Accelerate Deals with Google Cloud Marketplace

UJET & Google: Better Together for Partners

Trusted Advisors & Technology Services Distributors Earn the Same SPIFFS and Residuals

If customers acquire their UJET platform through Google Marketplace, 50% of that spend will satisfy the customer's Google spend commit!

- Prospects can leverage their existing agreement with Google Cloud for Marketplace purchases, **simplifying procurement for quicker deployment and time-to-value**.

- Customers can **retire their committed spend through Google Cloud Marketplace transactions**, which maximizes their cost savings and helps them spend intelligently across both first and third-party solutions.

- All Google Cloud Marketplace purchases show up on **one bill from Google***, allowing customers to easily analyze, forecast, and manage spend.

- **Flexible payment choices** let you align your Private Offers to how our mutual customers want to buy with pre/post pay timing options and a choice of various contract periods.

  - **Pre pay:** customer pays for purchase upfront in one or more installments, with each installment up to one year in duration.

  - **Post pay:** customer pays month, at the close of each billing cycle, until contract end.

Questions? Our Channel Team is Here to Help!

Contact Us!

Scan the code to get our team's contact info

Partner Pledge

End User License Agreements

Custom end-user license agreements can be uploaded to each offer, enabling customers to leverage deal-specific terms and accelerate the purchase process.

Benefits of Google Cloud Marketplace

Futurum Research has found significant advantages to having customers transact on Google Cloud Marketplace:

- **112% increase in deal size**

- **70% faster deal closure** (2-4 weeks time savings)

- **14% better customer retention** through multi-year contracts

In addition, Google pays upfront, meaning you as the partner get paid quickly, even if the customer hasn't paid for the platform yet!

*Telephony usage cannot be billed via Google Cloud Marketplace