for the GSA provided by a consultant that you select from a list of consultants supplied by Google. Some partners may not be available for participation. This package covers the consultant's travel and living expenses (if any) incurred during the two (2) day implementation period. The covered implementation services must be completed within 90 days of purchase. Google accepts no liability or responsibility for the services provided by the consultant and has the sole right to determine eligibility for this promotion. Google makes no guarantee about the outcome of the services provided by the consultant. If you are interested in signing up, contact your Google sales representative or visit www.google.com/enterprise/jumpstart to provide your contact information.

FAQ

What is the ROI JumpStart Package?

Google will pay for two (2) days of onsite implementation services to help first-time customers get started with the GSA, so they can begin to achieve a return on information. The services will be delivered through one of our certified partners.

Who is eligible?

For a limited time, all first time buyers of the GSA who purchase a GSA with a license count of one million documents or more are eligible. Note that this package is limited to certain geographies (see below).

Is this package free?

Yes. If you are eligible for the package, it is absolutely free for you.

What is included in this ROI JumpStart package?

The ROI JumpStart package will include one consultant providing two days of onsite implementation services, along with their reasonable travel and living expenses.

How will this package help my organization?

The ROI JumpStart helps speed GSA deployment so that your users can get results fast. Google products are built for ease of use and fast deployment – but there's nothing like some proven expertise to jumpstart productivity. This package will speed implementation and deliver tips, training, and insight sharing so that your users can benefit from their new GSA from the very beginning.

Do I need a third party to get the GSA up and running?

Not at all. In fact, the GSA was designed for easy deployment, with all the hardware, software, and search algorithms packed into one appliance. Most of our customers get the GSA up and running by themselves. We're offering this package to help accelerate and streamline installation and to add value and information to the mix, so that your users get great results right from the beginning.

Will this package include training for my search administrator?

Yes. A portion of the two days will be spent training your search administrator, so he or she will know how to manage the appliance once the consultant finishes their services.

Can I choose who will provide the services?

Customers will be able to choose from a pre-selected list of JumpStart providers in each region. This list is made up of certified Google partners who meet the agreed-to JumpStart criteria. Installation partners who do not meet these criteria are not included on the list of eligible providers.

Are there any additional costs?

No. As a first time buyer, you simply need to activate the standard GSA license for the GSA, and purchase a license count of one million documents or more. Once the purchase is made, we'll work with you to schedule an appropriate time for the JumpStart partner to come to your location and provide their services, and we will cover all expenses associated with days of their services. There are no other costs to you.

Where is this package being offered?

This promotion is currently available anywhere in the United States and Canada.

If I buy multiple GSA's, will I receive multiple ROI JumpStart packages?

No. This package is one per customer only.

How will the services work if the customer purchased boxes for multiple locations?

There will only be one package per new customer, so if you would like the JumpStart partner to go to multiple sites, then you will have to arrange that with the partner directly. The partner would be able to provide you specifics on the extra costs for you.

If I'm a returning GSA customer, will I receive the ROI JumpStart package?

This promotion is for first time buyers only. If you're a returning customer, there are other packages that we might offer that demonstrate our appreciation for your continued loyalty. If you are a returning customer, please contact your sales representative to inquire about options showing our appreciation for your continued loyalty.

Is there a time limit by which the customer must implement their services?

Yes. The customer must have had implementation services performed within 90 days of purchase. Please talk with your selected partner to ensure adequate time for scheduling your JumpStart consultation.

Will this "jumpstart" allow my GSA to search every repository in my organization?

Two days of services provided by knowledgeable professionals will help accelerate the range of repositories and documents that your new GSA will be able to search. What percentage of repositories are able to be searched at the end of the two-day period will depend on the range and complexity of repositories you plan to search. This JumpStart package is designed to speed deployment and enable your users to begin to achieve a return on information as quickly as possible.

How do I get started?

Simply buy a GSA with a license count of one million documents or more. Our knowledgeable sales representatives will guide you through the process and make it easy for you. They will also help you choose the appropriate partner from our list that will come onsite and provide the services. To get started, contact a sales representative by visiting www.google.com/enterprise/jumpstart

The ROI JumpStart promotion is offered solely by Google Inc. in relation to the Google Search Appliance. This promotion is not affiliated with any third parties.

