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Smartsheet and Google: Moving from
Communication to Action — Fast



Dustin Avol
Director, Strategic Alliances
Smartsheet

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**Roger Bannister
and John Landy**

“Miracle Mile”

**1954 British Empire and
Commonwealth Games**



A woman wearing a blue long-sleeved shirt and a straw hat is pointing her right index finger towards a whiteboard. The whiteboard has some faint, illegible writing on it. The entire image is covered with a semi-transparent blue overlay. In the background, there are some circular patterns, possibly from a window or a screen.

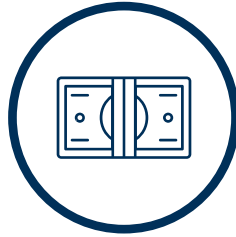
“We saw [G Suite] as an opportunity to improve efficiency and collaboration across teams. The two [Smartsheet and Google] work in tandem very well and together were exactly what we needed to achieve our digital transformation.”

Melissa Pateritsas, Manager, Information Technology Project Management, Shaw Industries

Make Better Decisions -- Faster



**Work in
Context**








**Increase
ROI**



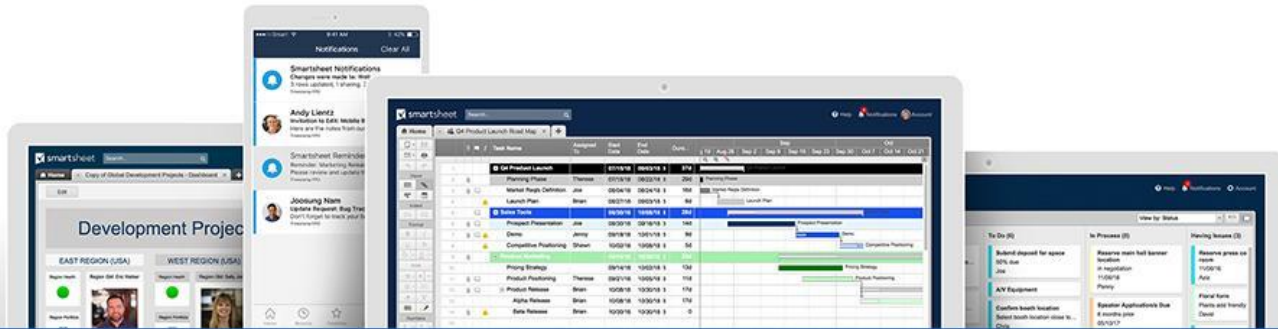
**Break Down
Barriers**

Smartsheet and G Suite

Better Together

Author	Store	Manage	Communicate	Reference
Cloud Office & Creative	File Sync and Share	Collaboration Work Management	Messaging	Team Sites, ECM
Creation of content or digital assets, often shared, sometimes co-authored	Place to organize, access, secure and share files.	Visibility, action, status, and automation for collaborative tasks, projects, or processes.	Text, voice, and video from one person or group to another, often feed based and searchable.	Structured websites for reference knowledge, instruction, and navigation.
	 Google Drive		 HANGOUTS 	

Make collaboration work with seamless integrations to G Suite



Bring Teams Together to Execute with Speed and Accountability



Start a Hangout



Overlay Calendars and Milestones



Add Emails & Attachments to Smartsheet



Take Action on Alerts and Requests



Merge Data into Docs



Create, Attach and View Files



Sync Forms Data to Smartsheet



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Smartsheet and Google: Moving from
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Travis Hagens
Strategic Partner Manager
Google

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Transforming the way we work

More engaged

More data driven

More productive

More collaborative

More agile

More secure



Growth is possible in an environment where people can realize their full potential and productivity tools provide a competitive edge



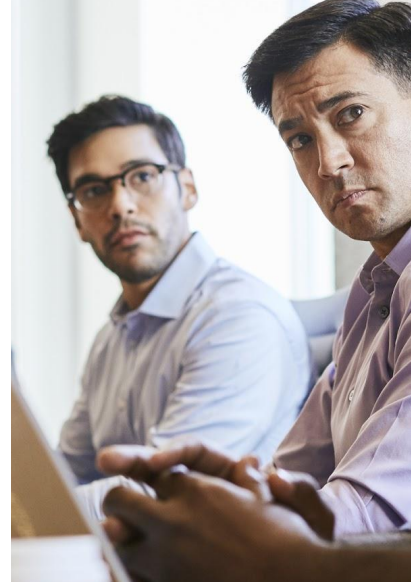
**Culture of
collaboration**



**Intelligent
productivity**



**Connected
knowledge**

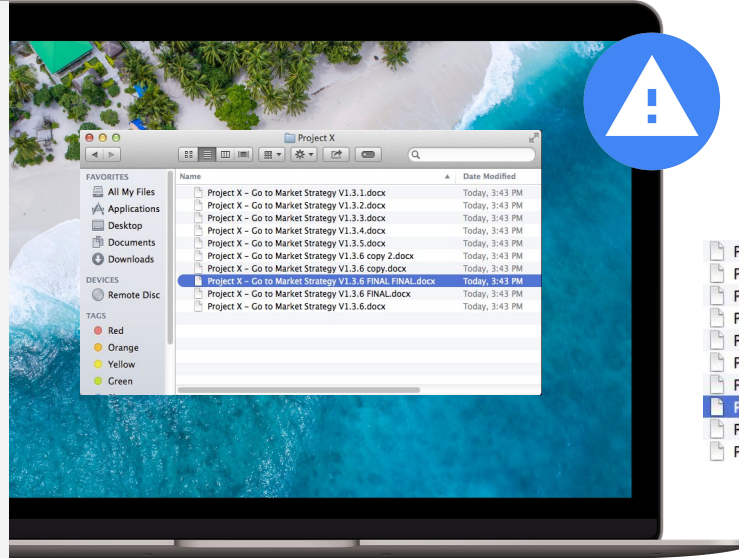


**Simple and secure
manageability**

Collaboration has evolved

50%

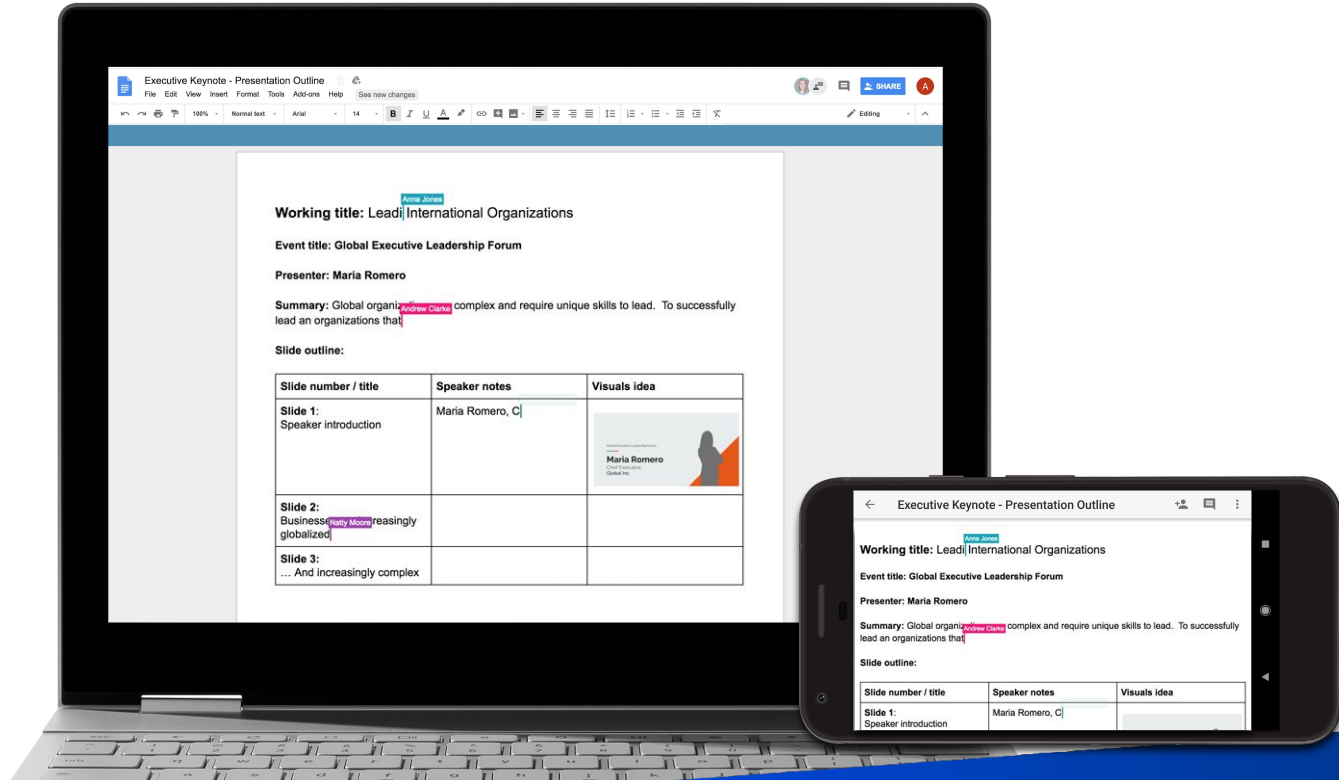
Global workforce
projected to be working
remotely by 2020¹



Apps and devices
that scale and streamline
management

- Project X - Go to Market Strategy V1.3.1.docx
- Project X - Go to Market Strategy V1.3.2.docx
- Project X - Go to Market Strategy V1.3.3.docx
- Project X - Go to Market Strategy V1.3.4.docx
- Project X - Go to Market Strategy V1.3.5.docx
- Project X - Go to Market Strategy V1.3.6 copy 2.docx
- Project X - Go to Market Strategy V1.3.6 copy.docx
- Project X - Go to Market Strategy V1.3.6 FINAL FINAL.docx**
- Project X - Go to Market Strategy V1.3.6 FINAL.docx
- Project X - Go to Market Strategy V1.3.6.docx

G Suite revolutionized collaboration



Make better business decisions

The screenshot shows a Google Sheets spreadsheet titled "Assort Sales Tracking". The spreadsheet has columns for Item, Flavor, Product number, Serial Number, Unit price, and Profit n. The data includes various pastries like Croissant, Cookie, Cake, Muffin, Danish, and Donut, each with a specific flavor and product number. A circular callout highlights a formula explanation for the highest flavor by profit.

highest flavor by profit

For A1:L240

QUESTION
highest flavor by profit

ANSWER
Top Flavor by Profit

Flavor	Profit
Hazelnut	£155.00

[See formula](#)

Flavor

Hazelnut

Hide formula

smartsheet
ENGAGE

That's why Smartsheet collaboration is important



Combine **work** and **chat** to **get more done** where conversations happen



Receive and **reply** to Smartsheet notifications, requests and reminders **without leaving Hangouts Chat**



Save time and **get more work done** without switching apps



smartsheet +



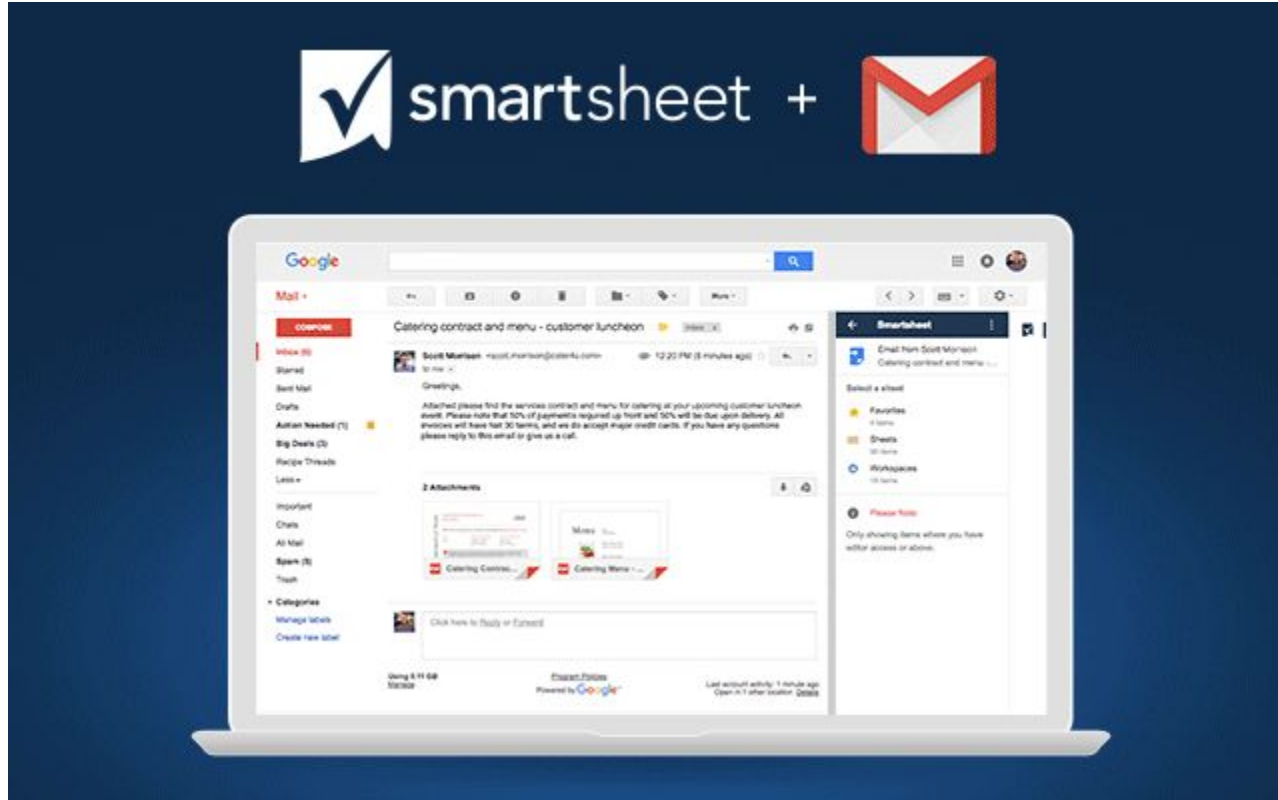
Hangouts Chat

Demo & Discussion

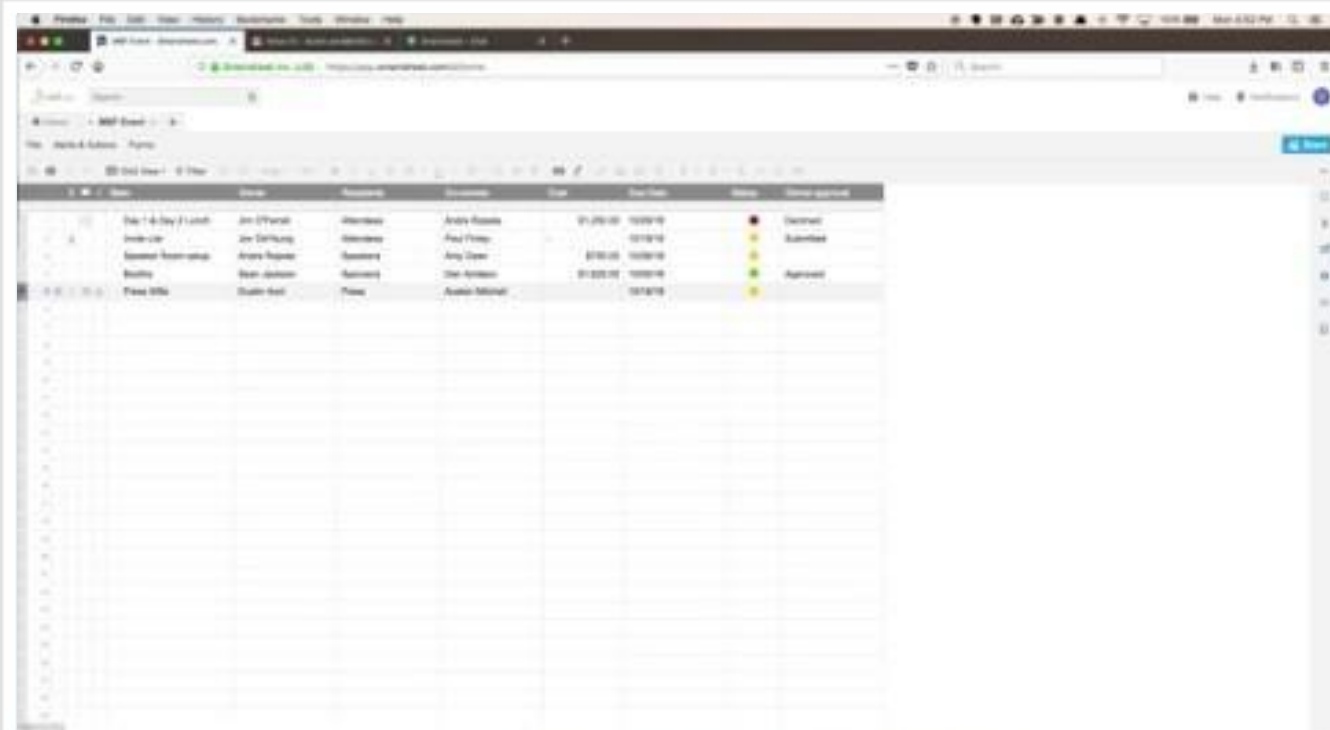
Gmail Add-on



Smartsheet for Gmail Add-on



Demo of Gmail Add-on



The screenshot displays a Gmail interface with a table of project tasks. The table has the following columns: Name, Owner, Assigned, Completed, Due, Due Date, Status, and Clear approval. The data rows are as follows:

Name	Owner	Assigned	Completed	Due	Due Date	Status	Clear approval
Site 1-4 Day 1 Launch	Jim O'Connell	Assigned	Andy Roane	\$1,250.00	10/10/19	Declined	
Mobile App	Jim O'Connell	Assigned	Paul Papp		10/10/19	Submitted	
Backend App Setup	Andy Roane	Assigned	Andy Roane	\$150.00	10/10/19		
Building	Sean Jackson	Assigned	Sean Jackson	\$1,000.00	10/10/19	Approved	
Phone Site	Quinn Bell	Phone	Andy Roane		10/10/19		

Demo & Discussion

Hangouts Chat

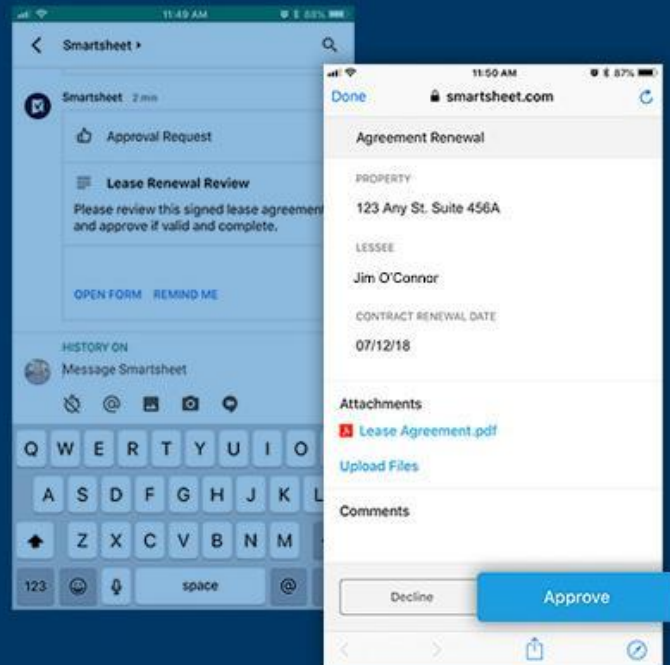


smartsheet

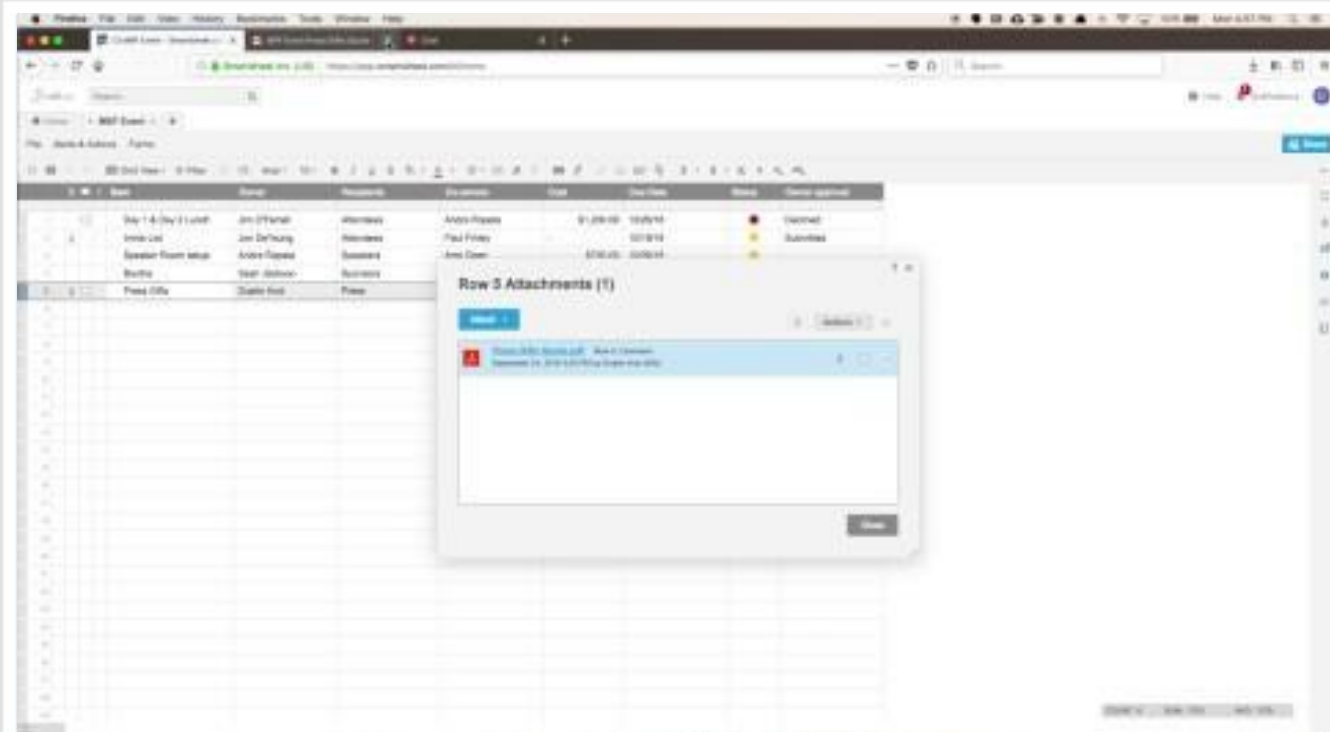
Smartsheet Bot for Hangouts Chat



+ @ Hangouts Chat



Demo of Hangouts Chat Bot



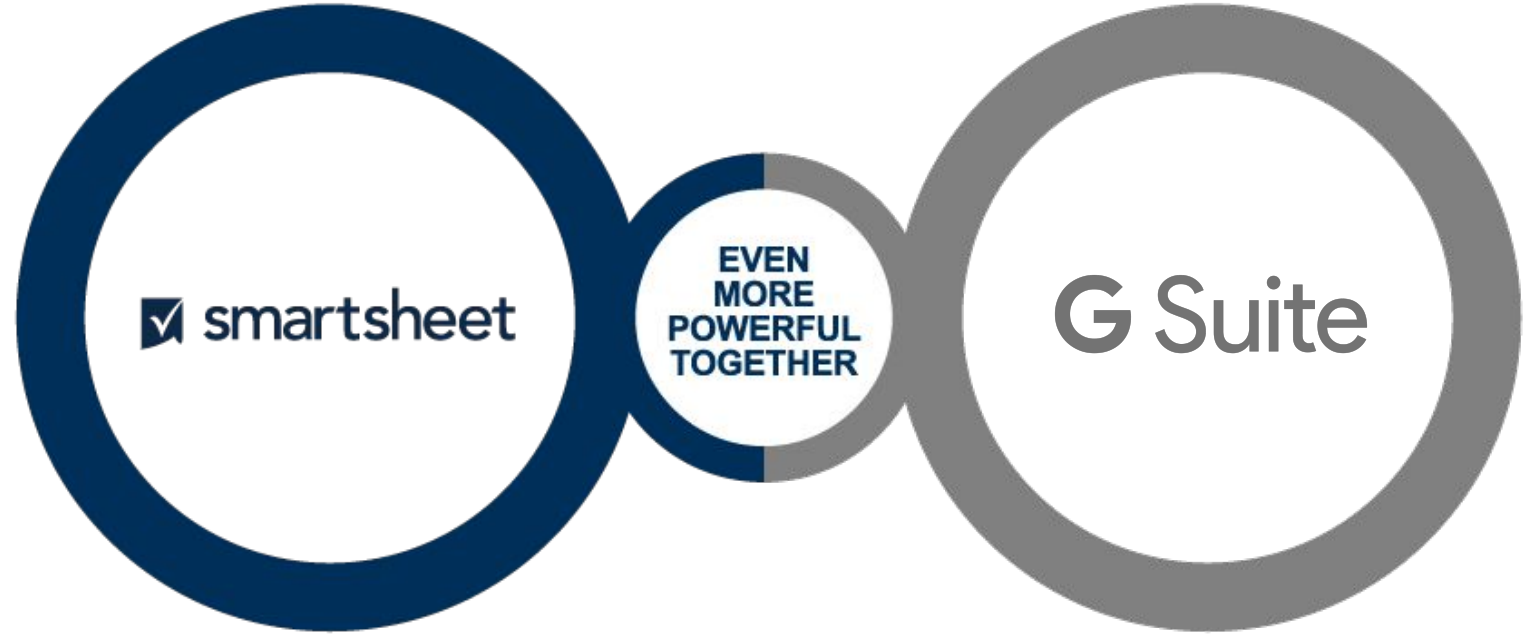
smartsheet ENGAGE / Customer Participants



Christel Pellerin
Sr Mgr, Program Management
Virgin Voyages



Mike Barnes
Chief Operating Officer
RER Energy Group



Berlin Marathon: Sept. 16, 2018

Eliud Kipchoge Splits

100m	17.30s
200m	34.60s
400m	69.19s
800m	2:18.39
1.5km	4:19.47
3km	8:38.95

5km	14:24
10km	28:49
15km	43:14
½ Marathon	1:00:49.5

26.2 miles
2:01.39
WORLD RECORD

smartsheet ENGAGE / Q&A



Christel Pellerin
Sr Mgr, Program
Management Virgin Voyages



Travis Hagens
Strategic Partner Manager
Google



Mike Barnes
Chief Operating Officer
RER Energy Group

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Don't forget to:

- Share your feedback in our survey in the ENGAGE app
- Stop by the Smartsheet Automations & Integrations booth on the first floor
- Visit the Innovation Center for hands-on learning, support, services, swag, and more