



## WHY WORK WITH CLOUD SHERPAS?

### CLOUD SHERPAS AT-A-GLANCE

- #1 Provider of Managed Google Apps Solutions in 2009, 2010
- Over 600,000 end-users migrated to Google Apps
- #1 Ranked Admin Tool in Google Apps Marketplace  
[sherpatools.com/marketplace](http://sherpatools.com/marketplace)
- Nearly 2,000,000 end-users from over 10,000 domains in over 85 countries use Cloud Sherpas software or services
- Deep expertise with Microsoft Exchange, Lotus Notes/Domino and Novell GroupWise
- Cloud Sherpas has been featured in TechCrunch, eWeek, NetworkWorld, Inc.com, Forbes and many other publications
- Recently selected by CRN as one of 30 Cloud VARs That Get It

### INDUSTRY EXPERTISE

- Manufacturing
- Real Estate
- Retail
- Technology
- Healthcare
- State/Local Government
- Education

### CERTIFICATIONS

GOOGLE APPS  
AUTHORIZED  
RESELLER  


POSTINI  
AUTHORIZED  
RESELLER  


## CLOUD SHERPAS IS THE LEADING PROVIDER OF GOOGLE ENTERPRISE SOLUTIONS

With unmatched expertise and experience, Cloud Sherpas can help your organization leverage the full power of the Google Enterprise cloud platform like no other.

Cloud Sherpas helps clients procure cloud software and then maximize its utility. Our expertise in collaboration, application development, and cloud management helps clients constantly evolve and innovate with Google Apps in a way that's customized for their business. Over 10,000 companies around the world have utilized Cloud Sherpas' products and services to improve their Google Apps experience.

Cloud Sherpas has migrated hundreds of thousands of users to Google from a variety of incumbent on-premise platforms, including those from Microsoft, IBM and Novell.

### ORGANIZATIONS WE'VE GUIDED INTO GOOGLE'S CLOUD

We are proud to count many global businesses, educational institutions and government organizations as customers. Our team has been involved in some of Google's most complex customer engagements.



Cloud Sherpas has migrated over 600,000 end-users from hundreds of organizations to Google Apps

**“Switching to Google Apps has helped our organization in a number of ways, and Cloud Sherpas definitely helped us get there.”**

*— Jim Garrett, LifeWay Christian Resources*

## BUY FROM CLOUD SHERPAS — SAME PRICE, MORE VALUE

When you buy Google Apps through Cloud Sherpas, you get much more than just the licenses. In addition to the enhanced administrator functionality you get with SherpaTools, you will also receive a dedicated account manager, access to our new hire on-boarding webinars, and continuous education about innovation and developments in the cloud.

Check out the added value you get from Cloud Sherpas below:

What you get from:	Google	Cloud Sherpas*
Google Apps for Business	✓	✓
<b>CLOUD SHERPAS ADD-ON PRODUCTS:</b>		
SherpaTools Base Camp PLUS Premium Modules		✓
Bulk File Uploader from Google Apps		✓
<b>CLOUD MANAGEMENT SERVICES:</b>		
Cloud Optimization Consulting		✓
<i>Keeping Up in the Cloud</i> - monthly customer newsletter		✓
<i>Keeping Up in the Cloud</i> - quarterly customer webinar		✓
Monthly New Hire On-boarding Webinars		✓
Google Support Escalation		✓
Price per User	\$50	\$50

## WORKING WITH A PARTNER: IT'S ABOUT MORE THAN DATA MIGRATION

Migration is just the beginning of living in the cloud. Cloud Sherpas delivers a full range of professional services to help organizations adopt cloud computing and take advantage of its full potential. Our services include Cloud Migration, Cloud Management, Cloud Development and Change Management.

### Cloud Migration

With over 600,000 end-users migrated, we consider ourselves experts in cloud migration. Cloud Sherpas can help your organization move to Google Apps from any legacy system, such as Microsoft Exchange, IBM's Lotus Notes/Domino, or Novell GroupWise. Every cloud migration has its own unique challenges, and Cloud Sherpas can design and execute a migration strategy to fit your environment.

Cloud  
Migration

Cloud  
Management

Cloud  
Development

Change Management

Cloud Sherpas Service Offerings

## Cloud Management

Your organization's IT landscape will look quite different in the cloud. With over 100 updates in the past 12 months, Google Apps evolves and improves at a much faster pace than on-premise solutions. These incremental updates allow your organization to adjust to small changes rather than learn an entirely new version every 2-3 years. Our cloud management team will help you take advantage of new features as they roll out, keeping you up to date on the latest technology.

In addition, our cloud management team also provides advanced administrator support and conducts strategic business and technology reviews regarding cloud evolution and how it relates to a client's business.

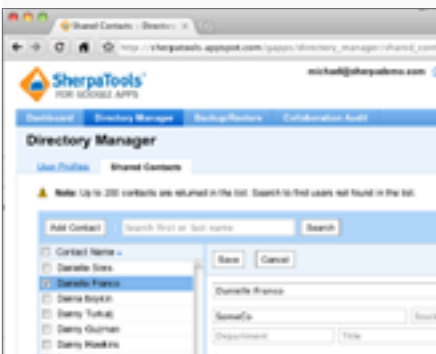
## Cloud Development

Cloud Sherpas maintains a deep and talented team of software architects and developers who have cumulative decades of experience designing and building robust software and web applications. Our team is laser-focused on the Google stack and has built enterprise applications on Google App Engine that leverage its reliable foundation, extensive code library, and rapid development architecture.

Whether you are building a new, standalone application or integrating legacy on-premise systems, our Cloud Development team can help your organization successfully live in the cloud.

## Change Management

Cloud Sherpas offers veteran change management expertise that provides a structured approach to prepare users, teams and the organization for change. Our methodology is designed to reduce productivity losses and to accelerate your organization's time to proficiency with Google Apps.



Screenshot of SherpaTools for Google Apps

## PRODUCTS DESIGNED TO MIGRATE AND MANAGE GOOGLE APPS

Cloud Sherpas helps organizations “Go Google” with products that facilitate data migration and IT management. **SherpaTools for Google Apps**, our flagship product, provides advanced IT management tools for Google Apps administrators and provides end-users with added functionality that improves productivity. SherpaTools is the #1 ranked admin tool in the Google Apps Marketplace.

The **Bulk File Uploader for Google Apps** is a multi-platform, client-side utility that makes it easy to copy data from your desktop or file server to Google Docs or Google Sites.

The **PST Aggregator** tool makes it easy to collect Outlook archive files from client desktops and perform a server-based migration of email, calendar and contacts.



3525 Piedmont Road  
Building 8, Suite 710  
Atlanta, GA 30305  
(888) 260-7660  
[www.cloudsherpas.com](http://www.cloudsherpas.com)

### Take the next step

To learn more about how Cloud Sherpas can help your organization adopt Google's cloud platform and maximize the benefit of your investment: contact your sales representative, visit us online at [www.cloudsherpas.com](http://www.cloudsherpas.com) or call (888) 260-7660.