

BUILD YOUR BUSINESS CASE FOR GOOGLE WORKSPACE BACKUP

THE ULTIMATE GUIDE TO POWER UP YOUR PITCH

You now understand the importance of safeguarding your Google Workspace data with Spanning Backup. But how do you convince others about the robust capabilities of Spanning? This step-by-step guide is designed to do exactly that. Whether it's your boss, a colleague or your entire team, this guide will help you make a compelling case for Google Workspace backup.



STEP 1

EDUCATE WHY GOOGLE WORKSPACE BACKUP IS CRUCIAL

While you may probably consider skipping this step, you should know that it's quite common for many IT pros to treat backup for Google Workspace as a luxury. Here are some resources that will help you have an informed discussion with your team on the criticality of Google Workspace backup.

-  [The Shared Responsibility Model: Blog](#)
-  [Google Workspace Backup Evaluation Checklist](#)
-  [Google Workspace Security and Data Protection – What's Included and What's Not?](#)

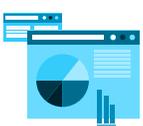


STEP 2

DEMONSTRATE THE PRODUCT

Words can only say so much. Demonstrating the product's capabilities can instill confidence and excitement in your team. Set up a few backup tasks and test the restores. Let them take the product for a spin to get a firsthand experience.

-  [Live Demo - Sign Up](#)
-  [Google Workspace Backup Power Demo](#)
-  [Free Trial](#)



STEP 3

COMPARE SPANNING WITH ITS COMPETITION

Success stories are powerful, but authentic voices like yours hold unparalleled weight. Dive into unfiltered reviews from genuine IT professionals on respected third-party platforms. Explore firsthand experiences and see how Spanning Backup stands out in direct comparison to its competitors.

-  [G2 review platform](#)
-  [TrustRadius review platform](#)



STEP 4

SIMPLIFY YOUR BUDGETING WITH TRANSPARENT PRICING OPTIONS

At Spanning, licensing and pricing are straightforward. Just count your Google Workspace users, and you've got your license count! The only other decision to make is the contract duration — whether it's one, three or five years. The longer the commitment, the more you save!

-  [ROI model to justify the cost](#)
-  [ROI calculator](#)
-  [Safeguard your Investment - FLEXspend for Spanning Backup](#)
-  [Licensing FAQ](#)

GOT ANY QUESTIONS? WE'RE HERE TO HELP.

If you ever need assistance in making the case for Spanning Backup for Google Workspace, ***please reach out.***