GO BOX Chrome

The Automated Chromebook Solution

Your Hosts Today

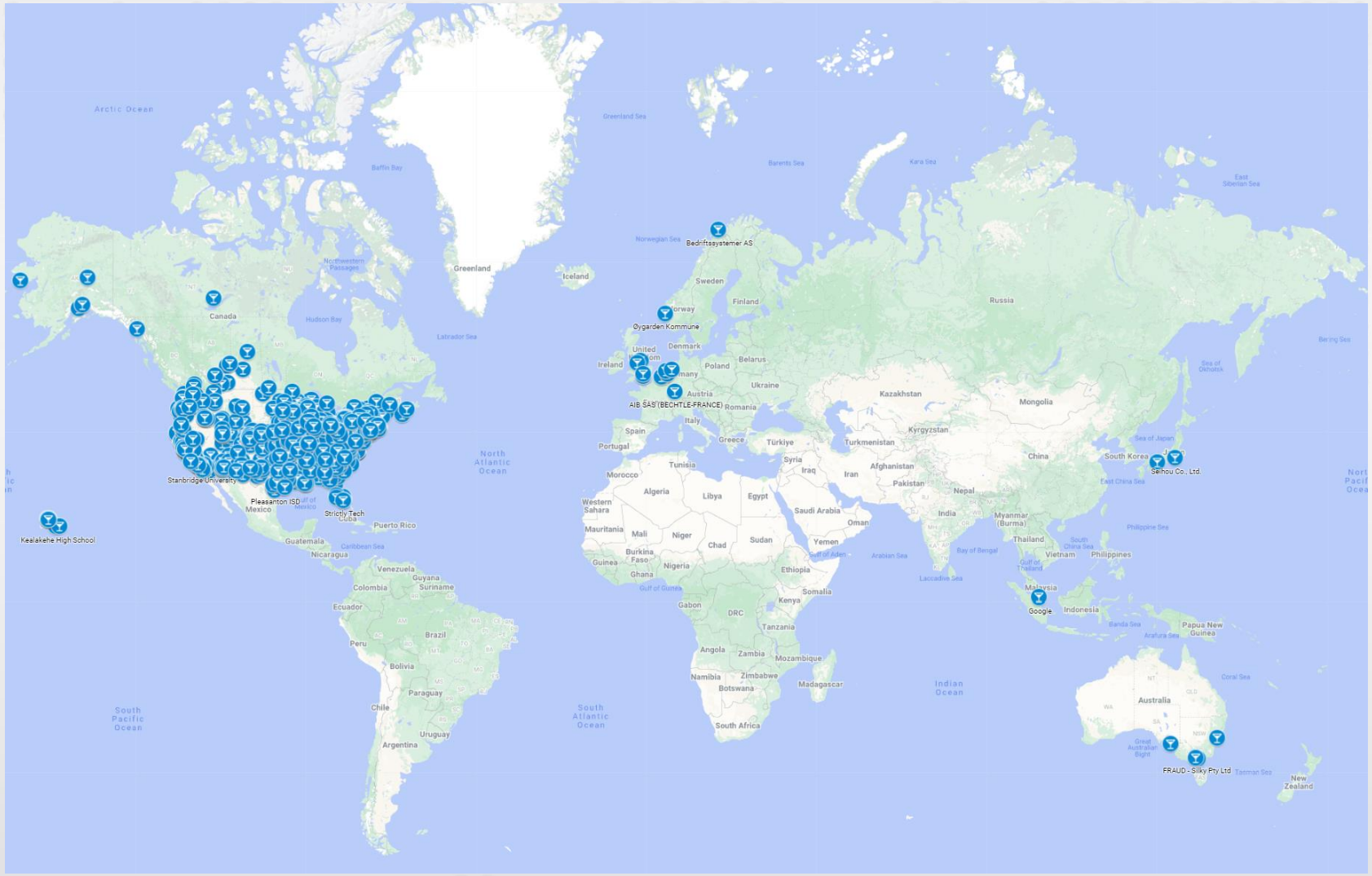
Alexio Velazquez

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

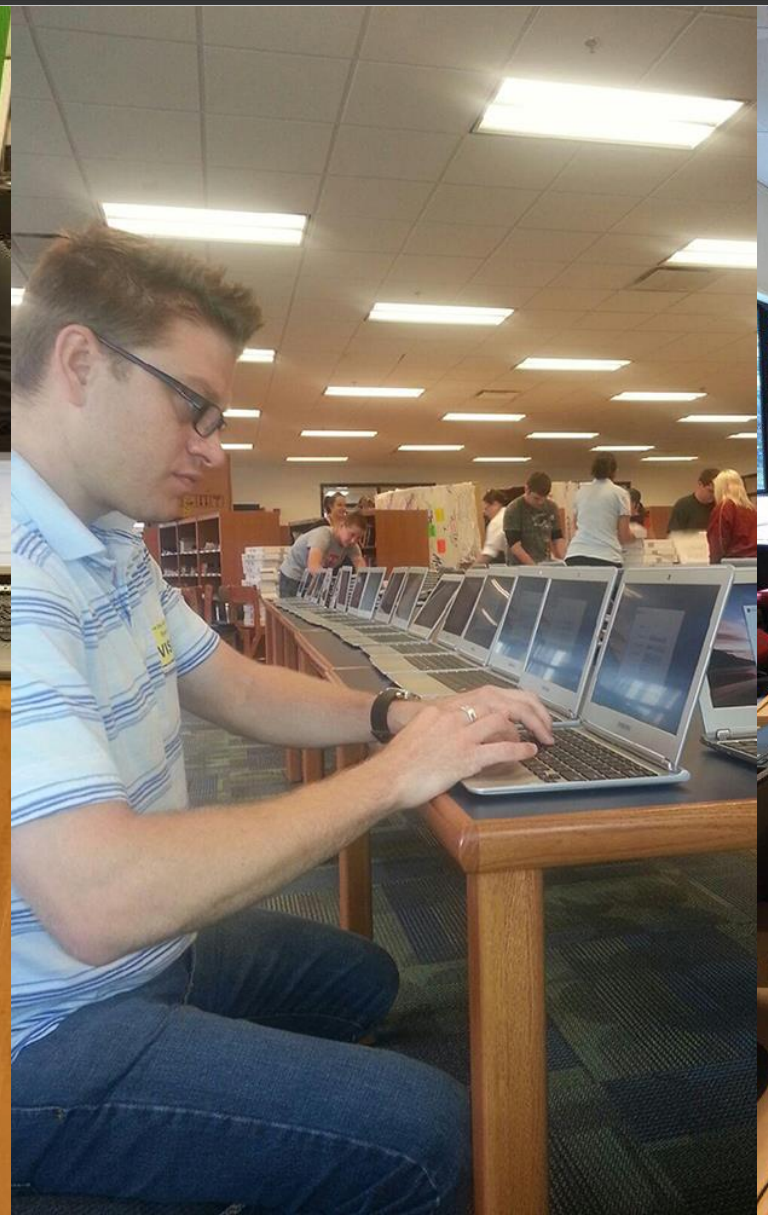
Our Mission:

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

DIY automation hacks ...

“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 they 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() {

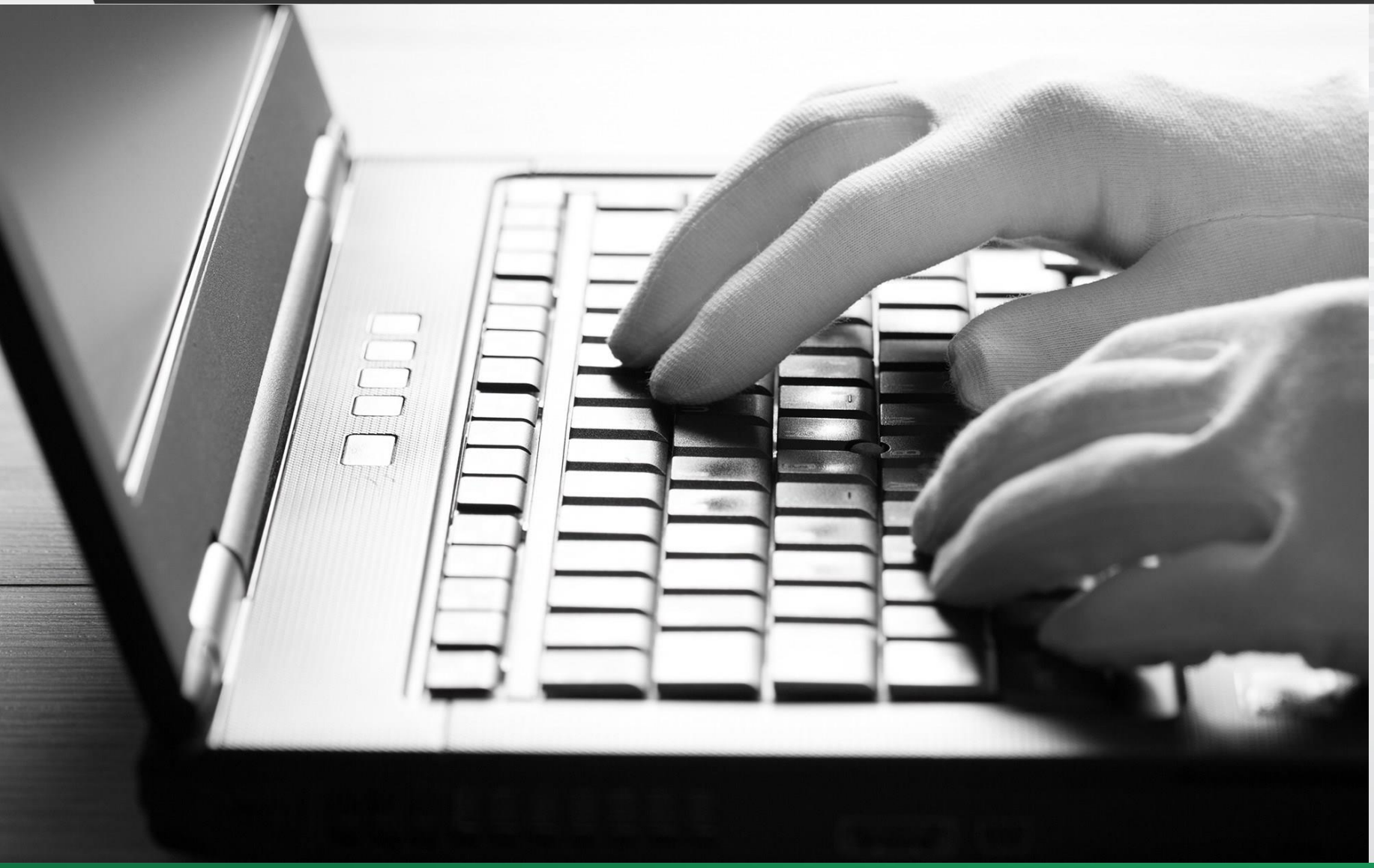
  if (digitalRead(buttonPin) == 1 ) { // Check for debuggi
    wifiConfig(); // Enter the wifi configuration method (
    TXLED1; // Toggle the TX on-board LED
    wait(8); // Wait for the connection to be established
    while (digitalRead(buttonPin) != 1) {
      bootLoop();
    }
    TXLED0;
   enterCredentials();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

“HAK5 Rubber Ducky”

Disadvantages:

- Coding knowledge required
- Difficult to work with
- Zero support
- Wasted time tinkering
- Frustration
- **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:

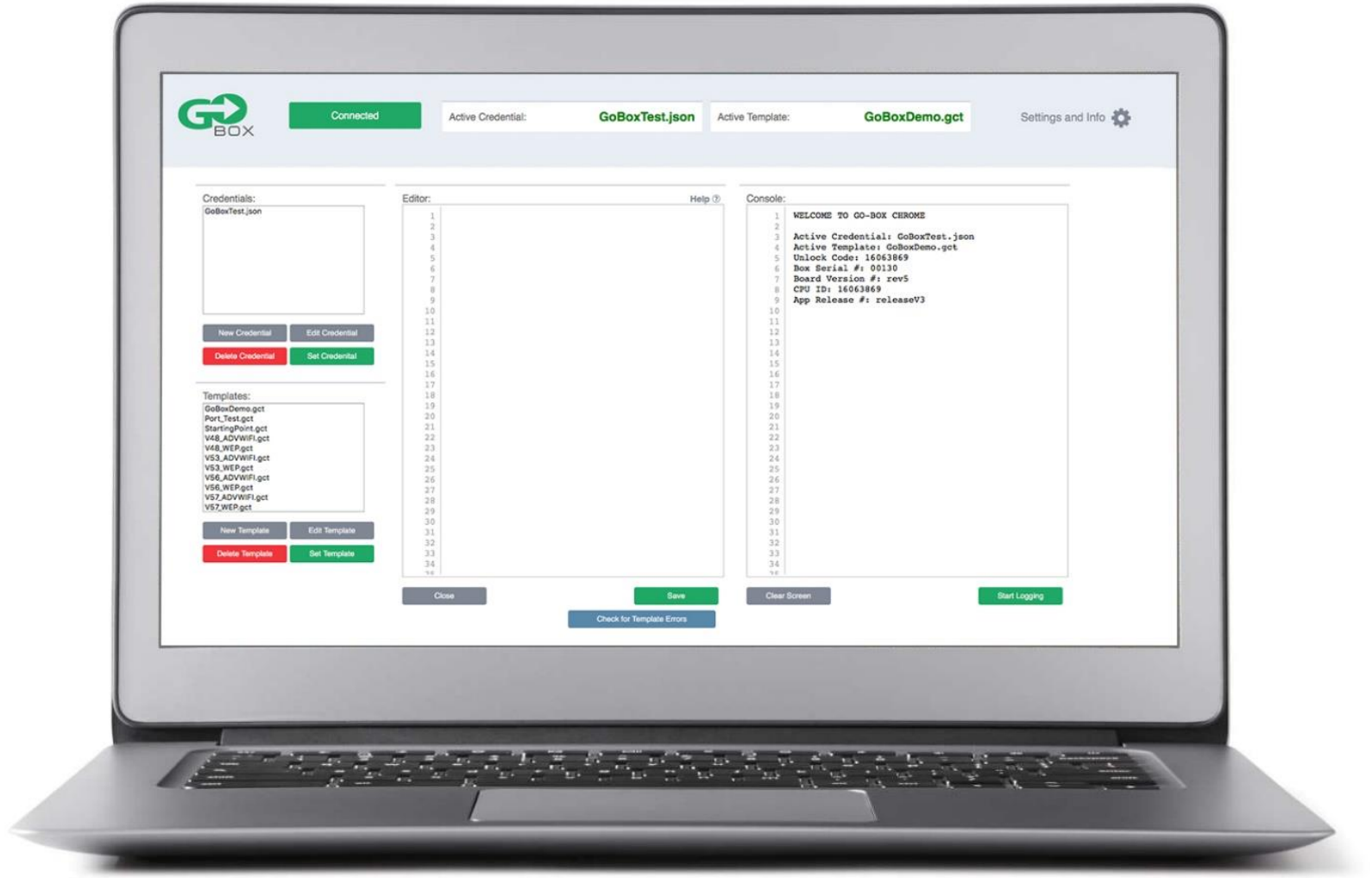
- 16 Chromebooks at a time
- No coding knowledge needed
- User Interface (UI) for easy set up
- Full technical support
- Powerful Chromebook automation makes short work of large deployments
- Built in the USA

Google Partner

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

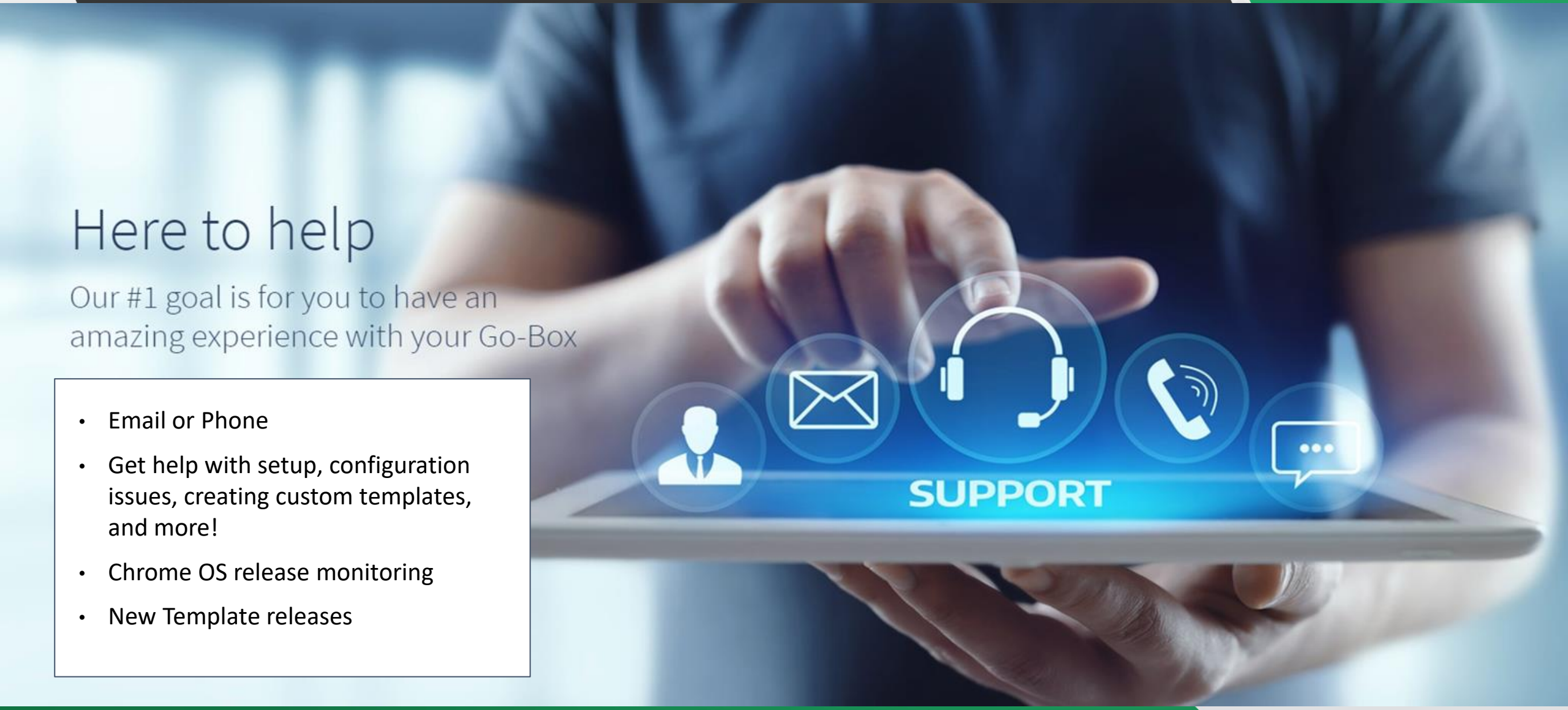
Easy to set up

Start from pre-made templates to save time

Save multiple versions to easily switch between different OUs or schools

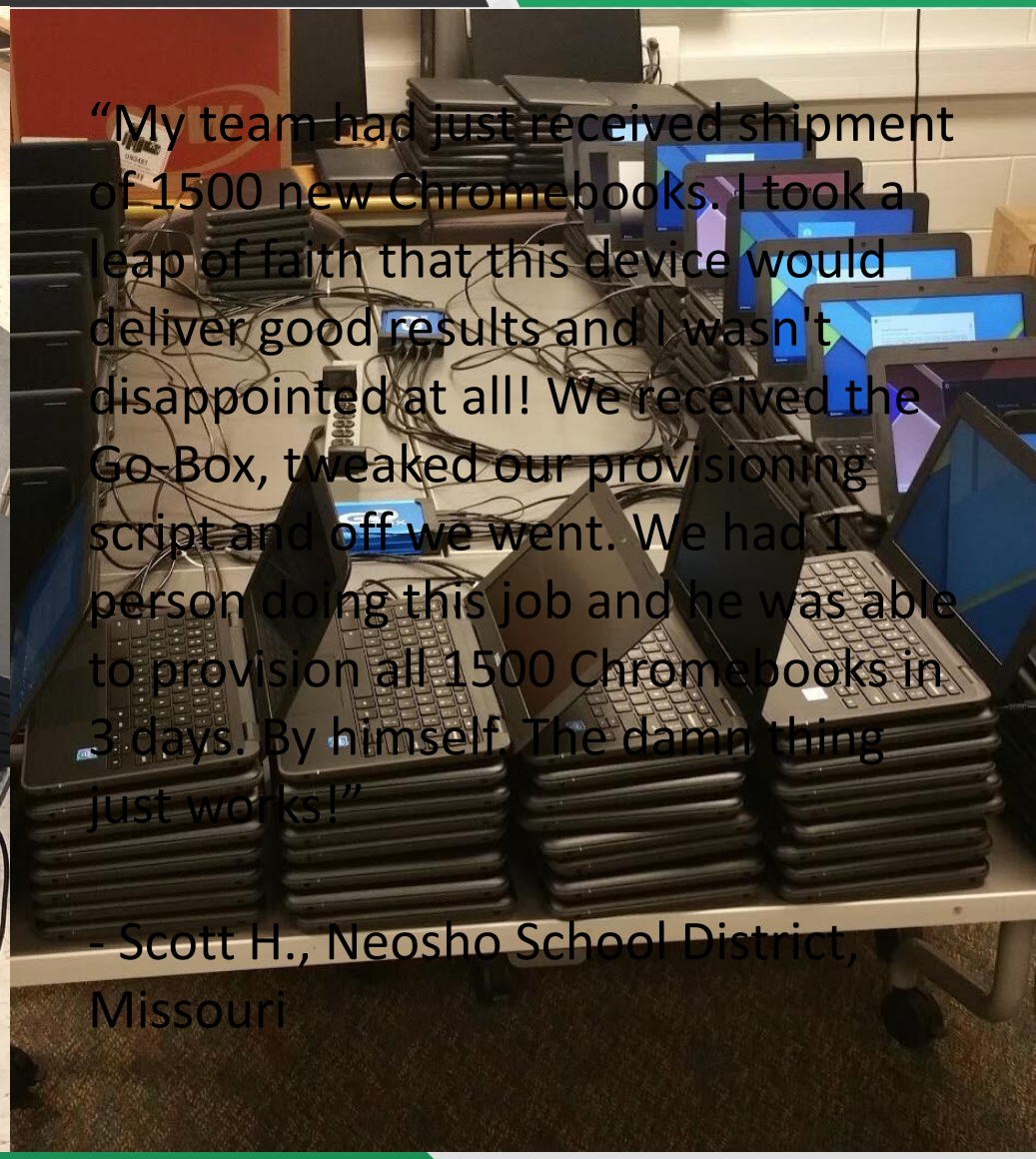
Not secure | 192.168.8.1:8080
Connected
NewCred.json
V71_Go_Box_Office.gct
Welcome!
acer
GO BOX

Go-Box Support



- 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

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!

- Scott H., Neosho School District, Missouri

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

Go-Box Chrome

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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    }
    TXLED0;
   enterCredentials();
   if (skipAssetIdScreen) {
    skipAssetId();
   }
   showSuccess();
  }
  bootLoop();
}
```

How to buy Go-Box

Single Domain EDU

SKU: GBC018K12

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

Deal Registration Program with Douglas Stewart

Included with each Go-Box order

Multi-Domain PRO

SKU: GBC021PRO

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

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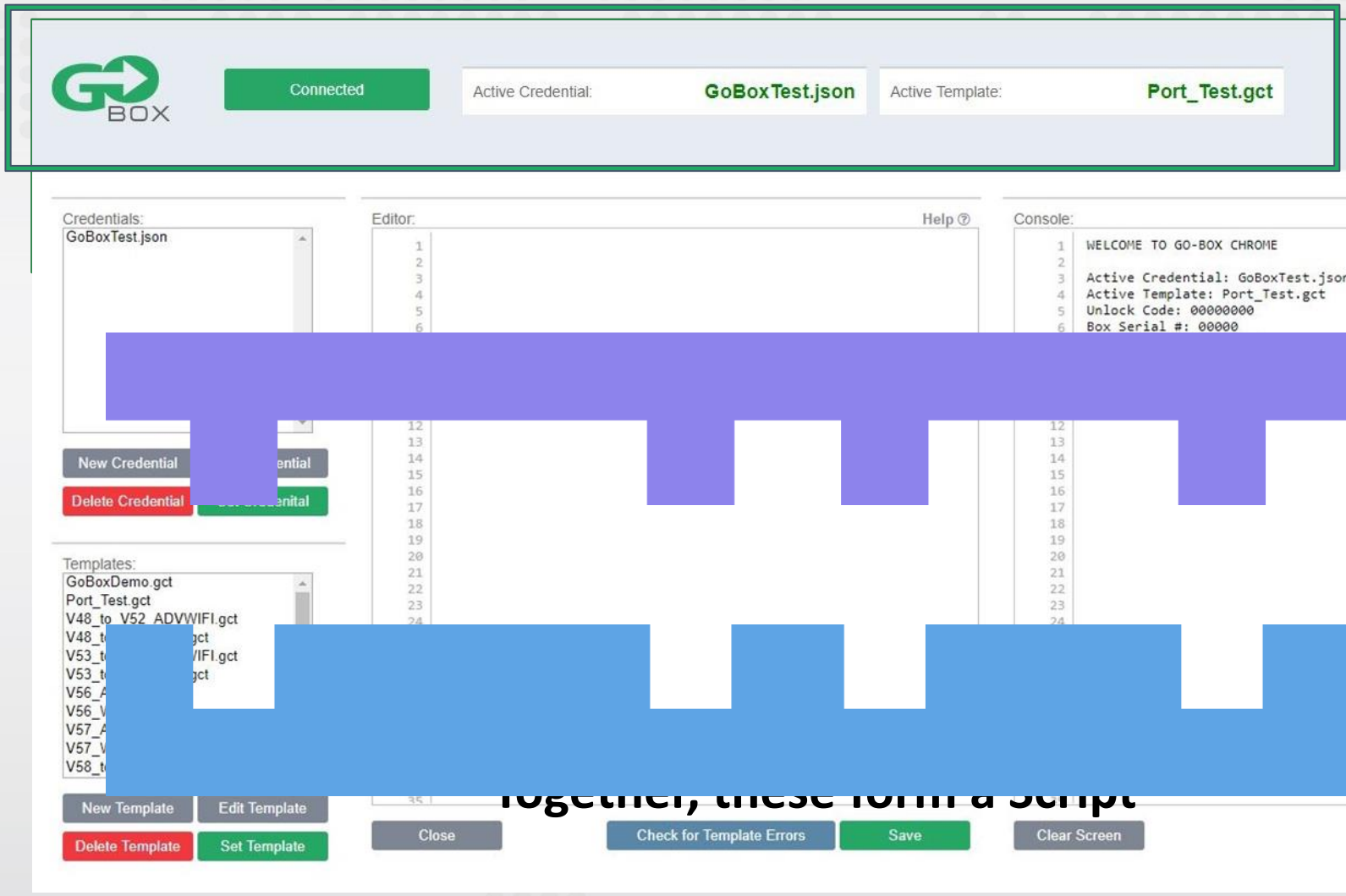
Questions?

GO BOX

Supplemental Slides - Technical

Go-Box Features: Active Pair



An Active Pair is made of two separate files:

- Active Credential
- Active Template

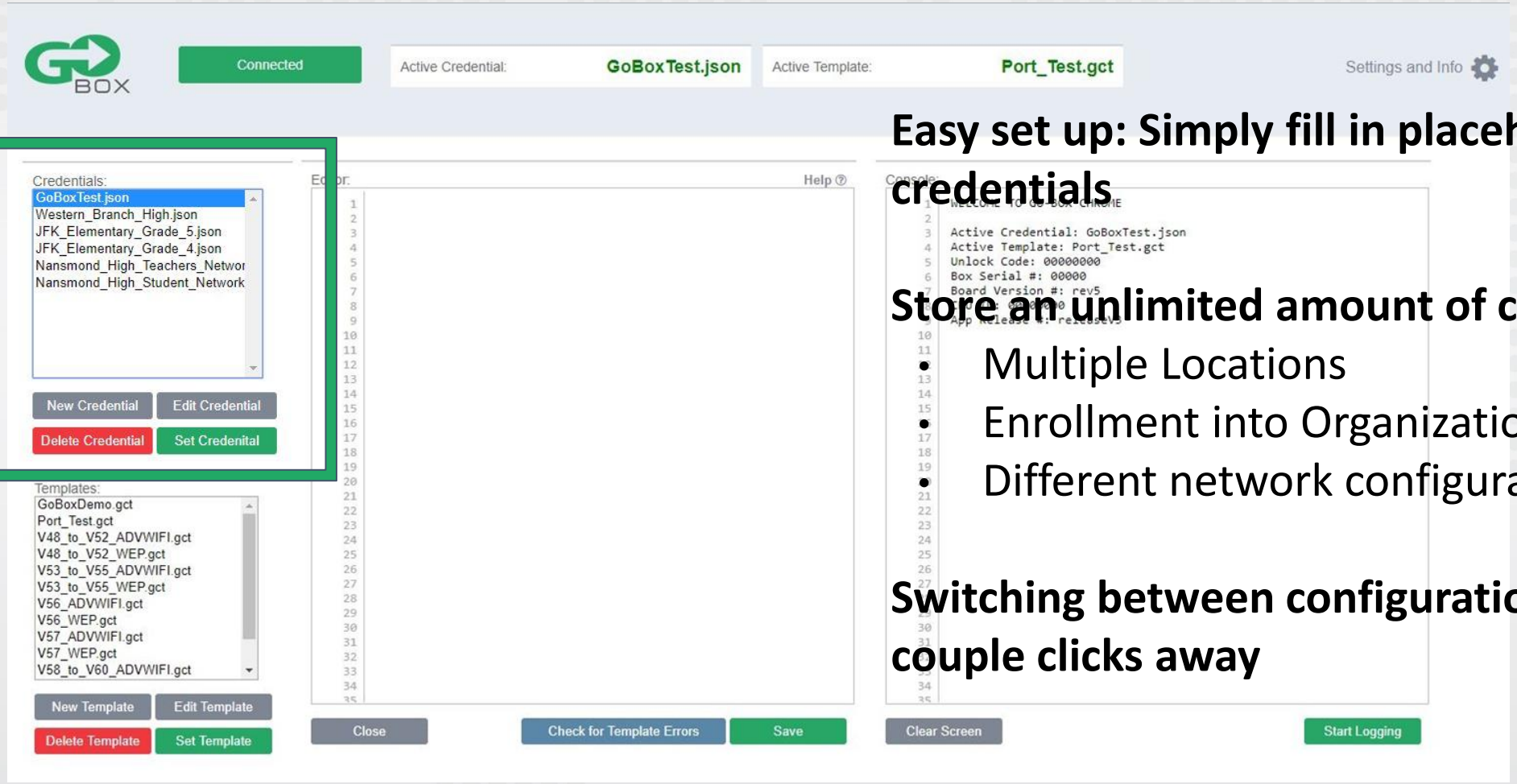
Credentials:

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

Templates:

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

Go-Box Features: Credentials



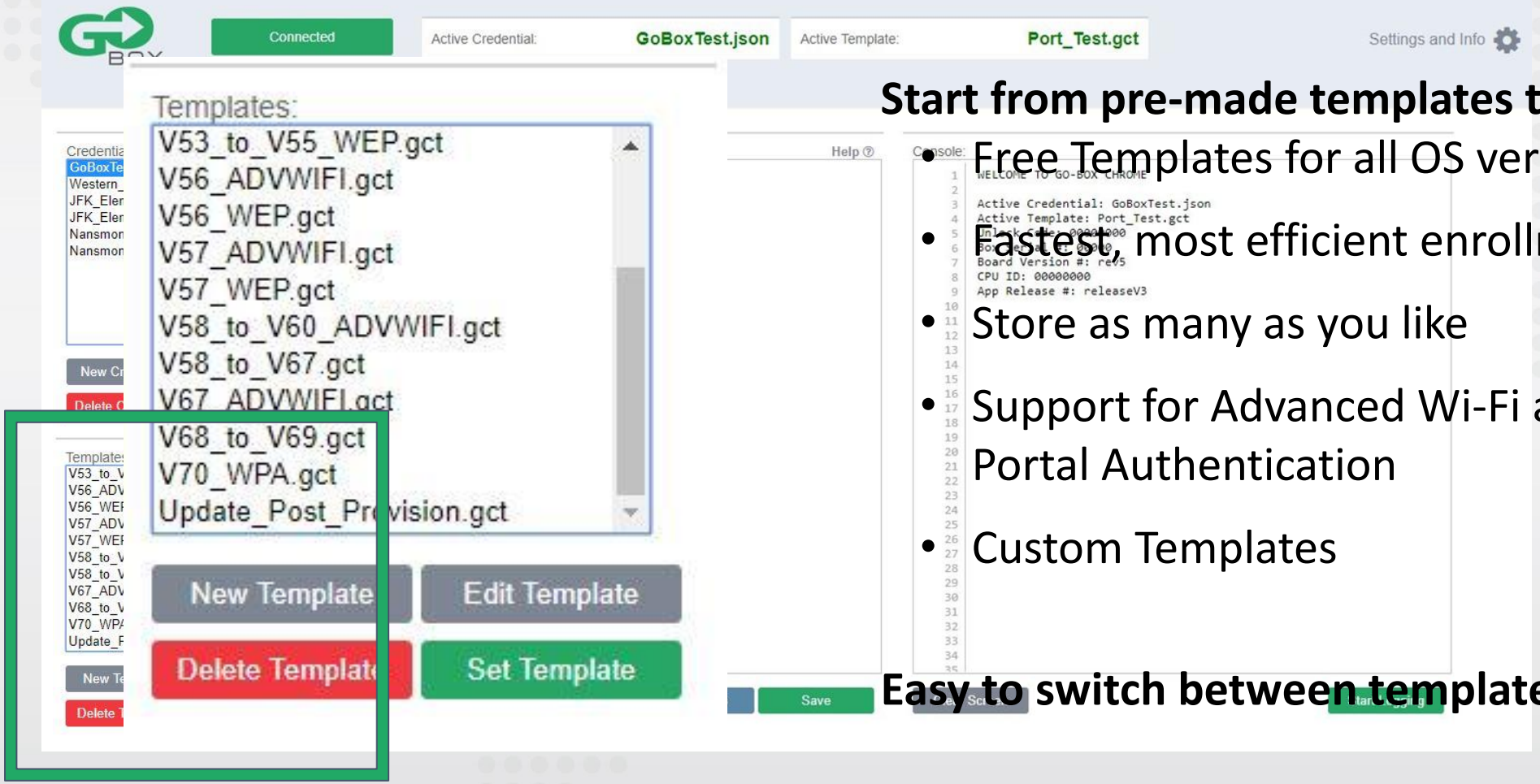
Easy set up: Simply fill in placeholders with your credentials

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



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