

# Switching from Lotus Notes to Google Apps



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## OUR CUSTOMERS SAY...

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“Why would we want to spend our bandwidth and very talented, highly paid resources fighting something that’s not a core competency of our company?”

**J. Kerr**

Support Systems Manager  
Orbitz.com

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“We were searching for an innovative way to significantly reduce our office infrastructure costs while simultaneously improving user collaboration and productivity. Our pilot with Google Apps demonstrate that this target is achievable.”

**André Gold**

Technical Senior Vice-President  
Valeo

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“We calculated out over a five-year period and realized that we could achieve a 60% reduction in our email system Total Cost of Ownership by moving to Google Apps.”

**Louis Gary**

Manager of Client Services  
Hamilton Beach

Read more at [www.google.com/apps/intl/en/business/customers.html](http://www.google.com/apps/intl/en/business/customers.html)

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With budget pressures, the growing gap between user needs and current end-user tools, and inefficiencies in traditional system upgrades and maintenance, IT decision makers are increasingly switching to Google Apps Premier Edition rather than continuing their reliance on Lotus Notes. Google Apps – the enterprise-grade suite of email, calendar, IM, and collaboration tools that can be accessed securely from any browser – delivers the familiar Gmail experience that millions of email users choose for their personal email accounts, along with 99.9% uptime, at a fraction of the cost of Lotus Notes.

Google Apps delivers a full range of services, including calendaring, integrated voice and video IM, document production and sharing, web publishing tools, and video sharing, in one package and in one SLA, priced at US \$50.00 per user per year. IT managers who’ve moved from Lotus Notes to Google Apps report reduced software and hardware overhead, lower storage costs, simpler administration, and improved archiving.

## Reduce costs

**Complete solution, simple pricing** 25GB of storage per user, integrated collaboration tools, mobile support, disaster recovery, redundancy, collaboration tools, video storage, and Postini email security features are built right in to Google Apps

**Eliminate hardware maintenance costs** Google Apps removes the need for server reliance, eliminating costs associated with server purchase, maintenance, storage, and energy use

**Easy administration** Eliminate system downtime and reduce IT hours spent on system maintenance. Cloud-based Google Apps ensures that your users always have the latest tools – without time-consuming maintenance, upgrades, or hassles for your IT team. Google Apps frees IT resources for more productive work, and reduces your IT Total Cost of Ownership (TCO) by minimizing ongoing IT commitments

**Minimal training** Many IT departments deploy Google Apps with minimal – or even no – training or downtime due to this widespread familiarity and an intuitive, easy-to-learn UI

## Increase user satisfaction

**Allows universal access** Because Google Apps is hosted “in the cloud,” email, calendar, and other tools are securely available through any browser, whenever and wherever they are needed, and across any platform or device

**Platform and device independent** Works on the systems and devices – including mobile phones – that your employees already use

**Speeds learning and results** Helps users be productive and efficient quickly, without spending time on training or needing to read manuals to understand features. Google Apps provides the familiar Gmail interface that millions use for their personal email

**Innovation, without downtime** Ensures that users always have the latest versions and the newest features without losing functionality during upgrades. Google continuously enhances Google Apps with innovations like integrated search, mobile support, and offline access, all with easy integration into existing functionalities

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"People adopted the features almost instinctively, so training was not focused on tools but on the change in our way of working."

**André Gold**

Technical Senior Vice-President  
Valeo

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"Email is critical to our work, but we're trying to simplify IT. We want to maintain less infrastructure, and Google Apps allows us to do that."

**Brent Hoag**

IT Director  
JohnsonDiversey

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## ABOUT GOOGLE APPS

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Google Apps offers simple, powerful communication and collaboration tools for enterprises of any size in business, education, or government – all hosted by Google to streamline setup, minimize maintenance, and reduce IT costs. With Gmail, Google Calendar, and integrated IM, users can stay connected and work together with ease, even in private domains. And, using Google Docs, which include word processing, spreadsheet, and presentation tools, they can share files and collaborate in real-time, keeping versions organized and available wherever and whenever users work.

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Learn how IT decision-makers made the switch to Google Apps easily and cost-effectively  
[google.com/apps/notes](http://google.com/apps/notes)

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**Advanced features** With advanced, integrated capabilities built right in, Google Apps delivers full-featured productivity and a better way to get work done. The integrated UI makes it easy for users to move between email and instant message, including text, chat, and video IM, without launching a separate application – right from their inbox

**25GB of storage per user** Industry-leading storage allows users to keep messages in their inbox for future needs or reference, without having to edit inboxes or delete messages. Built-in, intuitive Google search speeds access to information and reducing time spent manually looking through archived messages

**Efficient, "no-miss" document-sharing and version control** Ensure content availability and version control through secure, attachment-free document access, as easily as sharing secure links. Collaborative, multi-user Google Docs allows users within your domain to reliably access the latest version of any document, without second-guessing the version or sorting through emails to find it. Users set preferences to allow viewing or collaborative privileges for each document, ensuring proper levels of access. Google Apps eliminates the inefficiencies that occur when attachments are too large to send over email, take up inbox space, and create version tracking hassles

**Easy, secure document, web, and video publishing** In addition to easy calendaring and document-creation applications, Google Apps delivers a range of integrated functions that let your users create and publish documents and web pages, and share video – without needing to learn new applications or add special hardware or software. Google Sites enables users to create, publish, and manage web pages, or even entire websites, without needing training, special technical skills, or IT support. Google Video allows easy, secure sharing of video content, 10GB of storage per user, and an easy, intuitive UI

### Benefit from a cloud solution

**Maintenance-free cloud infrastructure** With Google Apps, IT departments no longer need to spend time on upgrades, patches, or overhauls, and can avoid the downtime inherent in server management. Hosted in Google's secure, energy-efficient data centers, Google Apps delivers maximum uptime, built-in redundancy and backup systems, data security, and on-demand scalability. Patches are seamlessly delivered to applications in real time, removing the need for patch-related downtime and effort

**Filter-free spam prevention** Built-in filtering halts spam and viruses, before they reach users' inboxes – without IT effort or updates

**More IT control** The cloud limits exposure to data leaks from lost end-user devices. Industry estimates state that 60% of corporate data resides on unprotected PCs and laptops, 10% of laptops are lost or stolen in the first year of purchase, and 66% of USB devices are lost or misplaced in their lifetimes

**Enhanced security** Google Apps data is fractured and obfuscated across multiple servers and disks for optimal data security. Google Apps enhances data security with automatic replication in multiple data centers, redundancy and consistent availability, centralized controls for easy sharing and access management, and protection against exposure associated with hardware loss. Google Apps has completed an SAS 70 Type II audit

**Scalability and reliability** Google Apps is powered by the same infrastructure that services hundreds of millions of users each day. Users leverage "Google quality" availability (99.9% guaranteed uptime), redundancy across multiple data centers, and automatic disaster recovery. A status dashboard lets you view performance information at anytime

