

The most productive devices on the planet

Microsoft Surface was designed for people who want to do more. From our thinnest, lightest Surface 3 that offers LTE connectivity, to Surface Pro 4 with Intel® Core™ processing power, to Surface Book, the brilliantly versatile laptop, Surface brings your organization Windows 10, trusted Microsoft support, versatility for the modern user, and premium design.

Choose from three Surface devices

Lightest Surface



Surface 3

Perfect for those who prioritize thin, light portability.

Ideal for: students, sales people, nurses, retail

Beats iPad & Android tablets because: it runs desktop software, has convenient ports, and type, mouse, and pen functionality.

Intel Core processing power



Surface Pro 4

Perfect for those who want a larger 12.3" screen and extra processing power.

Ideal for: office workers, financial advisors, store managers, doctors, small business owners

Beats notebooks because: it's thinner, lighter, and more versatile, with instant on and touch and pen functionality.

Creative powerhouse



Surface Book

Perfect for those who want a high-performance laptop with a large 13.5" screen and the best graphics.

Ideal for: designers, engineers, architects, executives

Beats laptops because: it works in versatile clipboard mode, has touch and pen functionality, and integrates Windows Hello and Cortana¹.

Reasons to consider Surface

Laptop refresh: Surface is the best way to upgrade your organization to Windows 10. People like using Surface devices since they bring together the laptop features they need to get work done with the tablet features they want.

Line of business tablets: Surface devices run desktop software or universal touch apps. The high resolution screens, cameras, and long battery life combined with touch and Surface Pen make them perfect for specific business scenarios, including mobile sales or field work.

Device consolidation: Organizations can get 209% ROI and save \$651 per employee² by replacing laptops and tablets with Surface. Employee productivity can be improved with a Surface – mobile but with the power and functionality of a business PC.

Identify and engage the customer

Propose Surface as a solution to business decision makers, IT decision makers and their influencers, and IT implementers.

1. Cortana is available in select global markets at launch; experience may vary by region and device; 2. Forrester Total Economic Impact Study, 2015

Accessories

Maximize the customer experience by attaching the right accessories to the device purchase.



Custom Docking Stations³

Instantly connect to the peripherals and accessories you need. Includes two high-definition video ports, one gigabit Ethernet port, four USB 3.0 ports, and one audio out port.

Type Covers for Surface 3 and Surface Pro 4

Adding the custom-designed Type Cover³ instantly converts Surface Pro 4 or Surface 3 into a highly versatile laptop. Mechanical keys and a large glass trackpad make it easy to be productive.

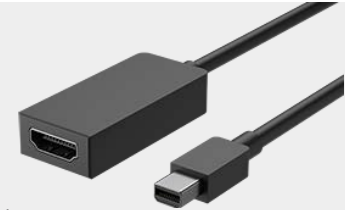


Adapters

VGA, HDMI, and Wireless Display Adapter make presenting and using external displays a breeze.

3rd party accessories

Check www.surface.com for business and personal accessories.



Write, draw, or annotate, even on web pages

Surface Pen⁴ has more than 250 levels of pressure sensitivity, Palm Block technology so you can rest your hand while you write, and specialized, interchangeable tips. A click of the pen opens OneNote, for instant note taking, even from sleep mode.



Service and support

While Surface comes with a standard hardware warranty, you can also purchase Microsoft Complete for Business which includes:

- Extended warranty to 3-4 years
- Accidental damage protection
- Advanced Exchange for quicker replacement

Objection handling

What you hear

Your response

"People are asking for iPads."

With Microsoft Surface, employees can do a lot more than they can do with an iPad. Surface devices run Windows 10 and are powered with your choice of Intel processors, so they not only run universal touch apps, but also the desktop software you rely on for work. They can be domain joined and also managed like any other Windows PC. Surface also comes with multiple ports, and if you need more, plug into the Docking Station.

"Our organization is still on Windows 7. Why should we move towards Windows 10 devices?"

Windows 7 is now 6 years ago. Windows 10 has more advanced security for the modern world and is designed to work exceptionally well on Surface – giving people more ways to engage – with voice, touch, Surface Pen, or keyboard and mouse.

"There are lots of laptops on the market. What makes Surface Book so unique?"

Surface Book is unique for a combination of reasons. It's a powerful laptop with gorgeous resolution, unprecedented versatility and serious graphical horsepower. As part of the Surface family of devices, Surface Book takes full advantage of the latest advancements with Windows 10.

"Is Microsoft's decision to begin making laptops an indication that tablets can't truly replace laptops?"

Absolutely not. Microsoft believes in providing our customers choices, so that you may purchase exactly what's most beneficial for you. By adding Surface Book to our Surface family, we now meet the needs of those who want great processing power, discrete graphics options, and unique pen functionality – all combined with the versatility you get only from Surface.

The tablet that can replace your laptop.



Surface 3

Surface Pro 4

Type Cover folds back



Microsoft Surface 3 is our thinnest, lightest Surface ever, with the power and versatility to keep you productive.

Built-in Kickstand



Microsoft Surface Pro 4 is also thin and light, but offers more processing power and a larger screen.

1. Cortana is available in select global markets at launch; experience may vary by region and device; 2. 4G LTE available in select markets; performance may vary. Call your service provider for details; 3. Sold separately; 4. Surface Pen is included with Surface Pro 4 and Surface Book, sold separately with Surface 3; 5. System software uses significant storage space. Available storage is subject to change based on system software updates and apps usage. 1GB = 1 billion bytes. See surface.com/storage for more details; 6. Testing conducted by Microsoft in September 2015 using 128GB units with 4 GB RAM. Testing consisted of full battery discharge during video playback. All settings were default except: Wi-Fi was associated with a network and Auto-Brightness disabled. Battery life varies significantly with settings, usage, and other factors; 7. Testing conducted by Microsoft in September 2015 using preproduction Intel® Core™ i5, 256GB, 8 GB RAM device. Testing consisted of full battery discharge during video playback. All settings were default except: Wi-Fi was associated with a network. Battery life varies significantly with settings, usage, and other factors

True versatility	Exceptional performance	Runs Windows and the software you rely on	Advanced technology from Microsoft	Trusted by organizations
Use in tablet or laptop mode with click-in Type Cover ³ . Use touch, type, Surface Pen ⁴ , or voice.	Intel® processors, long battery life, and amazing cameras and sound.	Windows 10 means the best Windows yet runs the software and apps you rely on.	Click Pen for OneNote and Cortana ¹ . Secured sign in on Surface Pro 4 with Windows Hello.	Use security and management tools like Active Directory, SCCM, and Air Watch.

Surface 3		Surface Pro 4
Windows 10 Pro	Operating System	Windows 10 Pro
Dimensions: 10.52" x 7.36" x 0.34"; Weight: 1.37 lbs Casing: magnesium; color: silver	Exterior	Dimensions: 11.5" x 7.93" x .33"; Weight: 1.76 lbs Casing: magnesium; color: silver
Quad Core Intel® Atom™ x7-Z8700 processor (2MB Cache, 1.6GHz with Intel Burst™ technology up to 2.4GHz) <u>Configurations available:</u> <ul style="list-style-type: none"> Quad Core Intel® processor, 2GB RAM, 64GB storage⁵ Quad Core Intel® processor, 4GB RAM, 128GB storage⁵ 	Storage, Memory, and Processor	6th generation Intel® Core™ processor TPM Chip for enterprise security <u>Configurations available:</u> <ul style="list-style-type: none"> Intel Core M, 4GB RAM, 128GB storage Intel Core i5, 4GB RAM, 128GB storage Intel Core i5, 8GB RAM, 256GB storage Intel Core i7, 8GB or 16GB RAM, 256GB storage Intel Core i7, 16GB RAM, 512GB storage
10.8" ClearType Full HD Plus	Display Size	12.3" ClearType Full HD Plus
Resolution: 1920 x 1280; 10 point multi-touch	Display Specs	Resolution: 2736 x 1824; 10 point multi-touch
802.11ac Wi-Fi wireless networking; IEEE 802.11a/b/g/n compatible Bluetooth 4.0 wireless technology	Wireless	802.11ac Wi-Fi wireless networking; IEEE 802.11a/b/g/n compatible Bluetooth 4.0 wireless technology
Available with 4G LTE ²	Cellular	Not available
Up to 10 hours of video playback ⁶	Battery Life	Up to 9 hours of video playback ⁷
5MP front-facing camera, 8MP autofocus rear-facing camera Stereo microphone; stereo speakers with Dolby® sound	Cameras / Video / Audio	5MP front-facing camera and 8MP autofocus rear-facing camera; Stereo microphones; stereo speakers with Dolby® sound
Sold separately	Surface Pen	Included in box
Full-size USB 3.0, Mini DisplayPort, microSD™ card reader, Micro USB charging port, headset jack, cover port	Ports	Full-size USB 3.0, Mini DisplayPort, microSD™ card reader, Micro USB charging port, headset jack, cover port
Ambient light sensor, accelerometer, gyroscope, magnetometer, proximity sensor	Sensors	Ambient light sensor, accelerometer, gyroscope, magnetometer
1-year limited hardware warranty; Micro USB Power Supply Quick Start Guide; Safety and warranty documents	Warranty / In the Box	1-year limited hardware warranty; Surface Pen; 36W Power Supply Quick Start Guide; Safety and warranty documents

The ultimate laptop.

Fold back screen to use it as a tablet



Detach screen to use it like a clipboard



Surface Book

With an exceptionally versatile design, **Microsoft Surface Book** is a first of its kind Windows 10 laptop. Detach the 13.5" high-resolution touch screen to use as a tablet, or use with the best-in-class keyboard base. It offers the latest Intel core processor to run your desktop software and touch apps, and connects easily to peripherals with either ports or wireless.

Incredible 6th generation processing and graphics power!



Ultimate versatility	Ultimate performance	Runs Windows and the software you rely on	Advanced technology from Microsoft	Trusted by organizations
Use in tablet or laptop mode. Use touch, type, Surface Pen, or voice.	Intel® processors, long battery life, and amazing cameras and sound.	Windows 10 means the best Windows yet runs the software and apps you rely on.	Click Pen for OneNote and Cortana ¹ . Secured sign in with Windows Hello.	Use security and management tools like Active Directory, SCCM, and Air Watch.

Operating System	Windows 10 Pro
Exterior	Dimensions: 12.30" x 9.14" x 0.5-.9"; Weight: 3.48 lbs Casing: magnesium; color: silver
Storage, Memory, and Processor	6th generation Intel® Core™ processor; Optional discrete graphics (GPU); TPM Chip for enterprise security. Configurations available without GPU: <ul style="list-style-type: none"> Intel Core i5 with 8GB RAM and 128GB or 256GB storage⁵ Intel Core i5 with 8GB RAM and 128GB or 256GB storage Intel Core i7 with 16GB RAM and 256 GB or 512GB storage
Display Size	13.5" ClearType Full HD Plus
Display Specs	Resolution: 3000 x 2000 (267 ppi); Aspect ratio: 3:2; 10 point multi-touch
Wireless	802.11ac Wi-Fi wireless networking; IEEE 802.11a/b/g/n compatible Bluetooth 4.0 wireless technology
Cellular	Not available
Battery Life	Up to 12 hours of video playback ⁶
Cameras / Video / Audio	5MP front-facing camera; autofocus 8MP rear-facing camera; Stereo microphone; stereo speakers with Dolby® sound
Surface Pen	Included in box
Ports	Full-size USB 3.0, Mini DisplayPort, microSD™ card reader, Micro USB charging port, headset jack, cover port
Sensors	Ambient light sensor, accelerometer, gyroscope, magnetometer
Warranty / In the Box	1-year limited hardware warranty; Surface Pen, Power Supply; Quick Start Guide; Safety and warranty documents

Choose SKU with or without discrete graphics

1. Cortana is available in select global markets at launch; experience may vary by region and device; 5. System software uses significant storage space. Available storage is subject to change based on system software updates and apps usage. 1GB = 1 billion bytes. See surface.com/storage for more details; 6. Testing conducted by Microsoft in September 2015 using preproduction Intel® Core™ i5, 256GB, 8 GB RAM device. Testing consisted of full battery discharge during video playback. All settings were default except: Wi-Fi was associated with a network and Auto-Brightness disabled. Battery life varies significantly with settings, usage, and other factors