Microsoft

Microsoft devices for Government

With the agility of a tablet, and the processing capabilities of a powerful laptop, Surface helps politicians, inspectors, investigators, and case managers to get more done when they're away from their desks. It gives easy access to the data and programs they rely on, and enables them to work more productively, collaboratively and securely, wherever they are.

Surface Book
The ultimate laptop for business

Surface Pro 4
The tablet that means business

	Surface Book	Surface Pro 4
Summary	The laptop. Redefined. Surface Book gives your teams the power they need wherever they are. With three different configurations—laptop, clipboard, and canvas—Surface Book flexes to the task in hand, with a best-in-class keyboard, Surface Pen and/or touchscreen.	With laptop-grade power, the ultra-thin and light Surface Pro 4 means professionals can work anytime, anywhere. Use touch and Surface Pen to take notes in tablet mode or fold out the Type Cover and it turns into a business-grade laptop.
Processor	6th Generation Intel® Core™ M/i5/i7; optional NVIDIA GeForce GPU	6th Generation Intel® Core™ M/i5/i7
Screen size and resolution	13.5", 3000 x 2000	12.3", 2736 x 1280
Graphics	i5: Intel® HD graphics i5/i7: NVIDIA GeForce graphics	m3: Intel® HD graphics 515 i5: Intel® HD graphics 520 i7: Intel® Iris graphics
Memory	Up to 16GB	Up to 16GB
Battery life[1]	Up to 12 hours	Up to 9 hours
Weight[2]	1516 g	786 g

Surface Hub 84"
Unlocking the power of the group

Surface Hub 55"
Unlocking the power of the group

Lumia 950 XL
Smartphones built for government organizations

	Surface Hub 84"	Surface Hub 55"	Lumia 950 XL
Summary	Collaborate better, and easier, with one device. An interactive, multi-touch screen with Surface Pen, wireless device connectivity and seamless integration with Microsoft Office. It brings teams together for your best meetings yet. Ideal for larger conference rooms.	Collaborate better, and easier, with one device. An interactive, multi-touch screen with wireless device connectivity and seamless integration with Microsoft Office. It brings teams together for your best meetings yet. Perfect for smaller conference rooms.	Sleek, stylish and with the full Windows 10 experience. Outstanding screens mean projects started on a tablet or laptop are easy to view and finish on a mobile.
Processor	4th Generation Intel® Core i7; NVIDIA Quadro K2200	4th Generation Intel Core i5; Intel® HD 4600	Qualcomm® Snapdragon™ 808 & 810
Screen size and resolution	86.7", 3840 x 2160	59.62", 1920 x 1080	5.2" (950) & 5.7" (950 XL), 2560 x 1440
Graphics	NVIDIA Quadro K2200	Intel® HD 4600	n/a
Memory	8GB RAM	8GB RAM	200GB (Micros SD)
Battery life[1]	n/a	n/a	n/a
Weight[2]	127 kg	48 kg	165 g

Your office, wherever you go

- Collaborate on the move using the full Office Suite with Windows 10, and public service apps.
- Surface devices are thin and light, but have the power and performance civil servants need to achieve more out of the office.
- One device does so much more, flexing to the job in hand.

Reduce paperwork, increase productivity

- Capture photos, videos, text, and audio in the field with the Surface HD camera, Surface Pen and microphone.
- Take notes, and signatures, directly on screen with Surface Pen.
- Video conferencing on Surface Hub helps teams to share ideas and make decisions faster.

More efficient, and secure

- Access internal resources through VPN and Direct Access, backed by the enterprise-grade security of Windows 10.
- Log in is easier, and more secure, with Windows Hello facial recognition.
- Capturing data directly onto the screen means no more loose bits of paper.

Improve ROI

- Reduce the need to print, ship and mail forms.
- Fewer devices, and more productive people, means government organizations will spend less, while improving service.
- Surface is intuitive to use, and easy to manage, so IT support time and costs reduce.

Spotting opportunities for Surface

Problem:
The customer is concerned about protecting confidential information, and the cost of configuring and securing individual devices.

Talk to them about:
How Surface can be managed centrally, and comes with the outstanding security features of Windows 10. Windows Hello facial recognition makes log-in more secure than ever before, and remote wiping ensures confidential citizen data remains protected if devices are lost or stolen, or when employees leave.

Problem:
The customer says that case workers often have to duplicate work and repeat data entry, switching between mobile and desktop devices.

Talk to them about:
How Surface is mobile-friendly and supports desktop apps. It provides secure access to case content on the move and removes the need to re-enter data.

Problem:
The customer says that delays in receiving time-sensitive updates can affect the speed and accuracy of on-site decision-making.

Talk to them about:
How the light weight and all-day battery life of Surface makes mobile working easier and keeps employees connected for longer. Surface gives inspectors real-time visibility of dashboards and notifications. They can even provide remote authorization of services and investigations with a digital signature, using Surface Pen.

Problem:
The customer says that fieldwork requires multiple devices, and duplication of effort to ensure comprehensive recording and reporting.

Talk to them about:
How Surface can capture a rich variety of information in the field—such as photos, videos, text, and audio—with the HD camera, Surface Pen, and microphone.

Answering objections

What you hear:	Your response:
Why shouldn't I buy one of your competitors' tablets?	Case workers and inspectors who use competitors' tablets still require separate laptops to do 'real work'. Plus, other tablets require additional IT management and support, whereas Surface can be managed like any other Windows PC.
Mobile working presents too much of a risk.	Surface devices run Windows 10, which is built for security. Windows Hello facial recognition prevents unauthorized device access. And Surface can be managed centrally for security policies just like all your desk-based PCs.
Will Surface run the apps my team needs?	Powerful Intel processors run everything from Windows 10 to the desktop software and apps you rely on.

Customer success stories

"We conducted a comprehensive analysis of other products on the market, and we found that Surface devices met our needs best in terms of performance, application compatibility, multi-tasking behavior, and user experience."

Marco Sanchez, Network Administrator, City of Miami

"With the Surface, it basically gives employees a full-featured computer that they can use from anywhere... Our biggest challenge now is that everyone wants one so it's hard to keep up with the demand!"

Cliff Du Puy, Technical Services Director, Mecklenburg County, North Carolina