



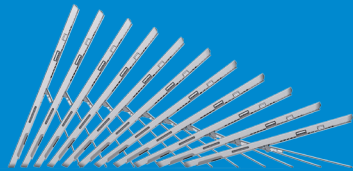
Surface Pro 3

Your laptop replacement

Surface Pro 3 is in a category of its own. With a stunning 12" display in a sleek magnesium frame, it has all the power and performance of a laptop, **but in an incredibly thin, lightweight, versatile form. Surface Pro 3 is the ultimate device.**

Large screen: 12 inches | **Versatile:** Multi-position Kickstand | **Light:** 1.76lbs.
Thin: .36 inches | **Powerful:** 4th generation Intel® Core™ processor

Key selling points



Tablet meets laptop

- The ultimate laptop and PC replacement with a beautiful 12" display
- Shockingly thin and light—just 1.76lbs.
- Built-in, multi-position Kickstand—go from tablet to laptop
- Docking Station
- Optional Type Cover is amazing with an extra fold that adds stability when working on your lap
- Mini DisplayPort and full-size USB port—connect to the files and devices you need
- Surface Pen input for a natural writing experience

Apps and services

- Runs Office with Outlook, plus OneNote, Lync, Skype, OneDrive, and Yammer¹
- Discover a wide variety of touch apps in the Windows Store
- Runs Windows 7 desktop programs you already have

IT ready

- Durable casing and impact-resistant glass take heavy use
- Secure data with TPM, BitLocker technology, Secure Boot, UEFI
- Control and compliance with support for Windows Intune, SCCM, and MDM¹
- Intel® Turbo Boost Technology 2.0 means extra GHz on demand³



Surface Pen feels like a fountain pen. With one click, open OneNote and sync to the cloud.



New magnetic fold option adds more stability on your lap.

Technical specifications

Software	Windows 8.1 Pro
Exterior	Dimensions: 7.93" x 11.5" x .36", Weight: 1.76lbs., Casing: VaporMg, Color: Silver, Physical buttons: Volume, Power, Home
Display	Screen: 12" ClearType Full HD Plus display, Resolution: 2160 x 1440, Aspect Ratio: 3:2, Touch: Multi-touch
CPU/Storage/Memory ²	i3 processor / 64GB / 4GB RAM i5 processor / 128GB / 4GB RAM i5 processor / 256GB / 8GB RAM i7 processor / 256GB / 8GB RAM i7 processor / 512GB / 8GB RAM All configurations include TPM chip for enterprise security
Wireless	Wi-Fi (802.11ac/a/b/g/n), Bluetooth 4.0 low energy technology
Battery Life	Up to 9 hours of web browsing ⁴
Cameras, Video, & Audio	Two 5MP HD cameras, front- and rear-facing, Microphone, Stereo speakers with Dolby® sound
Ports	Full-size USB 3.0, MicroSDXC card reader, Headset port, Mini DisplayPort, Cover port
Sensors	Ambient light sensor, Accelerometer, Gyroscope, Magnetometer
Warranty	1-year limited hardware warranty
Surface Pen	Dimensions: 5.3" x .37", Weight: .7oz
In the box	Surface Pro 3, Surface Pen, 36W Power Supply, Quick Start Guide, Safety and warranty documents

1. Some applications, including Office, are licensed separately. 2. 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 3. Intel® Core™ i5 and i7 processors 4. Battery life varies by usage and settings

Microsoft
Surface

Competitive advantages

Against Macbook Pro 13

- Click for OneNote with Surface Pen
- Better and more cameras (5MP front and rear vs. 720 front only)
- Lighter
- Thinner
- Lower price
- Windows OS

Against Dell XPS 12

- Better processor options (i3, i5, and i7)
- Better screen resolution
- Click for OneNote with Surface Pen
- MicroSD™ port
- Better and more cameras (5MP front and rear vs. 1.3MP front)

Against Macbook Air 11

- Click for OneNote with Surface Pen
- Better and more cameras (5MP front and rear vs. 720 front only)
- Lighter (800g vs. 1080g)
- Thinner (9.2mm vs. 17mm)
- Price
- Windows OS

Against Samsung ATIV Smart PC Pro 700T

Against Samsung ATIV Smart PC Pro 700T

- Longer battery life
- Better screen resolution
- Click for OneNote with Surface Pen (better than S-pen)
- Better front camera (5MP vs. 2MP)

Against Samsung Galaxy NotePRO

- Better RAM options
- Windows OS

- Lighter
- Thinner
- Built-in Kickstand

Handling objections

What you hear	Your response
"We can't give employees tablets to use because we can't manage them in our environment."	Surface Pro 3 is a full x86 computer with an Intel® Core™ processor and is therefore managed just like other Windows PCs in your environment. It will run desktop apps just like any PC or laptop. It includes advanced security and management features including TPM, BitLocker, Secure Boot, UEFI, and VPN.
"Why buy a Surface or Windows tablet now that Office is available on the iPad?"	A device can't claim true productivity based solely on the inclusion of Office software. Surface was designed from the ground up for productivity. If you need to get stuff done – multitask, combine information from multiple sources, use a mouse and keyboard, maybe even work in Office – Surface and Windows tablets are preferred because they're the only tablets that enable all of these capabilities.
"Why doesn't Office come with Surface Pro 3?"	Surface Pro 3 was created for our enterprise customers, most of whom already have enterprise agreements for Office. By choosing not to pre-install Office on Surface Pro 3, we are keeping costs down and avoiding asking our customers to pay for Office twice.
"How do I install Windows 8 (or 8.1) Enterprise edition on Surface Pro 3?"	Windows 8.1 Enterprise edition is available only to Software Assurance customers. Our deployment guide on the Download Center (located with the firmware and driver package) details the process.
"How do we deploy a custom OS image on Surface?"	Surface Pro 3 supports Microsoft Deployment Toolkit and System Center Configuration Manager, using either USB flash drive or PXE boot with the Surface Ethernet Adapter.
"Does Surface have identity and data protection?"	Surface Pro 3 has a discrete secure TPM v1.2 chip, which enables use of BitLocker for protection of user data. The TPM can also be used to host virtual smart cards -- a strong authentication technology that enables users to authenticate with strong asymmetric keys rather than guessable passwords.

Accessories

A range of accessories ensure that you can work the way you want.



Surface Pro Type Cover:
The click-in keyboard for Surface Pro 3 enhanced with magnetic stability keeps the Cover steady.

Work just as comfortably on your lap as at your desk.

Adapters: VGA and HD AV adapters to share videos, pictures, or your work to other displays. Ethernet adapter



enables network connections and application installation.

3rd party accessories: Check surface.com for great industry and education accessories.



Arc Touch Mouse:
Perfectly designed for life on the go. With reliable wireless freedom, you get a clutter-free experience that works from across the room. Use it even on a rough wood surface or carpet, with BlueTrack Technology.³ And, it comes with native integration of Bluetooth 4.0.



Docking station:
Instantly connect to all your favorite accessories

with the display port, audio input/output jack, an Ethernet port, and high-speed USB 3.0 and three USB 2.0 ports. Not compatible with previous versions of Surface:

Services and support

Protect your investment

Purchase one of two plans that extend the Surface hardware warranty:

Microsoft Extended Hardware Service⁴

- Extends coverage to 3 years
- Upgrade to Advanced Exchange Service Model⁴

Microsoft Extended Hardware Service + Accidental Damage from Handling⁴

- Extends coverage to 3 years
- Upgrade to Advanced Exchange Service Model⁴
- No Deductible for Accidental Damage
- Maximum 2 claims for Accidental Damage

Deploy with Ease

Surface is covered under existing Microsoft Professional and Premium support plans. New Proactive Services for Surface are available to help Premier customer's be successful deploying Surface devices into their IT infrastructure.

³. BlueTrack Technology does not work on clear glass or mirrored surfaces.
⁴. Price and market availability vary.