

## IT consultant strengthens relationship with clients through Google Workspace Referral Programme

IT consultant [Martin Mann](#) supports start-ups and small businesses with all of their digital needs. Because many of his clients are starting out on their own after making the decision to launch their own business, he offers an "essential start-up package", which includes help ranging from advice on setting up email and calendars over coffee, to support with hardware, billing solutions and online storage.

### The easy solution

As a big fan of Google Workspace, Martin recommends it to most of his clients looking to set up or improve their business processes.

*"My clients love [Google Workspace] because it's so easy to use. They enjoy the fact that they can support themselves – they don't need to be on the phone every five minutes,"*

says Martin. "And because it works on so many devices, I don't need to worry about what the client is using. It's just so much easier to set up."

### Strengthening client relationships

Martin joined the Google Workspace Referral Programme to strengthen his offer to clients. By using referral discount codes, he is able to provide additional cost savings, which helps to create a stronger bond with clients going forward. "With start-ups, [Google Workspace] is the first thing I talk about. I listen to their problems, like emails not syncing across devices, and say: I've got a solution for that," says Martin. "For people with remote offices, [Google Workspace] is an absolute must. Google Drive makes collaboration so much easier than other solutions."

### Valued support

One of the biggest benefits for Martin is the additional support he receives from Google, which enables him to quickly respond to any unexpected issues his clients may experience. "Google are always there on the phone. Whether you're a month or year into the programme, you can phone up and Google help to fix it," he says.

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Martin Mann, IT consultant

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### About Martin Mann

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