

Selling Surface? It's perfect for classrooms, universities and teaching staff



Modern technology has a whole new role in education. Whether it's distance learning, research, one-to-ones or in classrooms, education professionals can always find the right device, while meeting strict budgets, with Microsoft Surface.

Light, mobile and powerful, Surface devices provide the perfect suite of hardware to help our youngest generations to flourish.

Why Westcoast for Surface?

You can expect:

- An unparalleled choice of Surface devices and accessories
- Expert advice on the right package for your customers
- Flexible finance options
- Value-added services, such as configuration

And thanks to our decade-long relationship with Microsoft, you can be certain you're working with a partner that knows Surface devices as well as the original creators do.

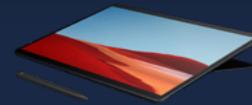
Delivering value across government



Go
The lightest, most affordable Surface 2-in-1 with a 10.5" touchscreen



Pro
The iconic Surface 2-in-1, now even faster and more versatile



Pro X
The sleek edge-to-edge 2-in-1 that lets you connect almost anywhere, any time



Laptop
The perfect everyday laptop. Fast and durable, available with a 13.5" or 15" touchscreen



Book
The most powerful Surface yet in a laptop form, available with a 13.5" or 15" detachable touchscreen



Studio
The most immersive and powerful Surface desktop, with fully adjustable touchscreen

Talking points for your customers

Keep students engaged

The performance of our institution is crucial. Will these devices enable us to get the most from our students?

With Surface, it's easy to keep students engaged throughout lessons. With lightweight, touchscreen options, pupils can accurately and comfortably take notes. And don't be concerned about performance, there's very little they can't handle, so students can show off design and creative skills on performance-intensive apps.

And with 10-point touchscreens, it's easier to mark test papers for simple progress tracking.

How can Surface support specific lessons?

The versatility and power of Surface devices mean they're ready for anything that comes their way. However, the Studio is particularly suitable for art and media classes, as it comes with stunning 4K resolution with PixelSense™ displays and can handle demanding applications thanks to its powerful 8th Gen Intel® Core™ processors.

If you want a device to transform PE lessons, Pro 7 comes with touch-enabled capabilities for fast note and footage collection and all-day battery, so even the last lesson of the day can benefit.

Enables flexibility on-premise and remotely

We need devices that will support home working and distance learning, will Surface meet this need?

Surface devices are versatile, thin and lightweight yet pack a punch when it comes to performance.

The Pro 7, for example, comes with powerful i5 and i7, 10th Gen Intel® Core™ processors and HD cameras to enable virtual video meetings, teaching, and work annotations. And because the 2-in-1 options easily switch from laptop to tablet, it's comfortable for any setting.

Our facilities staff are often on the go around the campus. We need devices they can take with them.

Then Surface are the devices for you. Our sleek, thin 2-in-1s, including the Go 2, Pro 7, Pro X and Book 3, offer the ultimate in mobility. With easy-to-use 10-point touchscreen, long-battery life, built-in security and compatibility with Microsoft Teams, it's simple to work wherever the day takes you.

Empowers new discoveries

Our lecturers and doctoral students need devices that can help them focus on long research projects. Will Surface do the job?

It will. Surface's long battery life and the latest processors will support with this. And if you go with the Laptop 3, for example, you'll be able to work with industry-leading typing comfort and a larger glass track pad, and find your focus with immersive Dolby® Audio™ Premium sound.

And with Windows Hello biometric security, built-in security from Windows 10 Pro and a removable hard drive, your findings can stay under wraps until you're ready.

Can Surface enable collaboration between departments and academics?

Surface devices are ideal for encouraging engagement. With Microsoft Teams integration, USB-C and USB-A connectivity options, powerful processors for streaming research meetings and blazing-fast LTE Advanced, it's easier than ever to stay connected.