

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,
FRUIT&LOOM. SVP, Business Solutions²

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



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