

MEET CHROMEBOOK

WHAT IS A CHROMEBOOK?

Chromebooks are . . .

A **new type of computer** that are fast, simple and secure.

Built for the web, and you can use them offline too.

Made to offer the **best of Google** and access to thousands of online web apps.



WHAT IS CHROME OS?

An operating system (OS) is the main piece of software on a computer, it guides everything you do on a computer. Some of the other Operating Systems that you may be familiar with are Windows and OS X (Mac). Chrome OS is a new option in computing that is designed to get you where you want to be — online. Some of the benefits that make Chrome OS different are:



Speed

Chromebooks boot in seconds, and resume instantly. When you turn on a Chromebook and sign in, you can get online fast.



Simplicity

Chromebooks are simple to use and require no maintenance. They don't require constant software and security updates, disk cleanup and defragging, recycle bin emptying, user management and many other tasks that stand between you and the Web. Chromebooks cut out the hassles so you can do your thing online.



Security

Chromebooks have multiple layers of security built-in so you don't have to buy or maintain anti-virus or security software.

Learn more on YouTube: <http://goo.gl/zxT47>.

BASED ON CHROME BROWSER

A browser is the program on your computer or phone that you use to get online. Through a browser, you can check email, surf the web, update your status, watch videos, play games and anything else you want to do online.

Chrome browser from Google is free and it will work on your PC, Mac, or Linux computer and on your mobile devices; Android (4.0+) phones and tablets, iPhone and iPad. Find it at www.chrome.com and get the mobile app in the Google Play Store or the App Store. The ideas behind Chrome browser are Speed, Simplicity and Security. Chrome browser is a very popular browser and it's the inspiration for Chrome OS. Together, Chrome browser and Chromebooks are designed to get you there faster, protect you from security threats, and make it easier to do the things you want to do online.

A NEW WAY OF COMPUTING WITH CHROMEBOOKS

Chromebooks offer a new way to get things done that brings many benefits to users. Knowing these benefits will help you better educate customers on the benefits of Chromebooks.

Google account integration

To sign in to a Chromebook, all you need is a free Google account. If you don't have one, you can set one up on a Chromebook as soon as you connect to the Web. If you or your customer already have a Google account, you have the key.

Automatic software updates

Updates range from new features to simple fixes and they happen every 6 weeks. They are automatic so there is no waiting for downloads and you are always running the latest version of Chrome OS.

Perfect for sharing

You can share your Chromebook with ease and confidence. Just as you signed in, you can sign out and a friend or family member can use the "Browse as Guest" option found at the sign in screen. They can also sign in with their Google account to get the full Chromebook experience. Users on a Chromebook do not have access to each other's information.



SECURITY AND VIRUS PROTECTION



Chromebooks have multi-layer security built-in to keep your computer safe, so there is no additional software to buy and no more worries about catching computer viruses.

The components of multi-layer security are:

Sandboxing

This keeps malicious websites from affecting your other open tabs. If you open a website that is infected, Chrome OS will quarantine the threat.

Automatic software updates

This means that you are always using the latest Chrome OS software, and there are no reminders or waiting for updates to apply.

No local installs

Chromebooks don't install programs locally, everything is Web-based. No local installs means that there is no place for viral programs to go. Instead of locally installed programs, Chromebooks use web apps.

Learn more on YouTube: <http://goo.gl/hP0wu>

These are just a few of the differences that create a user experience that is fast, simple, and secure.

Spend some time getting to know the display device in your store so you can describe and demonstrate these key differences. This will help you and your customers know if a Chromebook is the right fit for their computing needs.

COMMON QUESTIONS

Sometimes adopting a new way of computing will bring up questions, here are some of those questions along with the answers.

Will [Microsoft Office or Skype] work on my Chromebook?

No, Chromebooks don't support locally installed programs or software. Instead, show Chromebook customers how they can use web-based services or apps that let them video chat and get work done such as Google+ Hangouts, and Google Drive with Docs, Sheets and Slides:



Google Drive

- Keep everything in one place and access it from anywhere, on any device.
- Free productivity apps built-in to Google Drive that allow you to create & collaborate in real time with other people on documents, spreadsheets and presentations.
- Store photos, videos, documents and more with 100GB of online storage in Google Drive free for 2 years. Learn more by visiting <http://goo.gl/Fx33E>.



Google+ Hangouts

- Google+ Hangouts for voice and video
- You + 9 friends all together
- Available for Android, iOS, Chromebook and any web browser
- Mix it up with fun effects
- Share your screen to watch YouTube videos together or present files stored in Google Drive

Don't just video chat, Hangout! Start one now by going to www.google.com/hangouts



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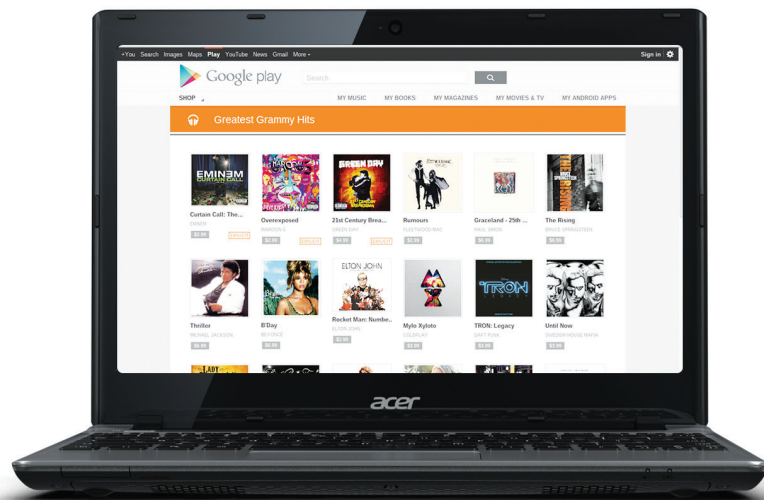
Will iTunes work on my Chromebook?

No, Chromebooks don't support locally installed programs. Instead, show Chromebook customers how they can use web-based services or apps, like Google Play Music.

Discover Google Play Music

Anyone can upload up to 20,000 of their own songs to Google Play Music and access them from any of their devices for free. You can also import your music from iTunes and other music managers:

- Uploading must be done from a PC, Mac or Linux computer (this cannot be done from a Chromebook)
- Go to <http://play.google.com/music> and click "Upload Music". You'll be prompted to download and install the Google Music Manager.
- The Google Music Manager will scan your system for compatible music to upload.
- Once your music is uploaded, you can enjoy it from anywhere; Chromebooks, mobile devices and anywhere that you can sign in to Google Play Music.
- Learn more here: <http://goo.gl/XTcaC>.



Google Play Music is also a great place to buy your favorite albums and tracks. Music purchased will automatically be added to your library and will be accessible from anywhere.

If you want to...	On a Chromebook, you could use...	On a Mac or PC
Create a document	Google Docs	Microsoft Word
Create a spreadsheet	Google Sheets	Microsoft Excel
Create a presentation	Google Slides	Microsoft PowerPoint
Organize and play music	Google Play Music	iTunes
Make calls and video chat	Google+ Hangouts	Skype

How do I print from my Chromebook?



Google Cloud Print

Google Cloud Print is a new technology that connects printers to the web. Google Cloud Print works on your phone, tablet, Chromebook, PC, and any other web-connected device you want to print from. Many of the printers available in-store are Cloud Print Ready or ePrint ready; either of these will work directly with a Chromebook.

Major benefits of Google Cloud Print:

- No more installing print drivers.
- Easily share your printer with any web-enabled device.
- Google Cloud Print comes with "Save to Google Drive" and "Print to FedEx Office" built-in.

Setup is simple and you can print from anywhere in the world.

- If a Chromebook is your only computer, you'll need a Cloud Print Ready or ePrint printer.
- If you have another computer, you can use your legacy printer, some setup is required.

Get started by clicking the Chrome Menu and select "Print" from a Chromebook or Chrome browser. To learn more, go to google.com/cloudprint/learn.

WHAT IS THE CLOUD?

The cloud is another name for the Internet. It's not subject to weather patterns, and it doesn't blow in and out of town; it's the place where all the things you see online are stored, including email, shared pictures and much more. For example; messages stored in your Gmail inbox are not on your phone, or on your computer, they're in "the cloud" or online, and you can access them from anywhere you can connect and sign in to your account. With Google Drive, Google Play Music, Google+, and many other online services, you can store all of your things online and have access to them wherever you go.



WHERE DO I STORE MY STUFF?

Chromebooks have offline storage like other computers, and they make it easy to store things online. When you store things online, you can access them from anywhere. With Google Drive, you can store anything online; documents in any format, videos, photos and more. You can also upload and share photos with Google+, and store up to 20,000 of your own songs online with Google Play Music.

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DO MORE THAN JUST BROWSE

Think about all the things you do on a computer; most if not all of that is probably Web-based; shopping, checking email, chatting with friends, streaming videos and music, storing pictures and the list goes on. Not only can you surf all of your favorite websites, Chromebooks can open up a whole new world of productivity and hassle-free computing with web apps. These web-based applications or apps are easy to find and add, they're always up-to-date and easy to manage. Find them in the Chrome Web Store.

Learn more on YouTube: <http://goo.gl/Vtrna>.

The Chrome Web Store

The Chrome Web Store has something for everyone; games, productivity, entertainment, news, accounting, educational and more.



Demo: Show this to a customer by opening a new tab and clicking "Web Store" in the bottom right corner. You can search or browse categories. When you find an app you like, click "Add to Chrome". You need to be signed in using a Google account to add apps.

Finding new apps to add to a Chromebook is a snap!

CHROMEBOOKS SYNC WITH YOUR OTHER DEVICES

When you use Chrome browser on your other devices, they synchronize your life online. Just like signing into a Chromebook, sign into Chrome browser with your Google account. Once you are signed in your devices sync all of your:

- Apps
- Extensions
- Settings
- Autofill
- Omnibox History
- Themes
- Bookmarks
- Passwords
- Open Tabs

Whether you are using a Chromebook or Chrome browser on another computer, when you sign in, Chrome will look and feel familiar because all of your personalization is synced. Chrome browser unifies your Chromebook with your PC, Mac, and mobile devices.

BUILT FOR THE WEB, WORKS OFFLINE TOO

Chromebooks feature dual band Wi-Fi and select models come with an ethernet port and/or 3G support. It's important for you and your customers to know that Chromebooks are built for the Web, if you don't have internet access most of the time, you might not get the best experience on a Chromebook.

Can I use a Chromebook offline?

For the rare times that you don't have an Internet connection, there are still plenty of things you can do offline. Knowing these things will prepare you to answer your customer's questions.

Google Drive & Docs offline

Google Drive is a great place to store your stuff online. If you are ever stuck without a connection, you can still access and view your documents, spreadsheets and presentations. You can also create and edit Google Docs and Slides when you're offline and any changes you make while offline are automatically synced once you are back online. Learn more at <http://goo.gl/M2S7z>.

More offline capabilities

You can use your Chromebook's local storage to store things like music, movies, photos and more.

With the built-in player, you can listen to offline music and watch offline movies. You can also edit offline photos with the built-in editor.

Demo: Open a new tab and search for an image that might be interesting to your customer (any image will do). Using two fingers on the touchpad, click and select "Save image as...". Once you give it a name and click "Save", the image is stored offline and you can open it in the "Files" app. When you have the picture open, you can edit it by clicking the pencil icon. This will demonstrate to your customers that they can save and edit pics they find online. They can also move pictures over from an SD card, make a few simple edits and then upload them when they are online again.



Offline web apps

In the Chrome Web Store many of the apps are built to run offline too. You can easily identify the collection of offline web apps by clicking "Collections" (on the left) and then "Offline Apps". You'll notice a small lightning bolt in the bottom right corner of the app tiles; this indicates offline functionality.

Popular offline web apps:

- Google Docs, Sheets and Slides
- Gmail Offline
- Google Calendar
- Google Play Books
- Angry Birds

Look for the offline icon



HELP YOUR CUSTOMERS UNDERSTAND CHROMEBOOK

Ask them a few questions like:

- “Do you use Chrome browser?”
- “How much of your time on a computer is spent online?”
- “Do you have Wi-Fi or high-speed Internet at home?”
- “How often do you plan to use your computer on the go? (airports, coffee shops, etc.)”

Typical Chromebook users

SIMPLICITY SEEKER Customers with light computing tasks (sharing photos, email, browsing). Chromebooks offer simplicity - everyday apps are built-in, and they don't have to worry about installing programs, viruses or updating software.

Demo: Close the Chromebook and re-open it to show how quickly it boots up. Click the app launcher to show them simplicity with apps that come built-in and how to quickly access Gmail, YouTube, or their favorite web site.

TECH SAVVY Customers who use the latest technology and live in the cloud. Chromebooks offer portability, easy syncing across multiple devices, and the latest and greatest updates.

Demo: Open Chrome browser and show how it syncs tabs and apps from the Chromebook to all other devices (iPhone, Android, other computers, etc.) when they are signed in to Chrome. Show the display ports and memory card slot to highlight how easy it is to plug in to external monitors, hard drives, cameras and more.

HOME IT DECISION MAKERS (Moms or Dads) who are looking for a computer for online use with the family that's simple and secure. Chromebooks are hassle-free. They're affordable, easy to share with multiple users and virus-protection is built-in. Also, you never have to worry about software updates; they're automatic.

Demo: Explain that Chromebooks come with anti-virus protection built-in and they update automatically so you never have to think about it: they're always safe and secure. Let them know that one Chromebook can easily be shared by an entire family. Each user can simply sign in with their Google account and access their customized Chromebook filled with their own set of bookmarks, favorite apps, saved passwords and more.

STUDENTS want a lightweight, affordable, computer to bring to the classroom and library. Chromebooks come with apps that help them get stuff done in the cloud. With Google Drive built-in, you can easily store, share and access all your stuff in one place and never worry about a losing a file again.

Demo: Show how easy it is to have fun: open Gmail, watch a video on YouTube and start a hangout using Google+. Show how easy it is to get stuff done: open a Google Slide (presentation) in Google Drive and start typing. Explain that you can share & collaborate in real time on Docs, Sheets and Slides with your classmates and that all files save instantly so your files are backed up — even if something happens to your Chromebook. While you're in a Google Slide, open a new tab, find an image they might use (i.e. a picture of the Eiffel Tower), with two fingers, click the image and then click “copy image” from the menu. Go back to the Google Slide and press ctrl+p to paste it into the doc.



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CHROMEBOOK PERIPHERALS

Supported external peripherals

Enjoy flexibility with external devices like mice, keyboards and more. Here are the types of peripherals you can use with your Chrome device. If a peripheral doesn't work with your Chromebook, it may not be supported at this time.

- USB keyboards (Windows and Mac)
- USB mice with the following features:
 - left button
 - right button
 - scroll wheel
- Bluetooth mice and keyboards (select models)
- Monitors with DisplayPort, DVI, HDMI, or VGA connections (varies by model)
- USB, DisplayPort, and HDMI audio devices
- Headset with a 3.5 mm jack
- Webcam with a USB cable
- MP3 player or mobile phone with a USB cable (can be used for charging)



Learn more on the Chrome OS support page: <http://support.google.com/chromeos>. Search for "peripherals".

WHY SHOULD I SELL CHROMEBOOKS?



Do it for your customers

Chromebooks are designed to put their users' needs first. They make an easy first computer and an affordable additional computer. If you use Chrome browser, a Chromebook will fit right in. Chromebooks are also new and cutting edge devices that help people access the Internet more easily.

It's good business

Chromebooks provide many opportunities to recommend other products in-store:

- Cloud ready or ePrint printers
- Wi-Fi hotspots
- Laptop sleeves
- Most mice and keyboards
- Damage protection plan



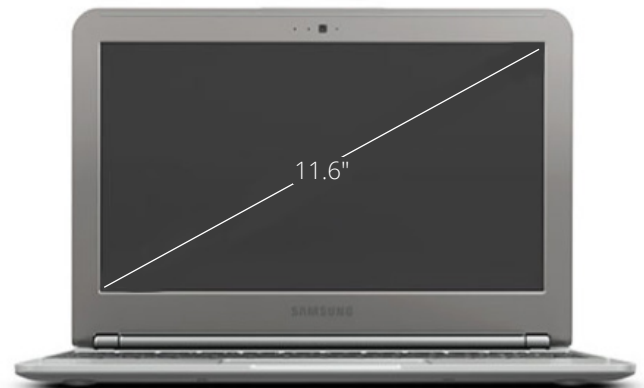
Don't forget the goodies!

Store photos, videos, documents and more with 100 GB of online storage on Drive free for 2 years. This offer is available with some select Chromebook models. Learn more: <http://goo.gl/Fx33E>.

SAMSUNG CHROMEBOOK

Stick it in your purse, backpack, or briefcase. It weighs 2.4 pounds, is less than 0.7 inches thin, and has more than 6.5 hours of battery life.

- 11.6" (1366x768) display
- 0.7 inches thin – 2.42 lbs / 1.1 kg
- Over 6.5 hours of battery
- Samsung Exynos 5 Dual Processor
- 16 GB Solid State Drive
- Free 100 GB Google Drive cloud storage offer with purchase of this device
- Built-in dual band Wi-Fi 802.11 a/b/g/n
- VGA Camera
- 1x USB 3.0, 1x USB 2.0
- HDMI Port
- Bluetooth 3.0™ Compatible
- HDMI, USB 3.0, USB ports
- 3G available on select models



11.4"



USB ports HDMI Power

STARTING AT \$249



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SAMSUNG 550 CHROMEBOOK

Work, browse and play with no limits. It runs on the blazing fast Intel® Core processor and has over 6 hours of battery life.

- 12.1" (1280x800) display
- 3.3 lbs / 1.48 kg
- Over 6 hours of battery
- Intel® Core™ processor
- 4 GB RAM
- 100 GB Google Drive cloud storage with 16 GB Solid State Drive
- Built-in dual band Wi-Fi 802.11 a/b/g/n, Gigabit ethernet, and 3G modem
- HD Camera
- 2 USB 2.0 ports
- 4-in-1 memory card slot
- DisplayPort++ Output (compatible with HDMI, DVI, VGA)
- 3G available on select models
- Kensington™ key lock compatible



STARTING AT \$449



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ACER C7 CHROMEBOOK

Get the basics done, hassle-free. Fast, simple and easy to share.

- 11.6" (1366x768) display
- 1 inch thin – 3 lbs / 1.4 kg
- Up to 4 hours of battery
- Dual-core Intel® Celeron® Processor
- 100 GB Google Drive cloud storage with 320 GB Hard Disk Drive
- Dual band Wi-Fi 802.11 a/b/g/n and Ethernet
- HD Camera
- 3x USB 2.0
- 1x HDMI Port, 1x VGA port
- 2-in-1 memory card slot (SD, MMC)



STARTING AT \$199

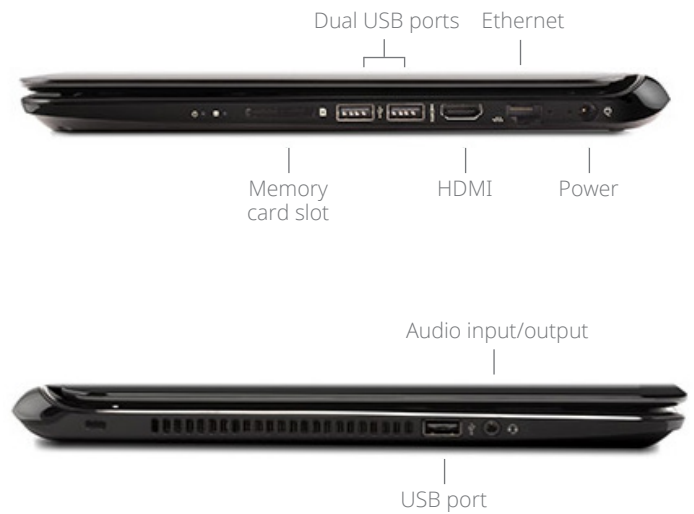


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HP PAVILION CHROMEBOOK (US ONLY)

A great addition to the home with its brilliant 14" display and versatile ports.

- 14" BrightView LED-backlit display (1366 x 768)
- 0.83 inch thin – 3.96 lbs / 1.8 kg
- Up to 4.25 hours of battery
- Dual-core Intel® Celeron® Processor
- 100 GB Google Drive cloud storage with 16 GB Solid State Drive
- Built-in dual band Wi-Fi 802.11 a/b/g/n and ethernet
- HD Camera
- 3x USB 2.0
- HDMI Port
- 2-in-1 memory card slot (SD, MMC)
- Bluetooth 3.0™ Compatible
- Kensington™ key lock compatible



FOR \$329.99



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