



BOX
Chrome



The Automated Chromebook Solution

Your Hosts Today



Alexio Velazquez

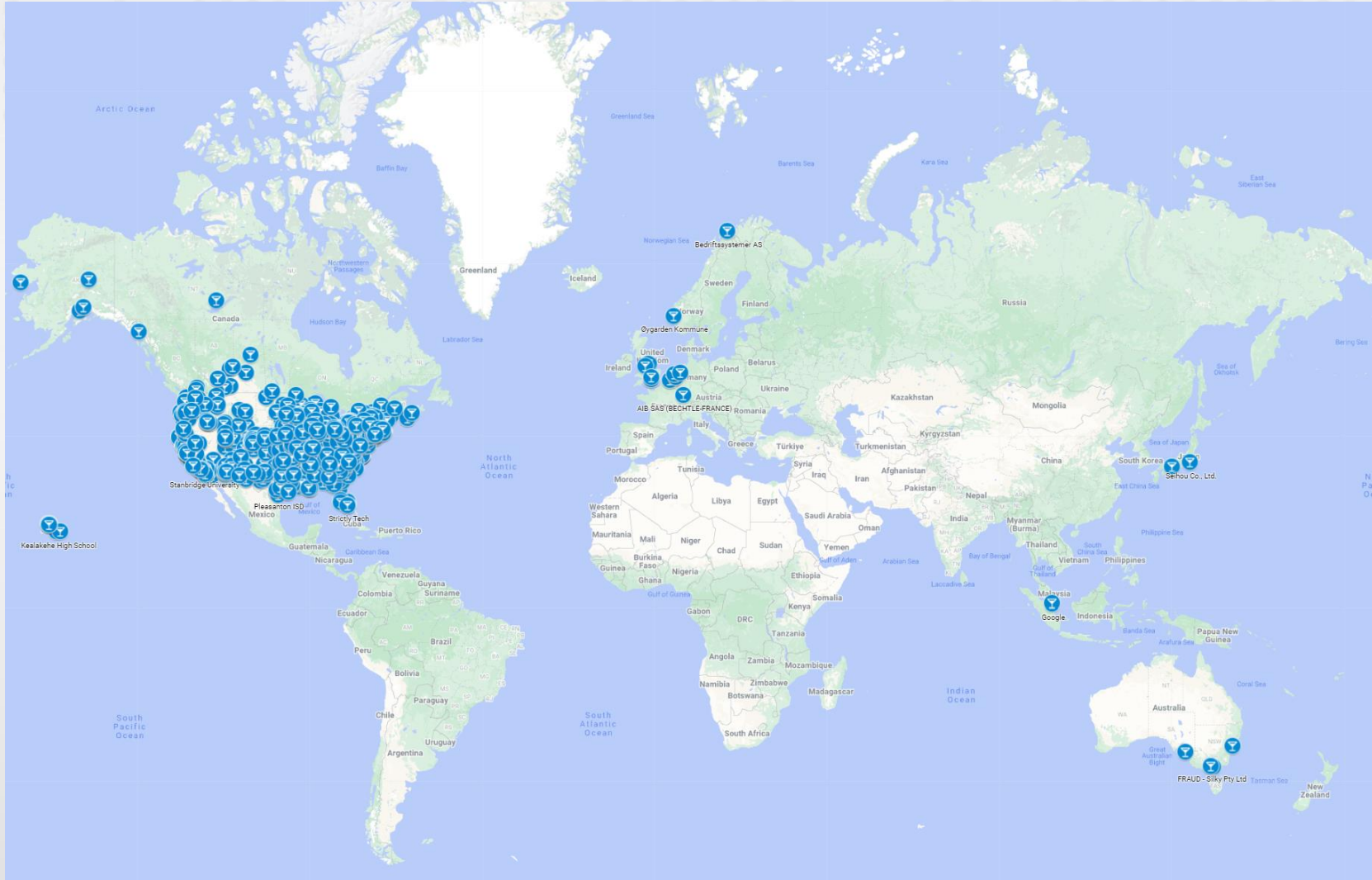
Engineering and Product Development Manager
Electrical Engineer – Old Dominion University
At Go-Box for 8 years
Built the product from concept to reality!

Alan Sherbourne

Director of Education Programs
Administrator of Technology and Innovation for Orange County
Public Schools
IT Manager for a Fortune 500 company
Over a decade in Education (K-12 and Post-Secondary)



Who is Go-Box?



Leader in Chromebook Enrollments since 2016

4000+ units sold

850+ customers around the world

Our Mission:

Go-Box is on a mission to save IT departments from the tedious, mundane tasks that keep them away from their true purpose: serving students and prepping them for success in our ever-evolving future. We're here so they can spend less time pushing buttons - and more focusing on opportunities to expand learning outcomes.

1:1 Creates Problems of Scale



Simple deployment processes (like enrollment and configuration) multiplied over hundreds or thousands of devices can grind operations to a halt.

Manual Enrollment & Configuration



Manual Enrollment

- Resource heavy
- Can take weeks
- Error prone entry
- Painfully repetitive
- NOT FUN

“Centipede”



```
#define KEY_ESC 0xB1
#define KEY_CAPS_LOCK 0xC1

int buttonPin = 2; // Set a button to any pin
int RXLED = 17;
static uint8_t __clock_prescaler = (CLKPR & (~_BV(CLKPS0)) |

void wait(int cycles = 1);

void setup()
{
  setPrescaler(); // Set prescaler to highest clock speed
  Keyboard.begin(); // Start the keyboard emulator
  pinMode(buttonPin, INPUT); // Set up the debugging pin.
  digitalWrite(buttonPin, HIGH);

  pinMode(RXLED, OUTPUT); // Configure the on-board LED
  digitalWrite(RXLED, LOW);
  TXLED1;
  if (digitalRead(buttonPin) == 0) {
    showSuccess();
  }
  wait(5); // Wait for all services to finish loading
}

void loop() {

  if (digitalRead(buttonPin) == 1) { // Check for debuggi
    wifiConfig(); // Enter the wifi configuraton method (
    TXLED1; // Toggle the TX on-board LED
    wait(8); // Wait for the connection to be established
    while (digitalRead(buttonPin) != 1) {
      bootLoop();
    }
    TXLED0;
    enterCredentials();
    if (skipAssetIdScreen) {
      skipAssetId();
    }
    showSuccess();
  }
  bootLoop();
}
```

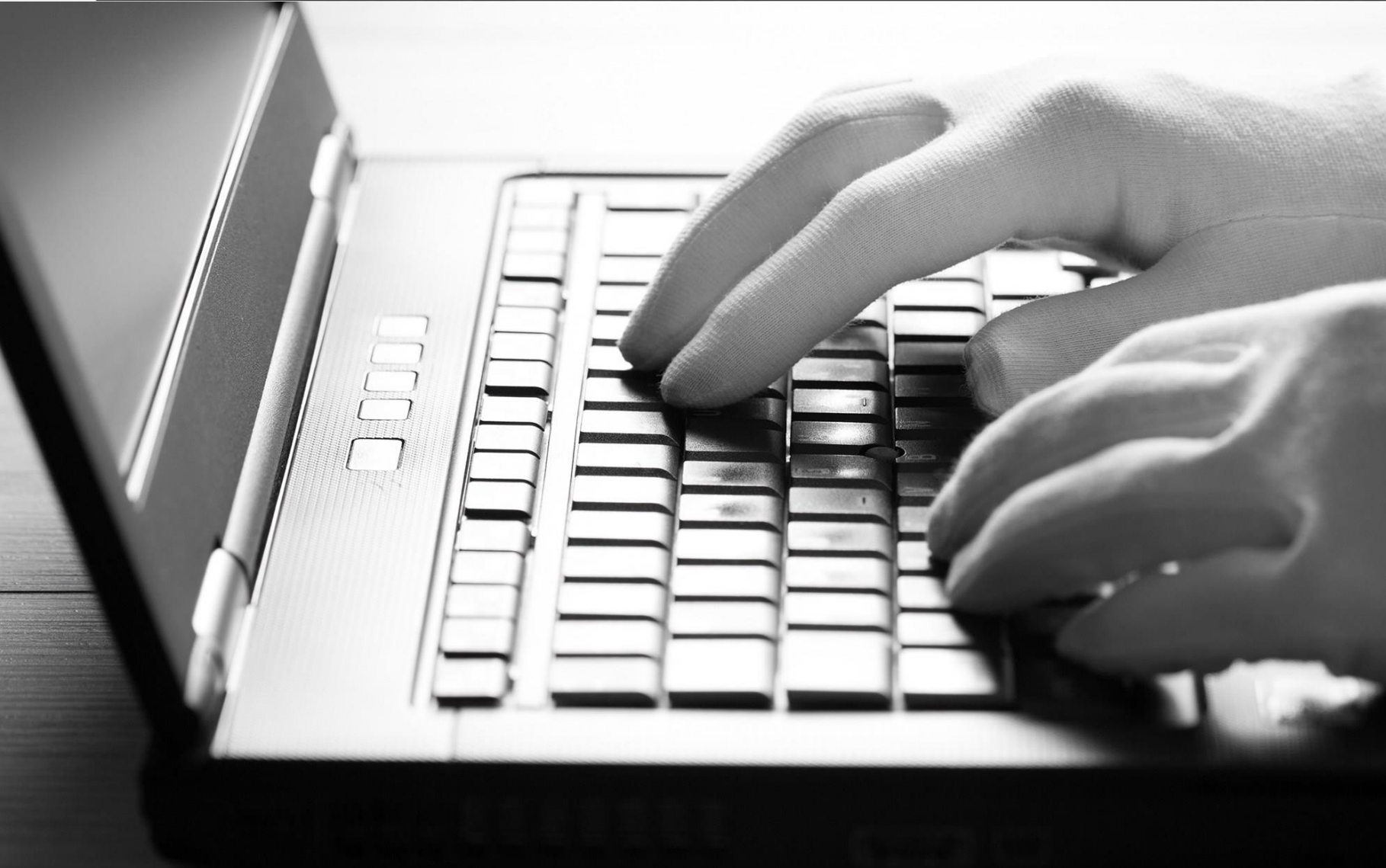
“HAK5 Rubber Ducky”



Disadvantages:

- Coding knowledge required
- Wasted time tinkering
- Difficult to work with
- Frustration
- Zero support
- **Avg. 30% failure rate!**

“White Glove” Services



Expensive, cost prohibitive for many schools and businesses.

**\$7 per Chromebook
x 3,000 Chromebooks
\$21,000 white glove fee**

**2 min per Chromebook
x 3,000 Chromebooks
100 man hours**

What could you spend that extra budget on?

ZTE: Not really Zero Touch



- Purchased devices must support ZTE.
- Businesses must be an approved pre-provisioning partner with Google.
- Pre-provisioning token exchange(s) required.
- Failed devices still require manual enrollment.
- First time connection to Wi-Fi credentials are required.
- One time enrollment – no additional support.



There's a better way: Go-Box



The only commercial solution for automated Chromebook enrollment and configuration

Main advantages:

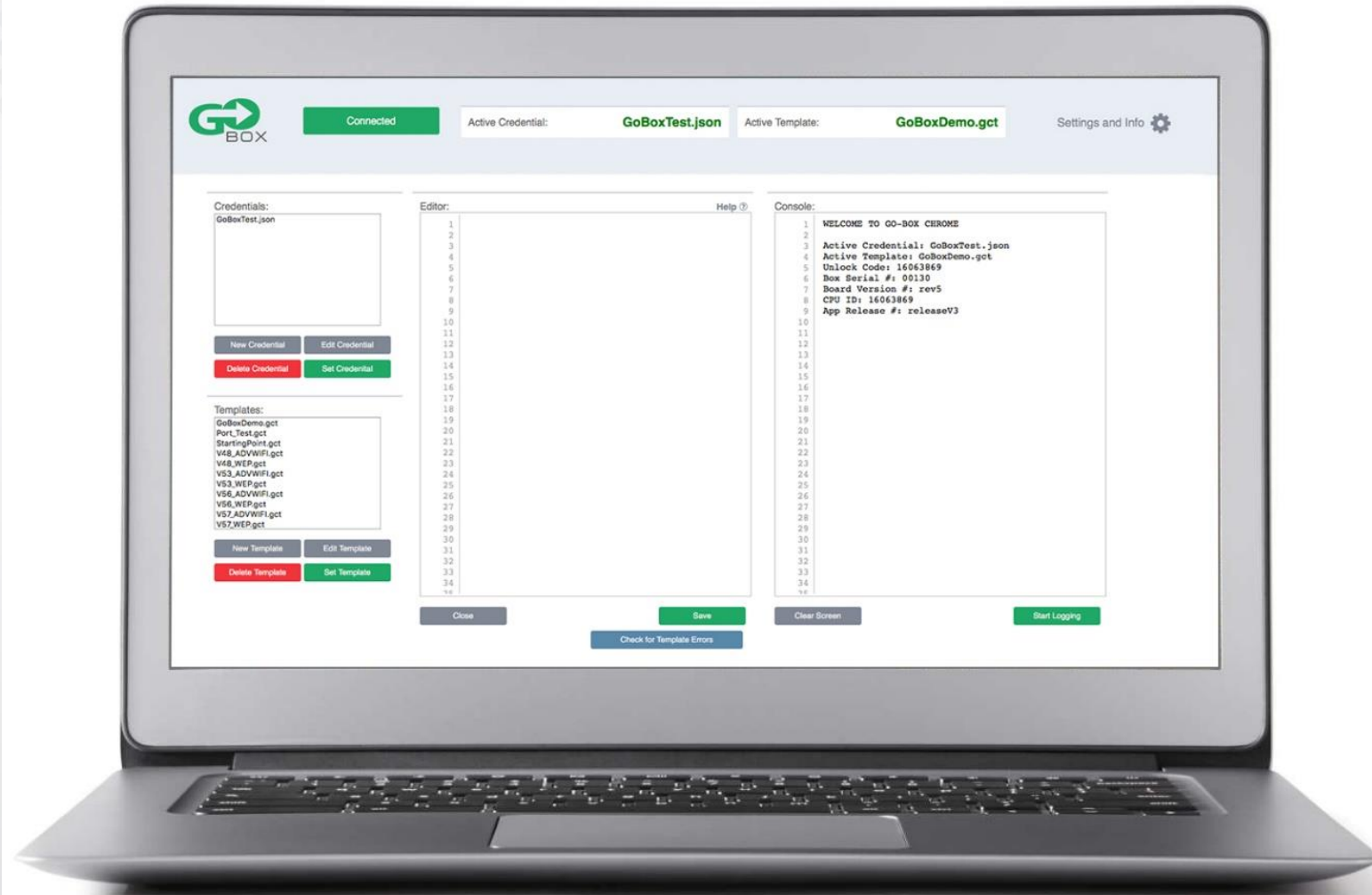
- 16 Chromebooks at a time
- No coding knowledge needed
- User Interface (UI) for easy set up
- Full technical support
- Powerful Chromebook automation makes short work of large deployments
- Built in the USA



How fast? Customer testimonials:

- 24 Chromebooks in 2 minutes
- 16 in about 90 seconds
- 1,500 Chromebooks in 2.5 days by ONE person
- 6,000 Chromebooks in less than a week

Go-Box Features: The User Interface

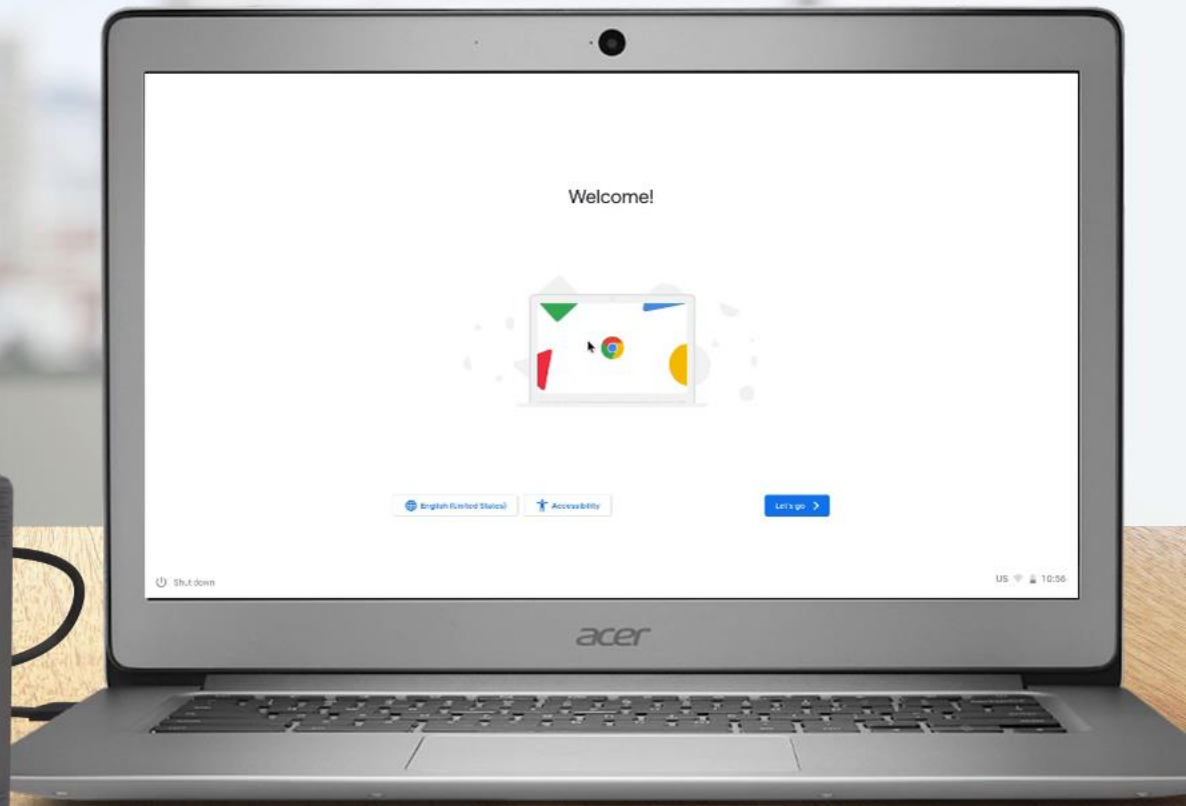
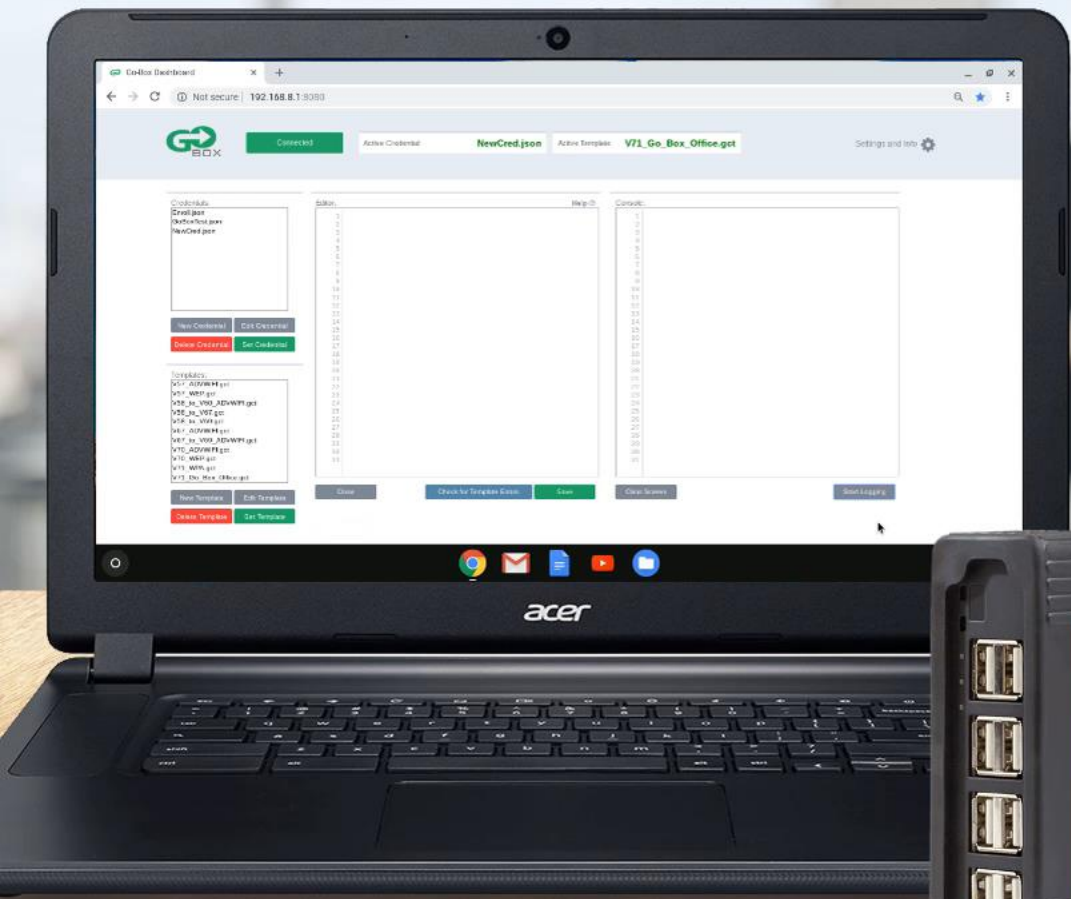


UI accessible from any computer or Chromebook

Easy to set up

Start from pre-made templates to save time

Save multiple versions to easily switch between different OUs or schools



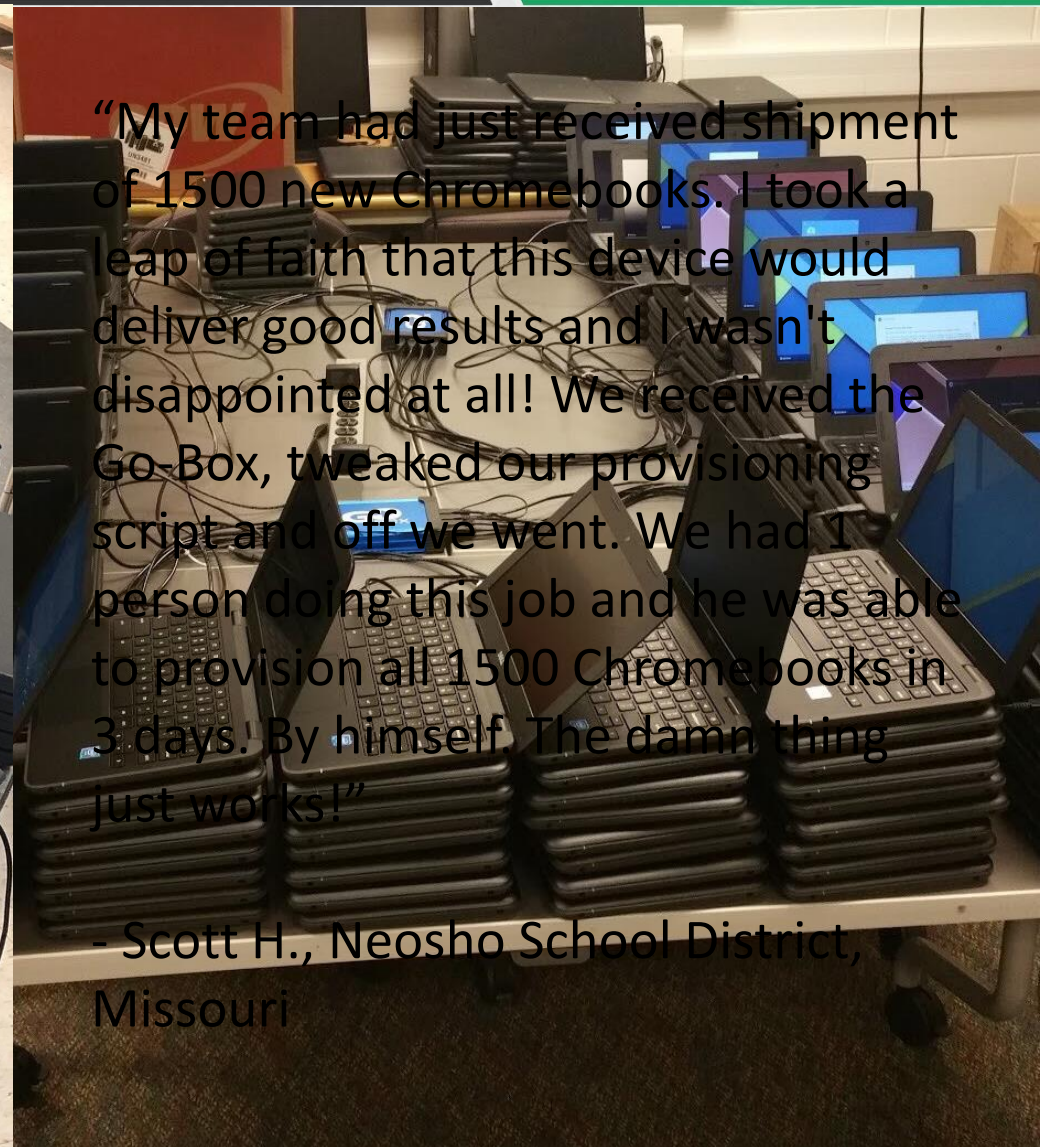
Here to help

Our #1 goal is for you to have an amazing experience with your Go-Box

- Email or Phone
- Get help with setup, configuration issues, creating custom templates, and more!
- Chrome OS release monitoring
- New Template releases



Actual Deployments using Go-Box



“My team had just received shipment of 1500 new Chromebooks. I took a leap of faith that this device would deliver good results and I wasn't disappointed at all! We received the Go-Box, tweaked our provisioning script and off we went. We had 1 person doing this job and he was able to provision all 1500 Chromebooks in 3 days! By himself. The damn thing just works!”

- Scott H., Neosho School District, Missouri

What customers are saying



This is great!!!! Yorkville 115 has created their own white glove service using Go-Box Chrome. We can configure 24 machines in 2min!

-Ryan A., Yorkville, Illinois



I love the Go-Box. Last year I did over 1000 Chromebooks in about 3 days by myself. Once it was setup it was easy as can be to plug them in, let it work, and then on to the next set in roughly a minute and a half... Again the Go-Box was a life saver for me.

- Jim Gaydusek, Shelley Joint School District 60, Idaho

The Go-Box is working well, it now takes longer to plug the Chromebooks in than it takes to provision!

-Jim M., British Columbia, Canada

I am thrilled with the Go Box and just amazed at the time savings! So glad I visited your booth at ICE this year! Thanks!

-Heather D., Flora CUSD #35, Illinois

Once we got the Go-Box script tweaked, it was faster than one person could do by themselves! By the end of the process we were provisioning about 200 an hour and that was only limited by man power, not the go-boxes!

- Chris B., Fairfield Public Schools, Fairfield, CT

We received the Go-Box, tweaked our provisioning script and off we went. We actually had 1 person doing this job and he was able to provision all 1500 Chromebooks in 3 days. By himself. The damn thing just works!

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Why do schools buy Go-Box?

- To save lots of money over typical white glove fees
- To save time compared to doing it manually
- To end the frustration from DIY hacks
- To create your own “in-house” white glove solution



It doesn't get any easier than Go-Box!

- Easy setup with our User Interface
- Pre-made templates for all major OS versions
- Fully supported
- So easy ... even a Tech Director's Assistant can do it! (true story)



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    wifiConfig(); // Enter the wifi configuration method (
    TXLED1; // Toggle the TX on-board LED
    wait(8); // Wait for the connection to be established
    while (digitalRead(buttonPin) != 1) {
      // Wait for the button to be pressed
    }
    TXLED0;
    enterCredentials();
    if (skipAssetIdScreen) {
      skipAssetId();
    }
    showSuccess();
  }
  bootLoop();
}
```

How to buy Go-Box



Single Domain EDU

SKU: GBC018K12

- \$1,499 MSRP
- \$1,399 MAP

Multi-Domain PRO

SKU: GBC021PRO

- \$1,999 MSRP
- Same savings and service!

Deal Registration Program with Douglas Stewart



Questions?





Supplemental Slides - Technical

Go-Box Features: Active Pair



Go-Box interface header showing 'Connected' status, 'Active Credential: GoBoxTest.json', and 'Active Template: Port_Test.gct'.

An Active Pair is made of two separate files:

- Active Credential
- Active Template

Credentials:

- Wi-Fi SSID + PW
- Enrollment Account and Password

Templates:

- Wi-Fi
- Terms & Conditions
- Enrollment Menus
- OS version specific

Together, these form a script

```
1 WELCOME TO GO-BOX CHROME
2
3 Active Credential: GoBoxTest.json
4 Active Template: Port_Test.gct
5 Unlock Code: 00000000
6 Box Serial #: 00000
```

Go-Box Features: Credentials



Connected

Active Credential: **GoBoxTest.json**

Active Template: **Port_Test.gct**

Settings and Info

Credentials:

- GoBoxTest.json
- Western_Branch_High.json
- JFK_Elementary_Grade_5.json
- JFK_Elementary_Grade_4.json
- Nansmond_High_Teachers_Networ
- Nansmond_High_Student_Network

New Credential Edit Credential

Delete Credential Set Credential

Templates:

- GoBoxDemo.gct
- Port_Test.gct
- V48_to_V52_ADVWIFI.gct
- V48_to_V52_WEP.gct
- V53_to_V55_ADVWIFI.gct
- V53_to_V55_WEP.gct
- V56_ADVWIFI.gct
- V56_WEP.gct
- V57_ADVWIFI.gct
- V57_WEP.gct
- V58_to_V60_ADVWIFI.gct

New Template Edit Template

Delete Template Set Template

Editor

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Close

Check for Template Errors

Save

Console

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```

Welcome to Go-Box Console

Active Credential: GoBoxTest.json
Active Template: Port_Test.gct
Unlock Code: 00000000
Box Serial #: 00000
Board Version #: rev5
App Release #: rev00000

Clear Screen

Start Logging

Easy set up: Simply fill in placeholders with your credentials

Store an unlimited amount of configurations:

- Multiple Locations
- Enrollment into Organizational Units (OU)
- Different network configurations

Switching between configurations is just a couple clicks away

Go-Box Features: Templates



A screenshot of the Go-Box web interface. At the top, there's a navigation bar with the Go-Box logo, a 'Connected' status indicator, 'Active Credential: GoBoxTest.json', 'Active Template: Port_Test.gct', and a 'Settings and Info' gear icon. The main content area is titled 'Templates:' and contains a scrollable list of template names: V53_to_V55_WEP.gct, V56_ADVWIFI.gct, V56_WEP.gct, V57_ADVWIFI.gct, V57_WEP.gct, V58_to_V60_ADVWIFI.gct, V58_to_V67.gct, V67_ADVWIFI.gct, V68_to_V69.gct, V70_WPA.gct, and Update_Post_Provision.gct. Below the list are four buttons: 'New Template', 'Edit Template', 'Delete Template', and 'Set Template'. A green box highlights the 'Set Template' button and the 'Update_Post_Provision.gct' template name. On the left side, there's a 'Credentials' section with a list of credentials and a 'Help' icon. On the right side, there's a 'Console' section showing a log of system messages, including 'WELCOME TO GO-BOX CHROME', 'Active Credential: GoBoxTest.json', 'Active Template: Port_Test.gct', and various system parameters like 'Board Version #', 'CPU ID', and 'App Release #'. At the bottom, there are 'Save' and 'Start Config' buttons.

Start from pre-made templates to save time

- Free Templates for all OS versions (for life!)
- **Fastest**, most efficient enrollment
- Store as many as you like
- Support for Advanced Wi-Fi and Captured Portal Authentication
- Custom Templates

Easy to switch between templates in just a few clicks