

# One New Zealand Unites with Google Cloud to Drive Digital Transformation for Kiwi Businesses

One New Zealand selects Google Cloud to simplify infrastructure, and unlock growth and innovation opportunities for Kiwi businesses with tailored digital offerings

**Auckland, New Zealand, 21 Sep 2023** — [One New Zealand](#) (One NZ) and Google Cloud today announced a five-year strategic partnership to bolster cloud transformation, and accelerate digitization efforts across small and midsize businesses (SMB), enterprises, and public segments in New Zealand.

The agreement will involve both organizations working together to modernize One NZ's infrastructure, and jointly go-to-market with tailored software-as-a-service (SaaS) offerings that give Kiwi businesses easy access to cloud-based tools to help them quickly and securely digitize.

Mike Purchase, interim chief enterprise director at One New Zealand said, "One New Zealand is 100 percent focused on helping Kiwi businesses thrive. We are delighted to further strengthen our partnership with Google Cloud, to help us modernize and simplify our own systems and infrastructure, and also create a step change in productivity for our customers."

## **Digitally transforming Kiwi businesses**

Google Cloud will work with One NZ to bring digital solutions, including data and analytics technologies, AI tools, Google Workspace and security solutions, to One NZ's SMB, enterprise and public sector customers.

One NZ will also offer customized software-as-a-service solutions, via One NZ's cloud marketplace, aimed at fully digitizing SMBs at each stage of their businesses. This will help companies scale their businesses, accelerate the pace of innovation, and build better customer experiences.

## **Building a cloud-first foundation**

The collaboration with Google Cloud forms a part of One NZ's broader business and technology transformation plan—paving the way towards becoming a cloud-first organization.

One NZ will leverage Google Cloud's infrastructure to simplify its IT environment onto a scalable and resilient platform, with a goal of streamlining core operations to improve customer experiences and optimize costs. Tapping Google Cloud's security solutions and Mandiant Consulting services, One NZ's end-to-end operations will also be further strengthened by advanced threat protection and customer data security.

"Our growth mindset and culture of innovation strongly aligns with One New Zealand, and we are delighted to be partnering with the company on its cloud-first transformation journey," said Caroline Rainsford, country director, Google New Zealand. "By bringing together the best of Google Cloud and One NZ, we are making cloud solutions more accessible for Kiwi businesses, so they can focus on building for scale and unlocking new business models to be more competitive on the global stage."

Tony Baird, chief technology officer at One New Zealand said, "Google Cloud has been a key partner across our technology stack for some years now. We look forward to bringing their pedigree of innovation in data, AI, and networking to support our strategy moving forward."

## **About One NZ**

One New Zealand is one of Aotearoa's leading connectivity companies and we offer a range of broadband, mobile and technology products. We are focused on creating a better future for Aotearoa New Zealand through remarkable technology solutions that simplify lives and businesses, and we operate New Zealand's first and one of its leading 5G networks. We maintain almost three million connections with consumer, business, public sector and wholesale customers via One NZ and FarmSide, New Zealand's rural broadband specialist. We're proud to help other Kiwi businesses to thrive by partnering with world-leading brands to offer best-in-class ICT services. For more information, please visit <https://one.nz/>

## **About Google Cloud**

Google Cloud accelerates every organization's ability to digitally transform its business and industry. We deliver enterprise-grade solutions that leverage Google's cutting-edge technology, and tools that help developers build more sustainably. Customers in more than 200 countries and territories turn to Google Cloud as their trusted partner to enable growth and solve their most critical business problems.

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