

June 11, 2020

Legislative Finance Committee

RE: Montana G Suite Opportunity

Dear Chair Dudik, Members of the Committee:

We applaud the committee's continued efforts to ensure the responsible use of state funds, particularly in this time of declining state revenues. Google is excited about a potential partnership with the state of Montana to offer our tools to enable collaboration for Montana employees and residents. We are extremely committed to this potential partnership and welcome the opportunity to address any questions you may have regarding the nearly \$9M in savings this partnership would provide to the state over the next 4 years - should Montana decide to proceed.

This partnership would allow us to expand on the \$210 million of economic activity Google helped provide in 2019 for 3,200 Montana businesses, publishers, nonprofits, creators, and developers. More than 71,000 Montana businesses received requests for directions, phone calls, bookings, reviews and other direct connections to their customers from Google in 2019. Additionally, Google provided \$1.84 million of free advertising to Montana nonprofits through the Google Ad Grants program.

As the State of Montana looks to recruit and hire from the new workforce, 7 of the 8 largest K-12 school districts by student population utilize G Suite for Education - Google provides this service for free. Across both higher education and K-12's we're seeing an active daily use of over 109,000 students/faculty and staff leveraging G Suite.

In addition to the financial savings, Montana's state agencies and employees are excited about the opportunity to leverage more modern technology. In fact, the pilot of 200 Montana state employees was recently conducted, with 90% of users saying they were supportive of a move to G Suite.

Some degree of reprioritization of ongoing enterprise IT projects is inevitable under the current circumstances with declining state revenues and increased demand to provide virtual constituent services. Government agencies that embrace cloud services have reduced costs, improved services, increased operational effectiveness and delivered agency innovation. Cloud services are a great fit for many applications, reducing costs and providing increased resiliency and security. We are confident Montana can demonstrate the cost savings reference above by embracing G Suite - cloud native collaboration tools - including email and calendar.

From small towns to states, governments are increasingly moving to G Suite to modernize their operations, improve state employee productivity and satisfaction, ensure data security and improve constituent engagement with government agencies.

A few examples of benefits our other state partners have seen:

- Cost Savings: [Switching to G Suite saved the State of Colorado \\$32.5 million over six years.](#)

- Increased Security: Arizona migrated to G Suite and in the first month, Gmail identified and removed 107,000 malicious emails that got past the State's previous system. Government agencies are prime targets for cybercriminals. Critical security and compliance features are baked into G Suite, including FedRAMP Moderate certification, HIPAA compliance, data loss protection, and machine learning-powered protection against phishing and malware.

We look forward to continuing discussions and working with SITSD to maximize the impact of limited resources, modernize agency operations and improve user experience. We are available to answer any questions you may have.

Best Regards,



Leah Popoff

State and Local Government Affairs, Google Cloud