

# Surface Book 2

Demo Guide

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# Demo Steps

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## 1. Introduction

Speaker Script	Actions
<p><i>What is Surface Book?</i></p> <p>The latest Surface Book(s) represent our continued investment and evolution of this popular line in the Surface Portfolio. Customers have said they love this device and we continue to take their feedback, as we do with all of our devices, to adapt to their needs as well as showcase the very best of Microsoft 365.</p>	<ol style="list-style-type: none"><li>1. Greet customers using two sizes of Surface Book 2 (13" and 15").</li></ol>

Speaker Script	Actions
<p>And the new Surface Book, now comes in two sizes. As a single refresh we've brought an updated 13.5" version and, for the first time in the Surface Book line, we've introduced a 15" version.</p> <p>Although there are some size, weight and power differences, they absolutely remain consistent in looks and operation.</p>	

## 2. Demo: Word, Inking and Tablet Mode

Speaker Script	Actions
<p>Let me show you what I'm talking about.</p> <p>I'm using Word, reviewing a document sent by my team. Here, in Laptop Mode, I am able to work using one of the best keyboards and trackpads on the market. The keyboard has 1.5mm travel, improved sound and even a slight depression for your fingertips which makes it a better, more accurate typing experience.</p> <p>One thing we've noticed with most laptops is how people combine the use of keyboard, trackpad and touch. It's not uncommon for people to type with their fingers but then scroll from the screen and use the trackpad for more refined movements.</p>	<ol style="list-style-type: none"> <li>1. Word document; refer to laptop/keyboard</li> <li>2. Device is in Laptop Mode</li> <li>3. Show placement of hands and fingers, and scroll up and down on screen using your thumb</li> </ol>
<p>And although I love the typing experience, when I'm reviewing a document, I prefer the more natural experience of using a pen and highlighter. Of course I could print out the document, grab a pen and a highlighter but that's so 2007.</p> <p>If you want to create, review or edit in tablet or studio mode our detach is now faster, smoother, more elegant.</p>	<ol style="list-style-type: none"> <li>4. Detach the screen to Tablet Mode (recline in a chair or other more natural setting if possible)</li> <li>5. Jot a note "More here" near a paragraph</li> <li>6. Go to Draw tab</li> <li>7. Tap "Ink Editor", jot "More here"; strike out a single sentence; scribble across entire paragraph</li> </ol>

Speaker Script	Actions
<p>One of the reasons we believe that Surface is the ultimate device for the Modern Workplace and brings the best of Microsoft is how Office has really leaned in and leveraged the capabilities of pen.</p> <p>I simply use the pen and track changes sees and tracks that ink.</p> <p>Using Ink Editor I can use the pen to strike out individual words or entire paragraphs.</p> <p>Highlighter works the same, I simply drag my pen over the area I want to highlight, or scribble across an entire paragraph and Word knows what I intend and highlights the entire section.</p> <p>Further, the pens I use - whether black, red or even rainbow (!) follow with me across all instances of Office so I can pick that up when I'm on another machine.</p>	<p>8. Tap Highlighter, scribble across entire paragraph</p>

### 3. Demo: Pen, Dial and Studio Mode

Speaker Script	Actions
<p>Pen and Dial work well together and Dial now works onscreen with Surface Book</p> <p>Bluebeam Revu is used in the architecture and engineering industries to review blueprints for complex construction projects. They are moving their customers from printed paper documents to digital and Studio with Pen and Dial are a big part of how their changing their customer's workflow.</p> <p>When I place the Dial on the Studio and press &amp; hold I get a different set of options, again, designed by this company, specific to their customer's needs. And with the beautiful 15" PixelSense screen we've got plenty of space to work with.</p>	<ol style="list-style-type: none"> <li>1. Put device into Studio Mode</li> <li>2. Place Dial on screen</li> <li>3. Tap and hold Dial to get menu</li> <li>4. Ink using highlighter and pen in Revu</li> </ol>

Speaker Script	Actions
<p>I'll select Split Zoom and you can see how Bluebeam has created menus that are unique for their workflow</p> <p>I can use the Dial not only to bring up menus, but move around on the more detailed blueprint on the left side to zoom into a specific area on the right and Pen to markup the drawing - Pen, updated with the launch of Surface Pro, supports tilt for shading, 4,096 levels of pressure sensitivity, and virtually no lag. This keeps the engineer locked into their creative flow, without requiring them to slow down to navigate menus</p>	

#### 4. Demo: View Mode

Speaker Script	Actions
<p>And of course I can share this with others on my team, simply by lifting the screen up into View mode</p> <p>Versatility has always been a hallmark of Surface devices, and Surface Book 2 is no different... but this release is all about POWER and PERFORMANCE.</p>	<ol style="list-style-type: none"> <li>1. Lift screen into View mode</li> <li>2. Detach screen and put the device into Laptop mode</li> <li>5. Double click (Microsoft Precision Mouse is recommended but not required) the 3dm file to open</li> </ol>

#### 5. Demo: Power and Performance

Speaker Script	Actions
<p>Here we have a powerful application from our partner Rhino. This is used by architects and engineers around the world to create some of the most iconic buildings around. They need high performance, but they crave mobility as well.</p>	<ol style="list-style-type: none"> <li>6. In Rhino manipulate the model using touch</li> <li>7. Show various view (use the drop down menu to select a variety of views – "Rendered", "X-Ray"</li> </ol>

Speaker Script	Actions
<p>Rhino is showing literally hundreds of items that make up collections which becomes this rendering.</p> <p>The new Surface Books have amazing graphics performance with the latest NVIDIA discrete GPUs. From concept to creation, you can see your ideas come to life faster than ever. Breeze through daily tasks and run professional-grade software with the latest generation dual-core or quad-core Intel® Core™ i5 and i7 processors and up to 16GB of RAM.</p> <p>This is the most powerful graphics performance ever from Surface – 4 times more power and with 5 times the graphics performance than the original Surface Book.</p> <p>This is also more than twice the graphics performance and total processing of the 13" and 15" MacBook Pro.</p>	

## 6. Conclusion

Speaker Script	Actions
<p>Whether you're a videographer editing movies, a CAD engineer, a software developer coding games or creating AI, a digital artist painting with Photoshop you're no longer stuck in the office, at a desk or forced to use a huge bulky device.</p> <p>Surface Books deliver the perfect blend of power and performance – with continued evolution in speed, graphics, battery life and our ongoing investment in showcasing the best of Microsoft.</p>	