

Transform your
academic institution
into a center for
collaboration and
innovation

July 13, 2017

Executive summary

People work in many different ways and you can use Surface Hub to provide completely differentiated and flexible options for learning and research, whether it's viewing embedded videos, annotating a presentation through responsive touch and ink input, or engaging experts from other countries to demonstrate new approaches.

Please find summarized some of the benefits with Surface Hub:

- **Increase productivity** by saving valuable time per meeting. Surface Hub reduces time spent on pre- and post-meeting activities, including setting up video and screen-sharing, typing up notes, photographing whiteboards, and emailing those files.
- **Using Skype for Business.** Researchers, lecturers and students, can work together in a group meeting, share their desktop and even give access to modify content in real time. It's easy and cost-effective to involve outside participants when they don't have to travel to your campus. Surface Hub offers a more connected collaboration experience for group work based on familiar solutions like Skype.
- **Simplicity is key for adoption.** Surface Hub is intuitive to use and one does not need to be a technology expert to use its features. Surface Hub has the ability to smoothly connect to, project to, make presentations through, or run applications also from the connected devices. Furthermore, Microsoft Office apps are also available on the device for additional acceleration of adoption.
- **Digital whiteboard**, participants can see and interact, in a more rewarding teaching, learning and sharing experience. Replace paper and chalkboard by working collaboratively via touch and pen, allowing everyone to quickly sketch thoughts and mark up ideas simultaneously.
- **A secure device**, Surface Hub operating system is Windows 10 Team, which is based on Windows 10 Enterprise, providing rich support for enterprise management, security, and other features. It keeps your research safely in the cloud or on personal devices. and there is no local storage.
- **Works beautifully in a modern workplace.** The fully integrated design, choice of two screen sizes with touch (84" and 55"), dual 1080p cameras and with flexible mounting configurations.

Microsoft Surface Hub

Unlock the power of groups with Microsoft Surface Hub, a powerful team collaboration device designed to advance the way people work together naturally.

Improve collaboration with all-in-one devices

- **Built for teamwork and productivity**

Microsoft Surface Hub reimagines the meeting experience so that you can unlock the power of the group.

- **Create and brainstorm with others**

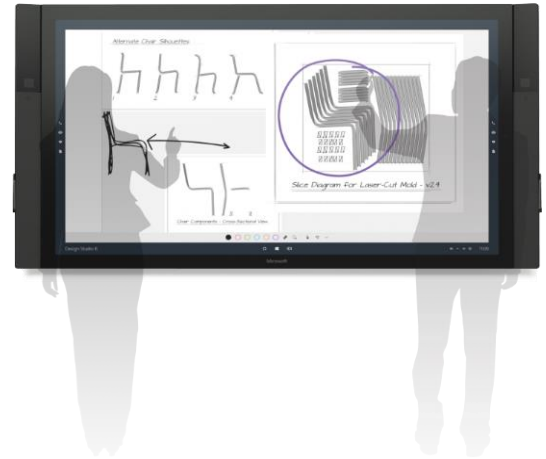
Improve productivity and collaboration by effectively sharing your ideas with others, and creating and brainstorming in real time with built-in tools like Skype for Business and OneNote.

- **Advanced technology for the modern workplace**

Surface Hub integrates beautifully into the modern workplace, enabling productivity in any space where people come together, from large conference rooms to informal huddle spaces.

- **Platform for amazing large screen apps**

Powered by Windows 10, Surface Hub comes with powerful, familiar Microsoft applications like Skype for Business, Microsoft Office, and OneNote specifically customized for large-screen.



Key features



Ink

A responsive and natural inking experience that feels as fluid as a pen on paper.



Touch

Advanced touch capabilities recognize up to 100 touch points with precision, allowing multiple people to interact with the screen simultaneously.



Windows 10

A new experience for Windows 10 that is tailored for group use, with ink and touch at its core. Many applications can be used without authentication.



Comes with Office

Microsoft Surface Hub comes with Microsoft Office apps like Word, Excel, and PowerPoint, plus the Digital Whiteboard and Skype for Business.

Skype for Business

Connect people everywhere to achieve more, together. Skype for Business brings together the familiar experience of Skype that users love with the security, compliance and control that you've come to expect from Microsoft to drive positive and effective collaboration among diverse and distributed stakeholders.

Help your people to be more productive

Our ambition is simple: to create the most loved and trusted communications platform for doing things together.

Skype for Business offers:

- All the capabilities of Lync, for users and administrators
- An improved UI that takes advantage of familiar Skype icons and colors to simplify adoption for people
- Multiple deployment options, including server, cloud and combination of the two
- The security, compliance and control features that enterprises require

For your users

Skype look-and-feel for easy adoption

Full enterprise communications feature set

- Instant messaging and presence
- Online meetings with voice and video content
- Enterprise voice

Cross platform support, from small to large

- iOS, Android, Windows, Mac
- Smartphones, Tablets, PCs
- Skype Room Systems and Surface Hub

For your IT staff

New Server with enhanced features, reliability, and legacy interoperability

Updated Service including thousands of attendees per meeting

Option to augment on-premises with Office 365 for greater scale and capability

Flexibility to migrate some or all communications to Office 365 over time

Market endorsements



Leaders Quadrant in Gartner Unified Communications, Corporate Telephony, and Web Conferencing Magic Quadrants*

Leaders Band of Forrester Wave for Unified Communications*



#1

Microsoft is preferred by more customers than any IP PBX vendor, as reflected in surveys** and purchase statistics***



79%

of U.S. enterprises are currently deploying or planning to deploy Lync, including telephony**

* Reprints available at <http://news.microsoft.com/analyst-reports/>

**T3i Research, [Impact of Microsoft Lync on the Enterprise Voice Market](#)

***Office blogs, [Leadership in Telephony is about much more than telephony](#)

Enabling key scenarios

Surface Hub in Education is as much about the teachers and researchers as it is about the Students. Lets look at how Surface Hub can bring key scenarios to life that fit perfectly into research, modern classroom and pedagogical theory.

Explore some key scenarios for your institution:

Research



- Bring remote research space together as if persons were in the same room through dual 1080p cameras, four-element microphone array and one-touch meeting start.
- Replace paper and chalkboard by working collaboratively via touch and Pen, allowing everyone to quickly sketch thoughts and mark up ideas simultaneously.
- Keep sessions productive, and easy to share using native applications and a seamless Web experience. Include external participants easily with well-known solutions like Skype.
- Keep research data safely in the cloud or on personal devices. For security, there is no local storage. When users hit "I'm Done" the device resets for the next group.

Engaging Curriculum



- Keep persons fully engaged with rich audio/visual/touch experiences by moving seamlessly between applications, web browsers, and connected devices
- Accelerate learning—an intuitive Windows 10 home screen is ready to launch audio, video, and the OneNote Whiteboard with just one touch.
- Engage users simultaneously and naturally on the super-responsive 120 Hz screen with up to 100 touch points and three ink streams.
- Increase group productivity by taking advantage of split-screen applications that encourage participation and teamwork.

Distance Learning



- Start meetings with one touch using Skype for Business and engage every participant with dual HD cameras and a four-element microphone array.
- Remove participation barriers by connecting wired, wireless, personal, and remote devices. Then present the screen to ensure everyone is working on content together.
- Empower productive teamwork via the Office suite of powerful, familiar applications that brings users together.
- Save content in the cloud or email it instantly to the team from the OneNote Whiteboard. Touch "I'm Done," and the session is deleted, and the device is reset.

Transform your workplace with Surface Hub

Integrated into the entire Windows ecosystem, Surface Hub takes advantage of Windows 10, cloud services, and productivity applications to transform your workplace.

Cost savings and business benefits

In a Total Economic Impact (TEI) study commissioned by Microsoft, Forrester Consulting found that **Surface Hub drives meeting productivity and reduce costs.**¹

138% ROI over three years and a payback of about nine months.²

\$25 per meeting saved on printing costs

Collaboration with Surface Hub helps eliminate the need for printed materials for note-taking or annotation, as participants can make notes directly on the screen.

15 to 23 min. saved per meeting

Surface Hub reduces time spent on pre- and post-meeting activities, including setting up video and screen-sharing, typing up notes, photographing whiteboards, and emailing those files.

¹“The Total Economic Impact of Microsoft Surface Hub,” Forrester Consulting, February 2016. <https://www.microsoft.com/microsoft-surface-hub/da-dk/case-studies#forester>

² Three-year risk adjusted ROI and key benefits are based on a composite organization analysis of a slow Surface Hub ramp-up through year 1 and aggressive deployment in years 2 and 3.

Many of our customers and partners are already experiencing the benefits

“The Surface hub allows professors, students, and professionals to collaborate in new and exciting ways that will reshape how we work, teach, and research in the classroom and around the world.”

Harvard Law School



HARVARD LAW SCHOOL

“Case Western Reserve and Cleveland Clinic are reimagining health care education for the 21st century. **The Surface Hub takes our core concept of collaboration to levels that transform teaching and learning.**”

Case Western Reserve University



Moving forward

Our commitment is simple—to help transforming a workplace into a center for collaboration and innovation, seamlessly connect everyone in your organization, regardless of their location and deliver re-imagined experiences for your customer so they fall in love with your brand all over again.

Create an environment that promotes new ideas for the next generation's workforce

Thank you for learning more about the Surface Hub!

Surface Hub was created to be as empowering and transformative to teams, as the PC is to individuals.

It will change the way people work together by creating a central place for collaboration. Walk up, join a Skype for Business meeting with a single tap, and share content effortlessly. Then easily send meeting notes and content when the meeting ends.

Next steps

01

Confirm your interest in Surface Hub Demo Day, by filling in the contact form [here](#).

First step

02

Our Surface HUB and Office 365 Specialist, will schedule a Demo session with you, presenting the business and financial value of Surface Hub.

Second step

03

Establish project timelines, Proof of Concept and Purchase decision with our Authorized Device Resellers.

Third step

Thank you for your interest in learning more about our Surface Hub solutions.

Surface Hub is the Integrated solution

Microsoft Surface Hub apps take advantage of the large screen, touch and ink input, and onboard hardware like cameras and sensors.

2 built-in wide range angle HD cameras



Surface Hub for your needs

Integrated into the entire Windows ecosystem, Surface Hub takes advantage of Windows 10, cloud services, and productivity applications to transform your workplace.



Technical specifications for the 55" and 84" models

Specification	55" model	84" model
Size	31.75" x 59.62" x 3.38" (806.4mm x 1514.3mm x 85.8mm)	46.12" x 86.7" x 4.15" (1171.5mm x 2202.9mm x 105.4mm)
Weight	105 lbs (48 Kg)	280 lbs(127 Kg)
Resolution	1920 x 1080 @ 120 Hz	3840 x 2160 @ 120 Hz
Compute	4th Gen Intel i5, 8 GB RAM, 128 GB SSD	4th Gen Intel i7, 8 GB RAM, 128 GB SSD
GPU	Intel HD 4600	NVIDIA Quadro K2200
Network	Wi-Fi (802.11 a/b/g/n/ac), ethernet 1Gbps, Bluetooth 4.0 low energy, NFC reader, Miracast enabled	Wi-Fi (802.11 a/b/g/n/ac), ethernet 1Gbps, Bluetooth 4.0 low energy, NFC reader, Miracast enabled
Audio/Video	(2) 1080p front-facing cameras, 100 degree horizontal field of view, high performance 4 element array microphone, (2) front-facing stereo speakers	(2) 1080p front-facing cameras, 100 degree horizontal field of view, high performance 4 element array microphone, (2) front-facing stereo speakers
Accessories	(2) Powered, active pens, (1) wireless all-in-one keyboard	(2) Powered, active pens, (1) wireless all-in-one keyboard
Sensors	(2) Passive infrared presence sensors, ambient light sensors	(2) Passive infrared presence sensors, ambient light sensors
Ideal room	Exec Offices, Huddle Spaces, Focus Rooms, Conference Rooms	Conference Rooms, Command Centers, Workshops

Protect your investment and minimize downtime

Receive extended coverage, accident protection, expert support, onsite technical repair, and replacement services for your Surface Hub devices.



Extend the life of your Surface Hub

Keep your Surface Hub devices working for your users with extended coverage for hardware defects or malfunctions.



Minimize downtime

Provide your users with expert technical support from anywhere so they can get the most from their devices.



Protect your device

With Microsoft Complete, you will be receiving on-site repairs, removal installation, and shipment of the warranty-covered breakdown product to the depot center.



Get and stay productive

We know how much your team's time matters. That's why Complete support helps your users set up their devices with their preferences, so they can use their devices right away.

At a glance: Warranty and extended hardware service plans for business

Plan	Surface Hub standard warranty	Microsoft Complete for Business for Surface Hub
Plan length	2 years limited hardware warranty	3 years (Purchase extended warranty for 1 year)
Activation	Activated from day device is received by customers.	Activated 45 days from date of purchase.*
Parts timeline (Business days)	3 business days	Next business day **
Warranty of manufacturing defects on device	2 years	3 years
On-site diagnostics and repairs		✓
Same-day technical phone support		✓
Technical support hours	9 a.m. to 5 p.m locally	24x7

*Customers purchasing Surface Hub through a qualified partner may activate Complete for Business within 45 days of original purchase by supplying original purchase documents.

**Next business day onsite parts delivery is available within 150 miles of most major cities of supported countries where Surface Hub is shipped.

Coverage by country

	Standard warranty – Device	Standard Exchange	Complete for Business – Device	Exchange
Denmark	2 years	3 business days	3 years	Next business day**

Customers are entitled to product support only in countries where Surface Hub is officially launched. With the exception of the EU/EFTA countries, customers in non-launch countries will not be provided with exchange services.

Terms and Conditions may vary by country. Please refer to the full Terms and Conditions for your location for all details.

Surface Hub increases productivity and adoption

Microsoft Surface Hub provides the foundation to deliver high productivity and smooth adoption.

The following calculations provides input on how to value the productivity increase which comes with Surface Hub compared to non all-in-one solutions.

The Study "Total Economic Impact of Microsoft Surface Hub," Forrester Consulting, February 2016¹ is used as inspiration for the calculations. The study focuses on the positive impact of Surface Hub on subjects like meeting management time, remote meeting participation, ad hoc collaboration, meeting room equipment cost and complexity.

Item	Surface Hub 55"	Surface Hub 84"
Surface Hub	61.095	150.395
Related accessories	7.142	14.666
Total hardware cost	68.237	165.061
Installation	5.280	10.560
Training & onboarding		
Support	4.158	11.805
Total services cost	9.438	22.365
Total cost of Surface Hub incl. accessories, installation and support for 3 years	77.675	187.426
Increased productivity due to ease of use/less complexity, faster meeting initiation, SfB integration*		
5 min. per day, at 316 Dkk**/Hour rate, for 250 days in a year, for 3 years total 55" = average 5 participants, 84" = average 15 participants	86.552	259.657
Internal support cost savings for IT compared to "non integrated" solutions 3 min. per day, at 220 Dkk/hour rate, for 250 days in a year, for 3 years total	8.250	8.250
Productivity gain and support savings, total ROI in 3 years	94.802	267.907

* Calculations are based on findings in the study "Total Economic Impact of Microsoft Surface Hub" Forrester Consulting, February 2016

** Hourly rate is based on input from KU/SUND for applicable FTE category.

*** Pricing for the Surface Hub and related accessories & services in the calculations, is based on the Atea pricing submitted to KU, SUND on November 8th 2016. No cost related to "ekstra ydelse" mentioned in the Atea mail, has been included in the calculations.

**** All prices are stated in Dkk and does not include VAT, "environmental tax" and freight.

¹The Total Economic Impact of Microsoft Surface Hub," Forrester Consulting, February 2016. <https://www.microsoft.com/microsoft-surface-hub/da-dk/case-studies#forester>

² Pricing for the Surface Hub and related accessories and services in the calculations, is based on Atea pricing delivered to KU, SUND on November 9th 2016



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