

BRUNO SERMON
FOCUSED SALES ENGAGED WORKPLACE

Surface Hub

Enabling Engaged Workplace



REALDOLMEN
to get there, together

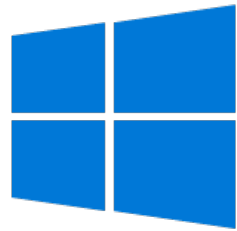


Introducing Microsoft Surface Hub

The Microsoft Surface Hub is the first of its kind



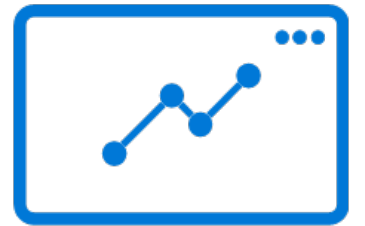
Hardware



Software



Services



Apps

A Collaboration device



Whiteboard



Audio/Video-
conferencing



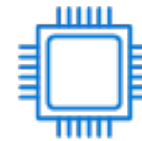
Apps



Projection

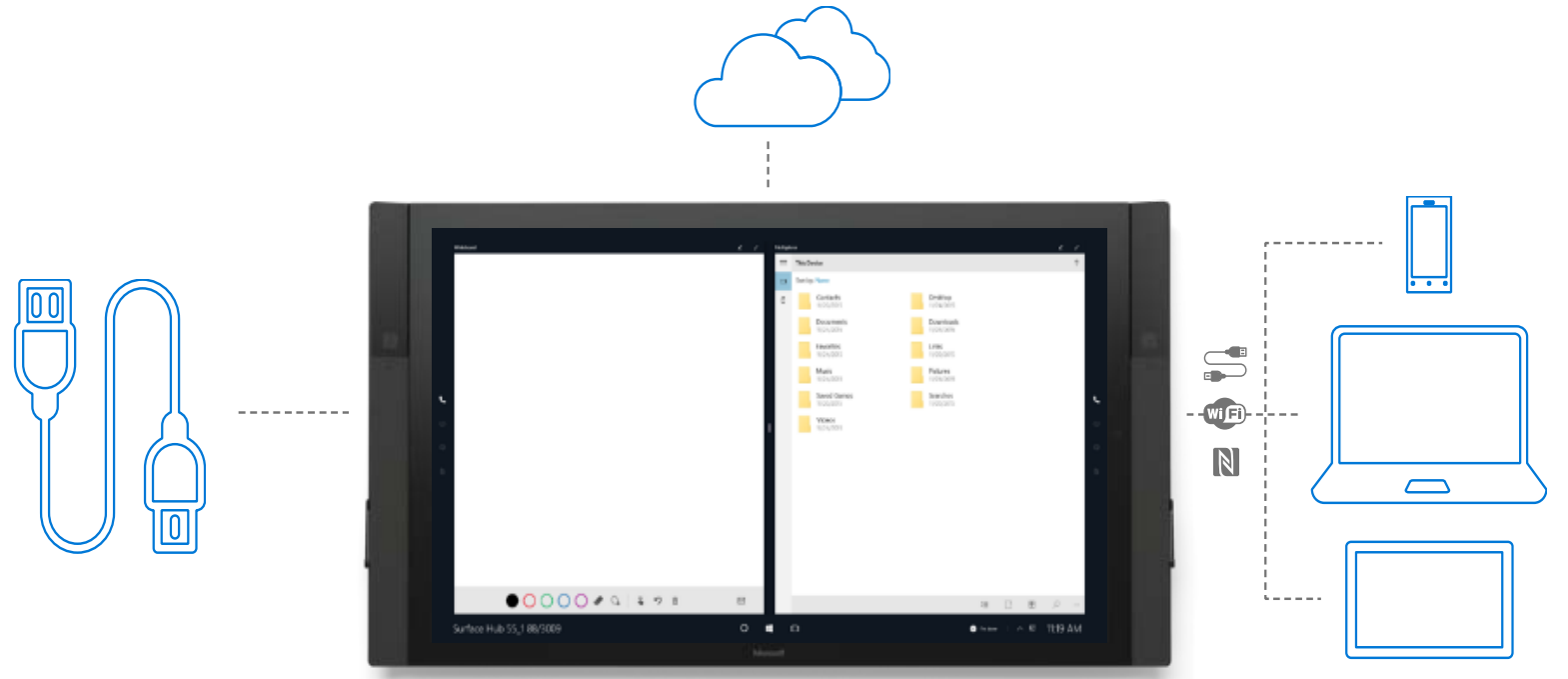


Cross-platform
solution



Best-in-class
hardware

Collaboration on any content



Access via ports / USB

Access cloud

Wireless connect

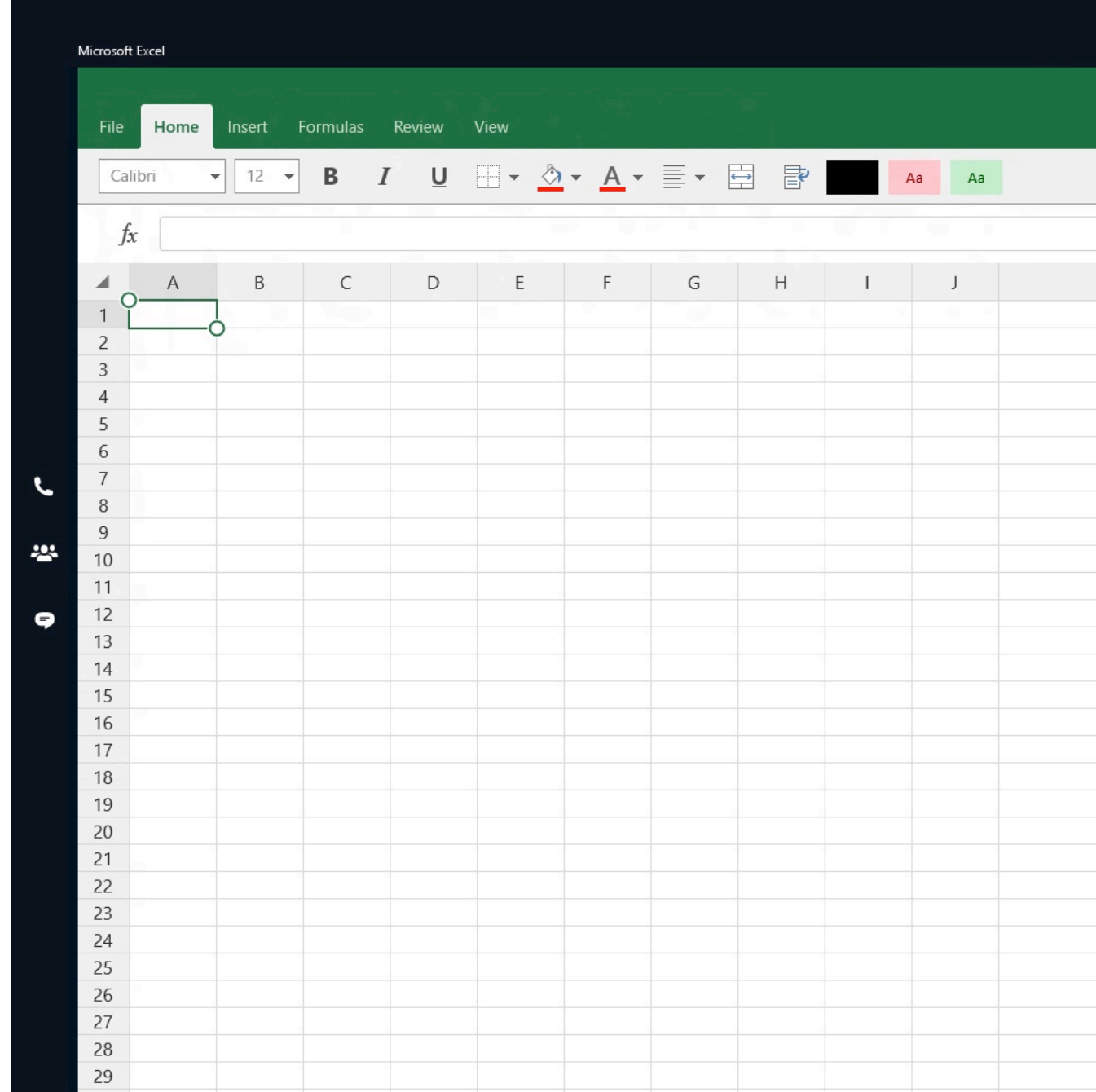
State-of-the-art hardware

- 55" HD and 84" 4k options
- Built-in dual cameras
- Integrated computer
- Two rechargeable pens for inking and annotating
- Integrated speakers
- A variety of stands and wall mounts



Familiar Apps

Apps you already use are optimized for the large screen and integrated into the OS—access them right from the welcome screen



Unlock the power of the group :

- Simplicity
- Usage
- Security



Most meetings are not productive

Most meetings start 12 minutes after the scheduled start time

Hard to switch the person "driving" the meeting

Meeting flow interrupted when people try to share content

Ideas are lost...



Being a remote participant is frustrating

Audio/video quality is often poor

Participants can't see analog content

Remote participants aren't visible on screen (hidden behind content)

Participants disengage because they can't see each other/content

Ideas and outputs can get lost post-meeting



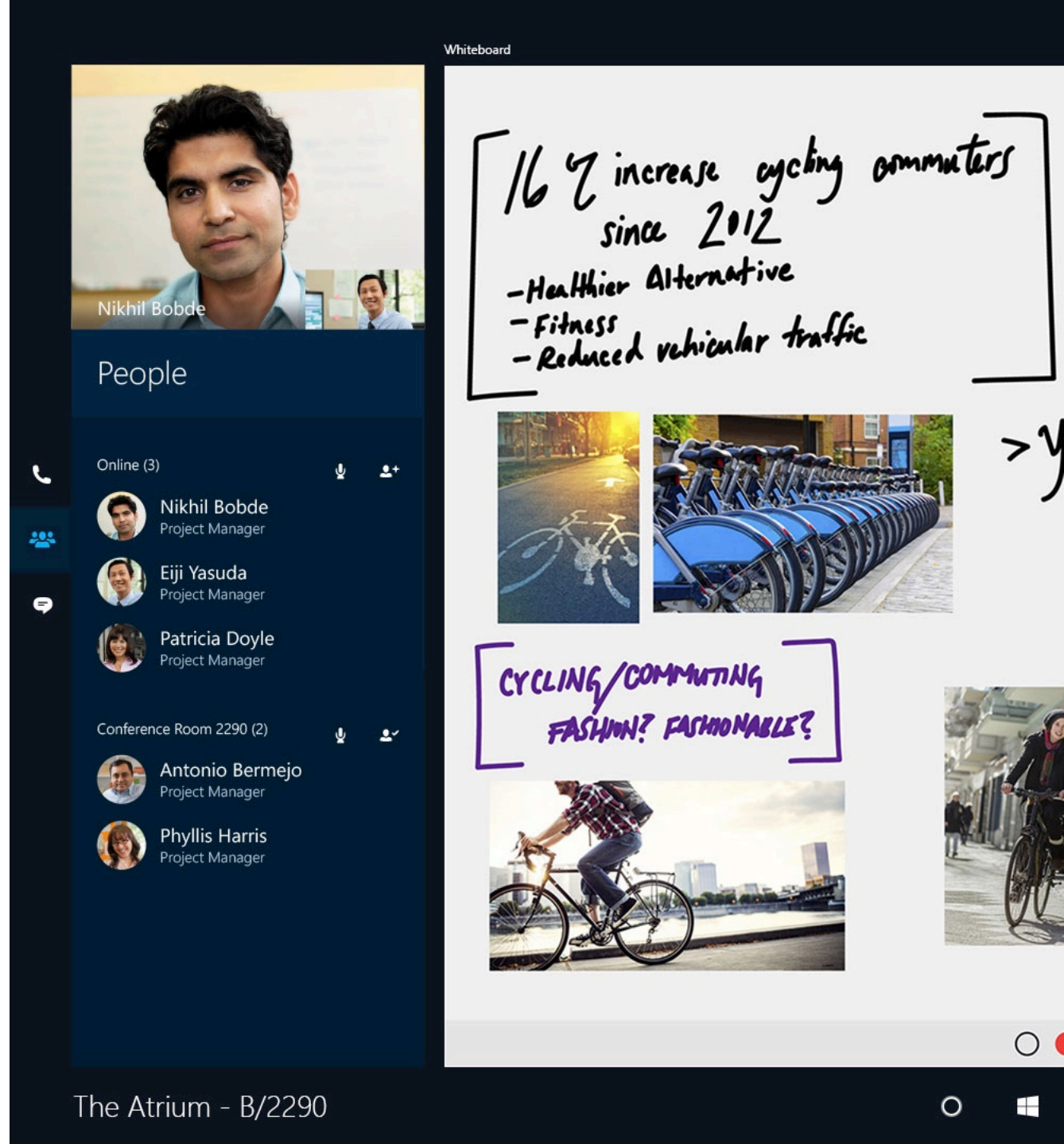
Improve the remote experience

Capture the entire room with side mounted cameras

In-room participants can make eye contact with remote participants with eye-level onboard cameras

Eliminate background noise and detect speakers with mic array built on Kinect technology

Whiteboard



The screenshot shows a Microsoft Teams meeting interface. At the top, a video call window displays Nikhil Bobde. Below the video, a 'People' list shows three online participants: Nikhil Bobde (Project Manager), Eiji Yasuda (Project Manager), and Patricia Doyle (Project Manager). Below the list, a 'Conference Room 2290 (2)' section shows two more participants: Antonio Bermejo (Project Manager) and Phyllis Harris (Project Manager). To the right of the meeting interface is a whiteboard with handwritten notes and images. The notes include '16% increase cycling commuters since 2012' and a list of benefits: '- Healthier Alternative', '- Fitness', and '- Reduced vehicular traffic'. Below the notes are three images: a bicycle on a road, a row of blue bicycles parked, and a person riding a bicycle on a city street. The whiteboard also has the text 'CYCLING/COMMUTING FASHION? FASHIONABLE?' written in purple. The bottom of the screen shows the meeting name 'The Atrium - B/2290' and the Windows taskbar.

Nikhil Bobde

People

Online (3)

- Nikhil Bobde
Project Manager
- Eiji Yasuda
Project Manager
- Patricia Doyle
Project Manager

Conference Room 2290 (2)

- Antonio Bermejo
Project Manager
- Phyllis Harris
Project Manager

16% increase cycling commuters since 2012

- Healthier Alternative
- Fitness
- Reduced vehicular traffic

CYCLING/COMMUTING FASHION? FASHIONABLE?

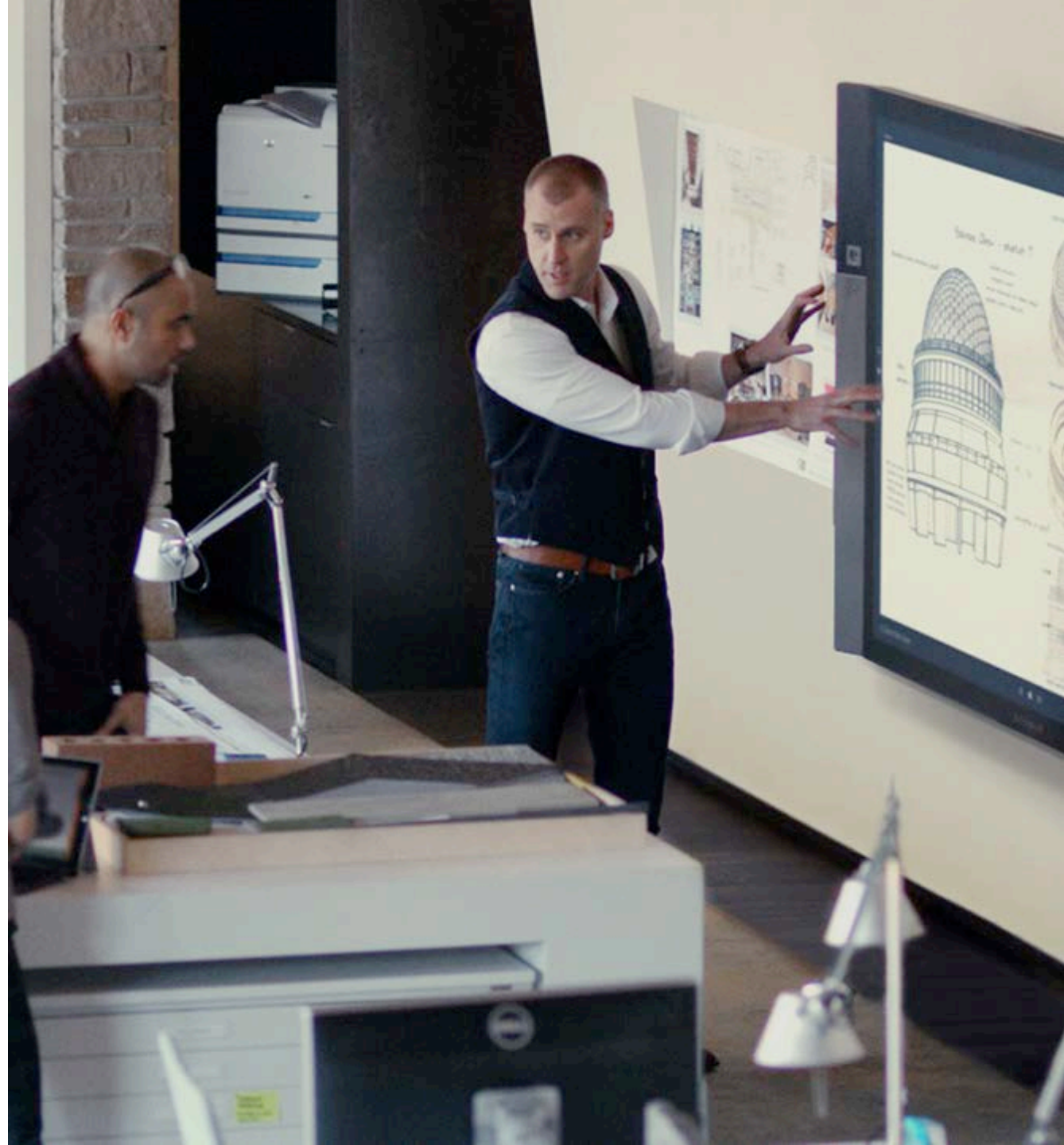
The Atrium - B/2290

**Walk up and
instantly use it**

Use Skype for Business to invite remote attendees ad hoc

Book the Surface Hub in Exchange—
it's automatically reserved with the
conference room

Join the meeting in a single tap—
no need to log in or connect
any equipment



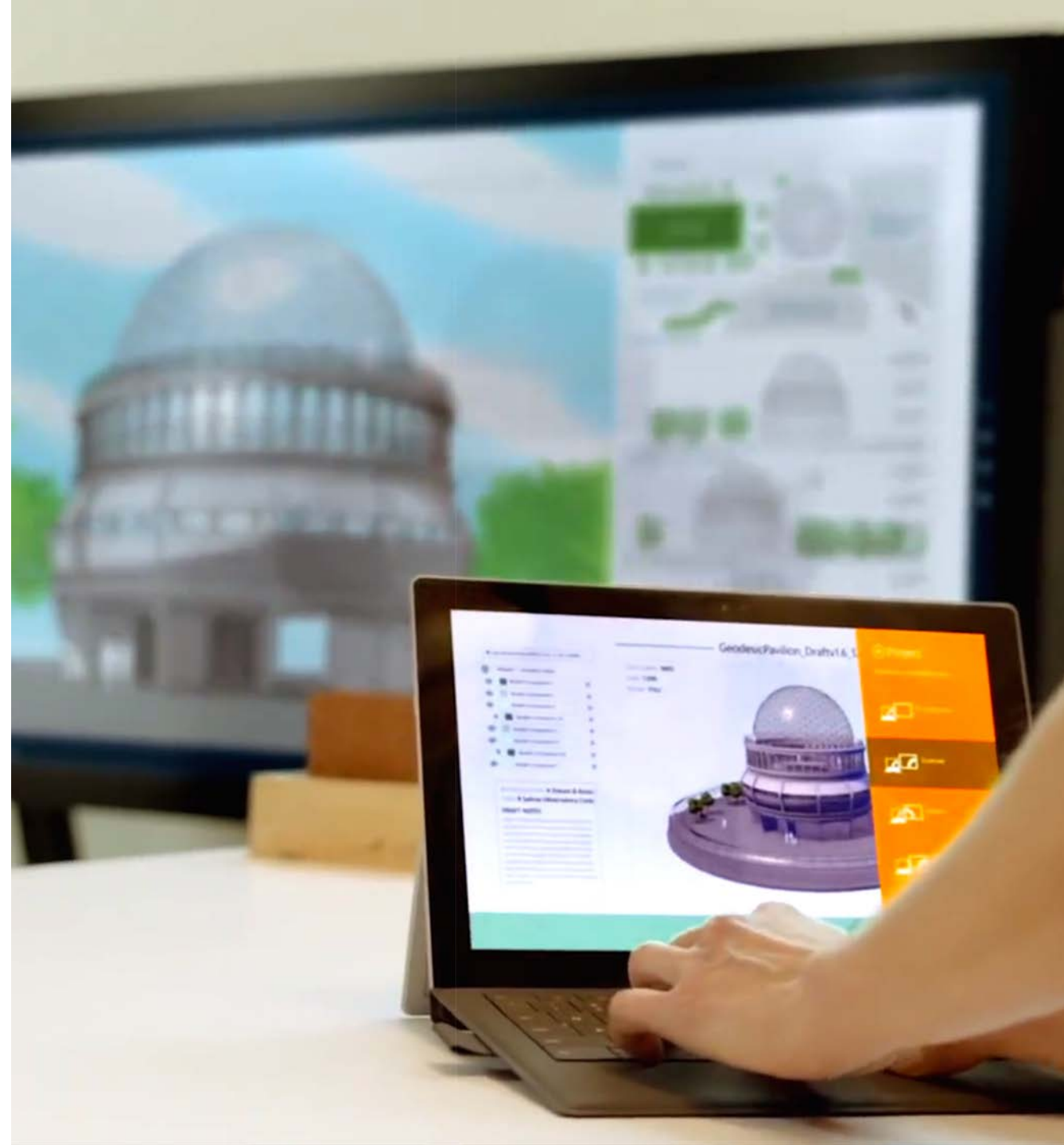
Make it easy to share content

See multiple items side-by-side

Touchback allows you to lead a discussion from anywhere in the room

Inkback lets you to annotate content, and take the annotations with you

Made for wired and wireless: wireless is enabled via Miracast—open standard supported by Windows and many Android devices, iOS Airplay support through App or Apple TV



Walk away with confidence

Instantly send meeting notes

Resets for next users: Returns the device to its original state for next user so everyone has the same, consistent experience

Security built in: After a session, content is sent to attendees and then wiped from the device



Analog tools limit brainstorming

Hard to share the content with remote users

Hard to take ideas with you after you leave the room

Hard to manage iterative brainstorming that requires us to permanently reserve the room and leave ideas on the wall



More powerful than a whiteboard

Infinite canvas—never run out of space

Lasso lets you rearrange content as ideas evolve

Clip rich content from other apps



Bring everyone into the collaboration

Up to three people can write simultaneously

Remote participants can automatically see the whiteboard and even add their own ideas—from the other side of the world



Drawing is natural, fluid, and responsive

Natural: Drawing feels just like a pen on paper

Responsive: Screen knows the difference between a pen and a finger

Virtually no latency—120Hz display and pen/touch input



Take ideas with you

Instantly send meeting notes—save your whiteboard as a OneNote file

Manage sensitive content—after a session, content is sent to attendees and then wiped from the device, so you don't leave sensitive content in the room



Run any Windows 10 Universal app natively

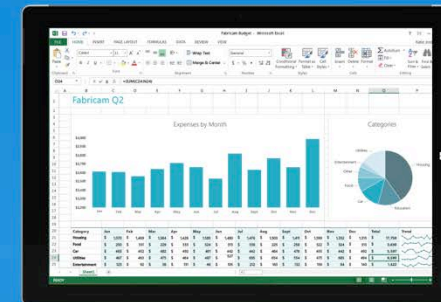
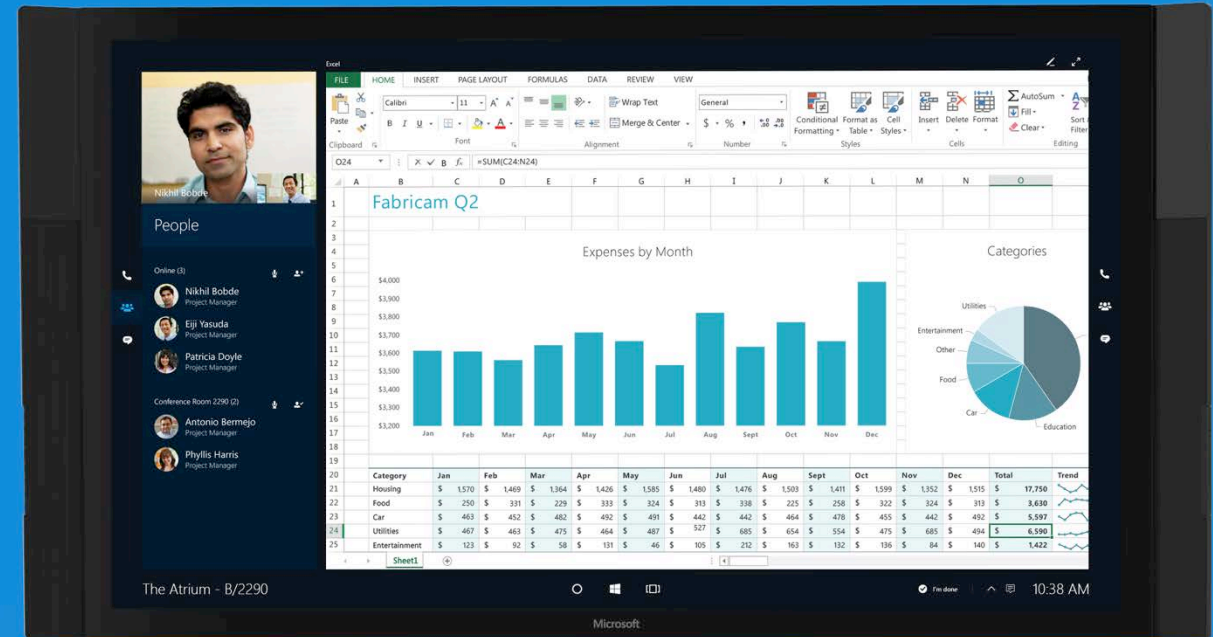
Universal Apps can run natively without the need for new coding

No authentication needed when running apps natively

Comes with familiar Microsoft apps like Skype for Business, OneNote, and Office

Share any Windows app from your personal device to the Surface Hub—even desktop apps

Touchback and inkback let you run apps from your personal device on Surface Hub



The developer community is inspired to build immersive apps



There's a Surface Hub for every space

Turns any room into a collaboration space

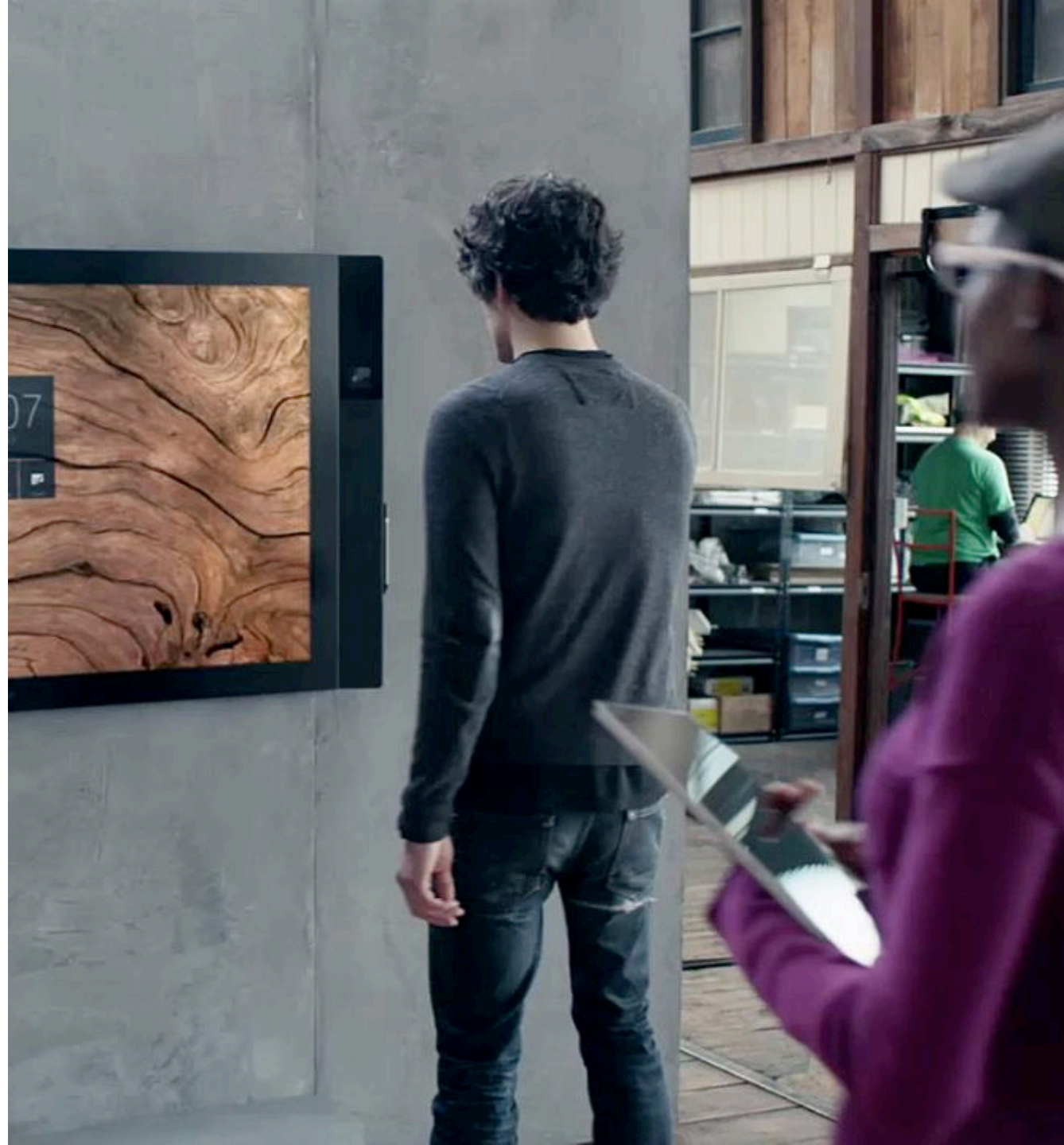
Sizes and mounting options to fit a wide variety of rooms

Integrated design combined with rolling stands makes it mobile enough to go almost anywhere



Designed for walk-up use

Communal, walk-up design means people don't have to login to start using it, allowing it to sit in shared spaces



Scales with your enterprise

A set of Surface Hubs across many offices can be centrally managed by IT

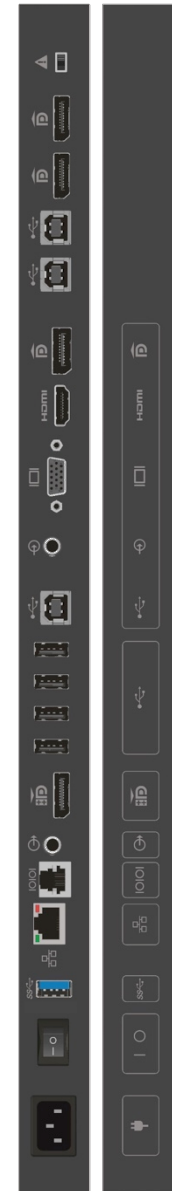


Integrates with your existing infrastructure

Inputs like HDMI, Bluetooth, NFC, and USB make it easy to connect it with the devices and peripherals that your business already uses



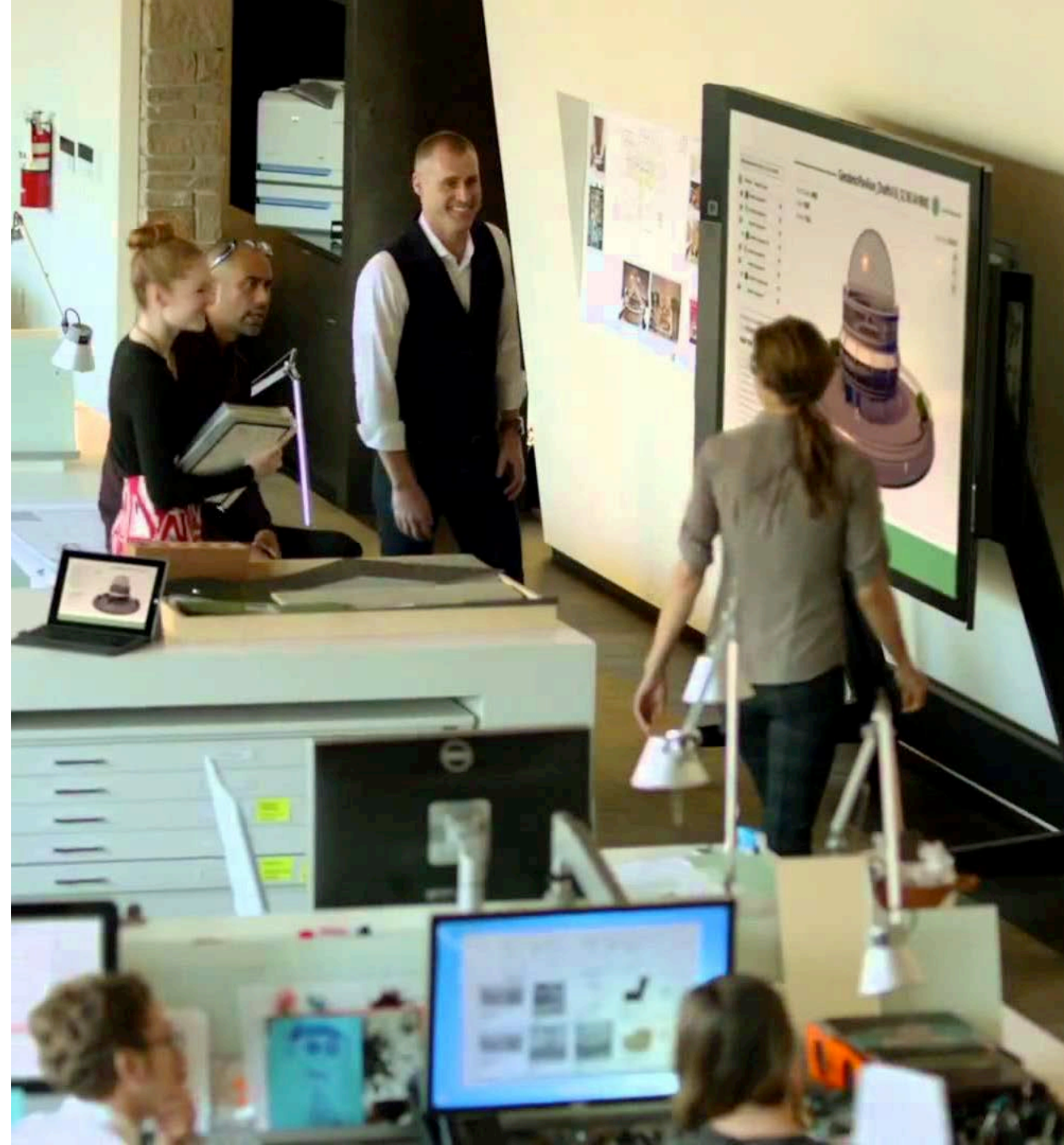
55"



84"

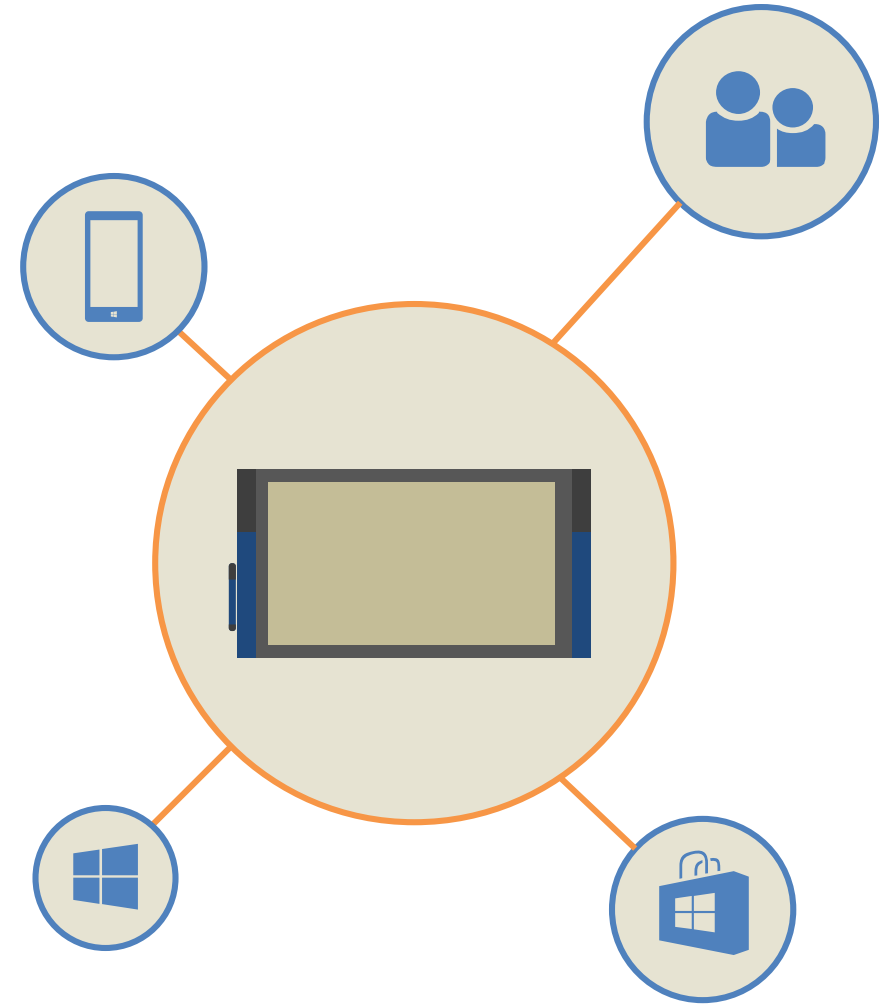
Integrates beautifully into the modern workplace

Designed for shared spaces and spontaneous meetings, igniting impromptu conversations that lead to groundbreaking ideas!



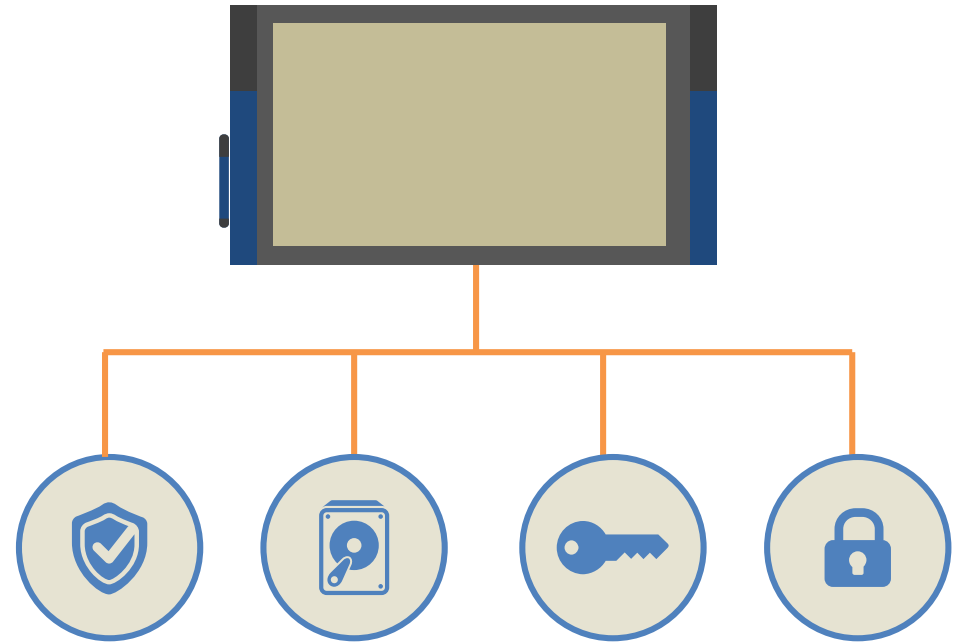
Run on your terms with convenient, central management

- Manage every Surface Hub across the enterprise from a single screen
- Supports Mobile Device Management (MDM) tools and Microsoft Intune/Microsoft SCCM for seamless updates, deployment, and monitoring
- Easy updates with Windows Update/Windows Server Update Service
- Admins with credentials can manage the device directly through Surface Hub Windows 10 settings
- Universal apps deployed through MDM (including internally developed apps and apps from Windows 10 store)



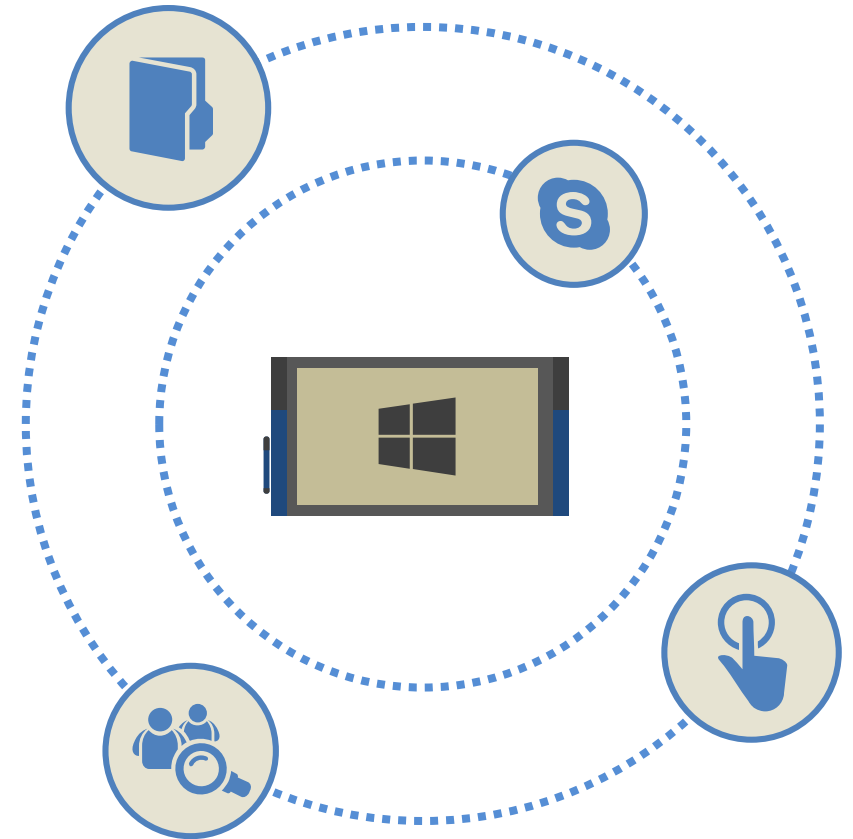
The experience you need, the security you demand

- Runs Windows 10 store apps—safe, tested, and signed by Microsoft
- User-generated content wiped after each session to protect sensitive information
- Hard drive encrypted by Bitlocker
- End users can't alter the device so device can be placed in public



Fully integrated with your Microsoft environment

- Integrates with back-end Microsoft services your enterprise already uses, like Exchange, Active Directory, and Skype for Business
- Has its own Exchange Resource Account: it's a bookable resource
- Can place/receive Skype for Business and PSTN calls
- OOBЕ takes minutes after Exchange and Skype for Business accounts are created
- Does not need to be domain joined
- Supports two factor user authentication
- Users can access outside data sources and file shares



Share content easily from devices of all kinds

- Bi-directional control of both wired and wireless data ingest
- Connect is a Windows 10 app—safe and easy to share content from a wide set of personal devices
- Supports wired, bi-directional input from video (HDMI, DisplayPort, VGA) as well as inkback/touchback from USB
- Uses Miracast to ingest wireless content, and (on compatible devices) power inkback/touchback

Inkback/touchback vary by OS and connection type:

Connect App	Wired with inkback/touchback	Wired display only	Wireless with inkback/touchback	Wireless display only
Windows 10 PC/Tablet	✓	✓	✓	✓
Windows 10 Phone	✓	✓	✓	✓
Windows 8.1	✓	✓		✓
Windows 7	✓	✓		
Android 4.2+		✓		✓
iOS/OS X		✓		✓ by connecting Apple TV to HDMI
Any HDMI Video Source		✓		

Technical specifications

Microsoft Surface Hub 55"

Size	806.4mm x 1514.3mm x 85.8mm
Weight	47.6 kg
Resolution	1920 x 1080 @ 120 Hz
Compute	4th Gen Intel i5, 8 GB RAM, 128 GB SSD
GPU	Intel HD 4600
Network	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
Accessories	(2) Powered, active pens, (1) Wireless all-in-one keyboard,
Sensor	(2) Passive infrared presence sensors, ambient light sensors
Ideal Room	Executive offices, huddle spaces, focus rooms



Technical specifications

Microsoft Surface Hub 84"

Size	1171.5mm x 2202.9mm x 105.4mm
Weight	127 kg
Resolution	3840 x 2140 @ 120 Hz
Compute	4th Gen Intel i7, 8 GB RAM, 128 GB SSD
GPU	NVIDIA Quadro K2200
Network	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
Accessories	(2) Powered, active pens, (1) Wireless all-in-one keyboard
Sensor	(2) Infrared imaging and depth illumination
Ideal Room	Conference rooms, command centers, workshops



Comprehensive hardware and software support

- Comprehensive hardware/software support provided by certified technical experts
- One year, limited warranty: 90 days of software support
- Additional Microsoft Complete for Business coverage available
- Onsite diagnostics and testing done by a Microsoft field service engineer
- Field service engineers on the ground in all 24 markets

	Warranty	Complete for Business
Scope	Hardware and software	Hardware and software
Term	1 year hardware 90 days software	3 years hardware and software
Standard coverage	Business hours – 5x9	Business hours – 5x9
SLA*	Third business day onsite Next business day phone	Next business day onsite Same business day phone
Hardware onsite support	FRU only**	FRU only

*SLA may vary due to service level available by market

**Keyboard, pen and hard drive shipped advanced exchange and customer replaceable

Cloud and on premise Skype for Business solution

Surface Hub



logitech



CRESTRON



Polycom



Surface Hub and Skype Room Systems at a glance

Surface Hub

Skype Room Systems

	Surface Hub	Skype Room Systems
Purpose	Team collaboration	Skype meetings
Skype Meeting experience	✓	✓
OneNote and Inking support	✓	n/a
PSTN Conferencing	✓	✓
PSTN Calling	✓	✓
In-room PC projection	Wired and wireless	Wired
Display	55" and 84" capacitive touch screen	External display or projector (non-touch)
Control	Front of room touch	Center of table
Audio/Video	Built-in cameras and mics + Skype certified accessories	Needs Skype certified accessories
Windows 10	Team	Enterprise
Runs Windows 10 (UWP) apps	✓	n/a
Skype for Business support	2013, 2015, online	2015, online
Exchange support	2013, 2016, online	2013, 2016, online
Device management	Intune	SCCM, Intune
Device manufacturer	Microsoft	Partners

Skype Room Systems and Surface Hub are **complementary products** in a portfolio designed to meet modern meeting space needs

Surface Hub is a **powerful all-in-one collaboration device built for inking and touch**

Skype Room Systems is a **dedicated Skype meeting device**

Both feature the familiar **Skype meeting experience**

SURFACE HUB AS A SERVICE (SHAAS)

- from CAPEX to OPEX
 - An affordable option for everyone
 - Monthly subscription service for a full package



	SHaaS 55"	SHaaS 84"
Hardware	Surface Hub 55" Rolling stand for Surface Hub 55"	Surface Hub 84" Rolling stand for Surface Hub 84"
Support	3-year onsite hardware service 3-year software service: by phone, online or email SLA: onsite, next business day	3-year onsite hardware service 3-year software service: by phone, online or email SLA: onsite, next business day
Installation	Installation on rolling stand	Installation on rolling stand
Migration	Optionally: configuration and integration in domain/tenant	Optionally: configuration and integration in domain/tenant
Training	½-day training: how to use and hands-on end-user session	½-day training: how to use and hands-on end-user session
Billing	Monthly	Monthly
Contract	36 months	36 months
Price	EUR 365.00 per month	EUR 790.00 per month





To get there, together



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