

# One Surface

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**For Any Workload**



We know that modern work comes in all shapes and sizes. That's why the modern workplace starts with Microsoft Surface for Business.

Built for hybrid heroes and on-the-go go-getters, Surface for Business offers a range of Microsoft Surface devices with enhanced security, portability, and easy manageability.

**Why One Surface?** .....

**Cost-savings** .....

**IT Efficiency** .....

**Employee Productivity** .....

**The Earth's Surface** .....

**Employee Happiness** .....

**Making Work Easier** .....

**To find out more, speak to your Account Manager**

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# Why One Surface?

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Businesses worldwide have adapted to rapid shifts in work culture. To support a modern, versatile workforce, your people need a device that can flex around their needs. Microsoft Surface gives your people the freedom to work their way, from anywhere in the world.

Surface devices are lightweight, for maximum portability, whilst offering unique features for flexible workers. Security and manageability are enterprise-grade and built-in. It's one device, for any kind of workload.

## A more sustainable future

Circular design and a commitment to zero carbon emissions. Microsoft Surface helps businesses meet their ESG goals.

## Cut costs and improve productivity

One Surface. Multiple, versatile features. Save across your device estate with the Surface family.

## Stay secure with Surface

Discover chip-to-cloud protection, and proactive, built-in defences. Enhanced safeguards for a modern, versatile workforce.

## Happy employees and end customers

Premium and portable. High-end, but not high maintenance. World-class design, to be used worldwide.

## Why one Surface device?

Device consolidation isn't something new. The smartphone is the prime example. Before smartphones, people might travel with up to ten electronic devices: a digital watch, a digital camera, a GPS device, an MP3 player, a mobile phone, a calculator, a flashlight, a digital alarm clock, a personal digital assistant and a credit card.

Now, all of these exist in one device. An everyday traveller, setting off abroad, only needs to slip a smartphone into their jeans pocket. With it, they can place calls, pay for things, take pictures, listen to music, check the time, and navigate almost anywhere in the world. Device proliferation gave way to one multi-functional smartphone – and it's been a market leader since.

## Surface: as versatile as you need

The modern workforce is currently dependent on too many devices. Some of these are too cumbersome for a modern, on-the-go employee. Others are of substandard quality or don't have all features needed for a job, causing employees to switch between devices.

The average worker uses 2.3 or more devices, typically switching between them for different types of work. Sounds exhausting? Studies show that it is. More than 80% of HR staff believe that hybrid and on-the-go work is tiring for employees, with a lack of consistency cited as a key reason.

Device proliferation forms a big part of this, with employees having to plan which devices they need on any given day. Forgetting a device or bringing the wrong one can derail a day of work and increase stress. On top of that, consolidating from 2.3 devices to 1 Surface device for all workloads on average saves organisations \$3,756 per employee over 3 years!

## Vulnerabilities in security

Devices like Microsoft Surface solve the challenges modern employees face day-to-day. Take the Microsoft Surface Pro, which marries the power of a laptop with the flexibility and mobility of a tablet, making it easy to carry for remote purposes but still enabling a fast, streamlined performance. With Microsoft 365 fully integrated, Microsoft Teams Calling Plans are an option, and with 4G or 5G device options available, calls can be made anywhere at any time.



### For employees this means:

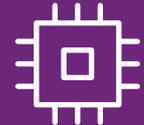
- No need for a work smartphone
- No need for a laptop
- No need for a tablet device

The Surface Pro consolidates all three devices into one. And it's lightweight, making it easily portable, operative in transit (on trains and planes), and above all – flexible. Flexible by design, flexible in the way it's configured, and flexible in the way it's used (keyboard, touchscreen, digital pen, phone). Surface devices are as versatile as you need them to be.

### Without device consolidation you can expect:



**Lost productivity**  
(multiple login and setup, reloading tabs and files)

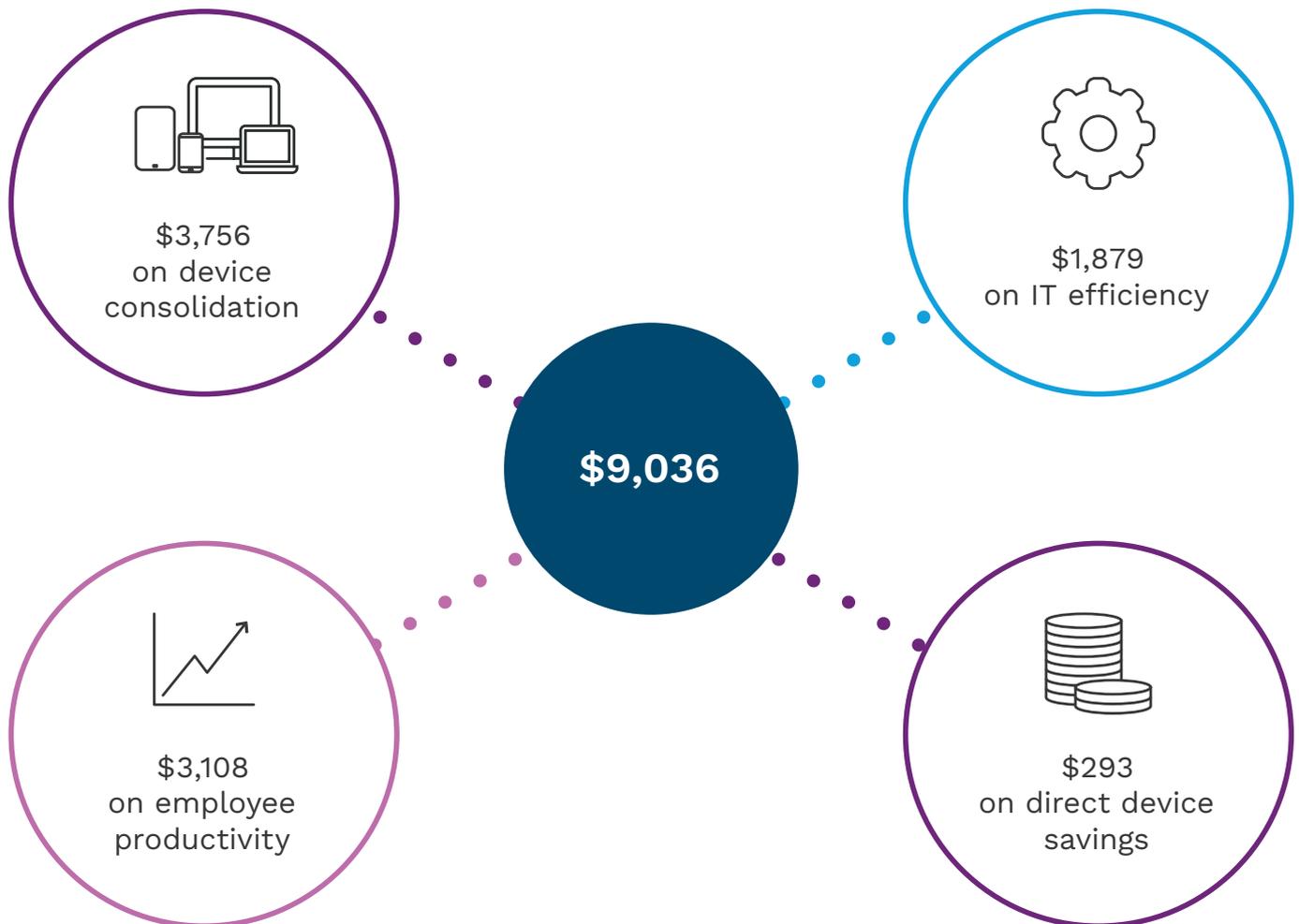


**Data siloes**  
(files saved to one device, and not another)

With Microsoft Surface, the days of saving files to one device and not another are over. It consolidates everything in one place, rendering the need for another device unnecessary. No more awkward moments where you've left reports on the wrong one.

## The business case for Microsoft Surface

Up to \$9,036 in savings per Surface device over 3 years which equates to x2.8 ROI. Why? Because Surface not only reduces the financial expenditures of a mixed-device estate, but also saves on IT maintenance, deployment costs, and security infrastructure. Over a period of three years, organisations save:



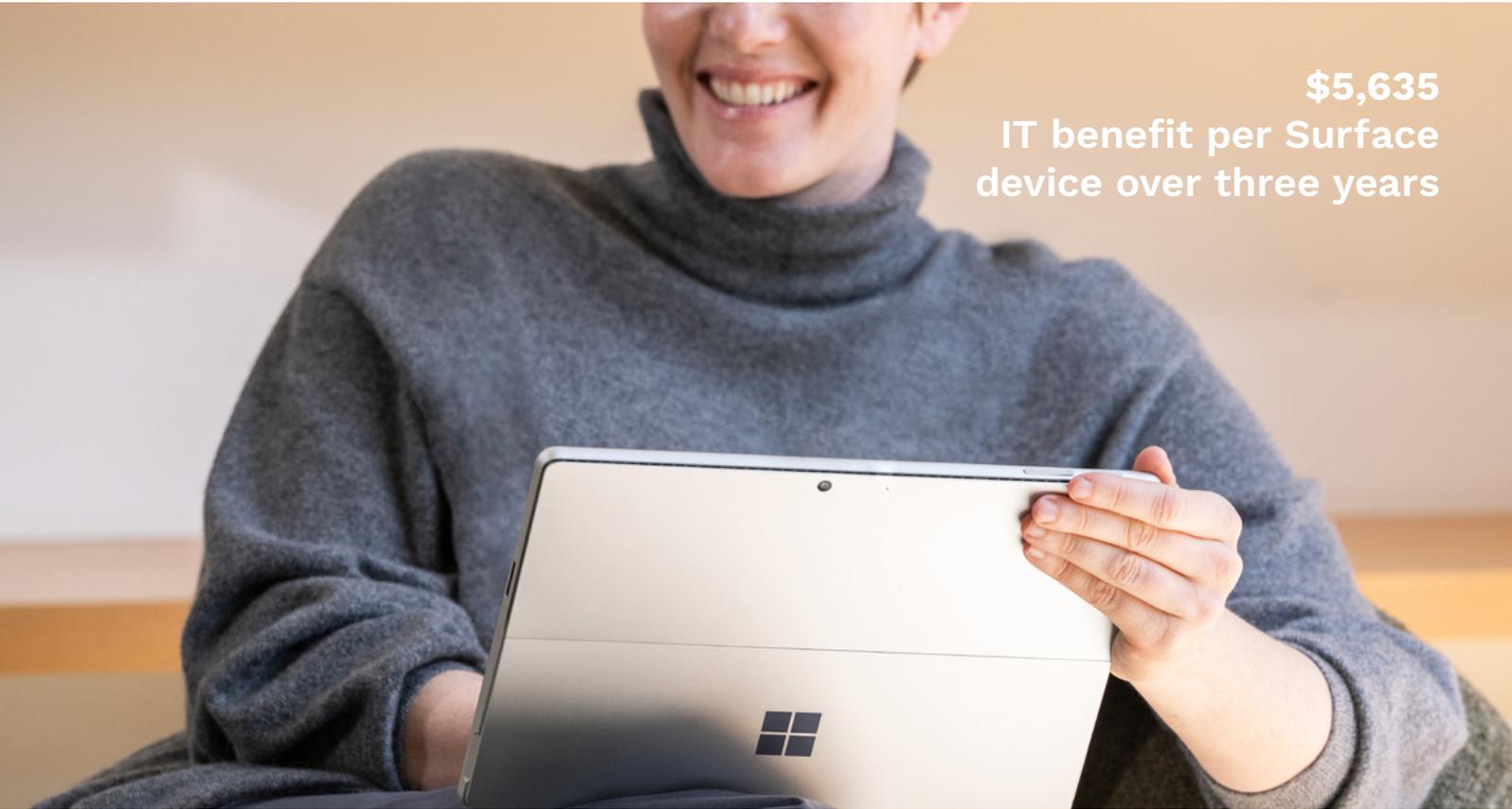
And it's not just savings that Surface devices provide, but also long-lasting value-adding benefits. An organisation that deploys Microsoft Surface sees better productivity gains, better collaboration, and faster resolution with IT. Surface devices have a high residual market value - i.e. last longer than other devices - and you can trade in your device at any time.

**To find out more about cost savings with Surface :**

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**\$5,635**  
IT benefit per Surface  
device over three years

For IT, Surface streamlines everything. Faster deployment, with 27% less waiting time for a device. Less time lost to security incidents. Less time lost to the IT helpdesk. Faster bootup speed.

## Why? Because Surface has:

- Enterprise-grade, chip-to-cloud security (robust across the life cycle of devices)
- Windows Autopilot for automatic deployment and minimal infrastructure management
- Secure hardware and build
- Premium, world-class performance

The results speak for themselves. In total, the IT benefit per Surface device (over a period of three years) is \$5,635. Robust, chip-to-cloud security means fewer security incidents. In-built deployment means time saved in setting up devices. And a high-performing, premium device lets employees get on with their work (without helpdesk support).

- \$885 Reduced Helpdesk Support
- \$810 Reduced Ongoing Maintenance
- \$126 Reduced Time for Security Incident Response

**To improve your IT efficiency with Surface**

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# Employee Productivity

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Microsoft Surface is built with productivity in mind. The ultrathin, lightweight screen makes it easy to hold and use while travelling. Or the kickstand can be used while at a desk. With the Surface Slim Pen, users write and sketch on the screen as if on paper, making note-taking a more natural and meaningful process. If users want to upload meeting notes they can convert their writing to typed text and share.

The camera on Surface devices is also enterprise-grade. Users can make high-definition calls, whilst the camera centres you in frame. For users who are presenting on a call, and are in motion, Automatic Framing enables the camera to follow you, always keeping you in the frame.

Elevating the video call experience – a central part of modern work – improves employee satisfaction and productivity. Whether it's to deliver a zinging presentation, or take notes on a call, Microsoft Surface is built for a collaboration on a screen. It adds +7.7 hours of employee productivity time per year.



## Direct device savings

Microsoft Surface devices provide real, tangible cost-savings for your business.

The devices pair premium build quality with an extended life cycle (via sustainable, renewable parts). Surface devices last longer – a testament to Microsoft's premium design and engineering - and can enjoy a second life after their first.

In-built security, automatic deployment, and infrastructure management cut down IT support costs, with less IT intervention overall. And built-in camera, lights, and headset reduces the need for (and cost of) peripheral accessories.

**\$115**  
Increased  
Residual Value

**\$58**  
Reduced Support

**\$120**  
Accessories Savings

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## Bringing IT efficiency to the Surface

Managing a hybrid workforce has proved difficult for IT teams. A sprawling, mixed, and substandard device estate means less control over security. And yet, remote environments place devices at a greater security risk. The balance must be found between providing easy access to collaboration and cloud-based tools, and securing access to corporate data, applications, and resources.

The Microsoft Surface family takes security very seriously and tackles other IT challenges along the way.

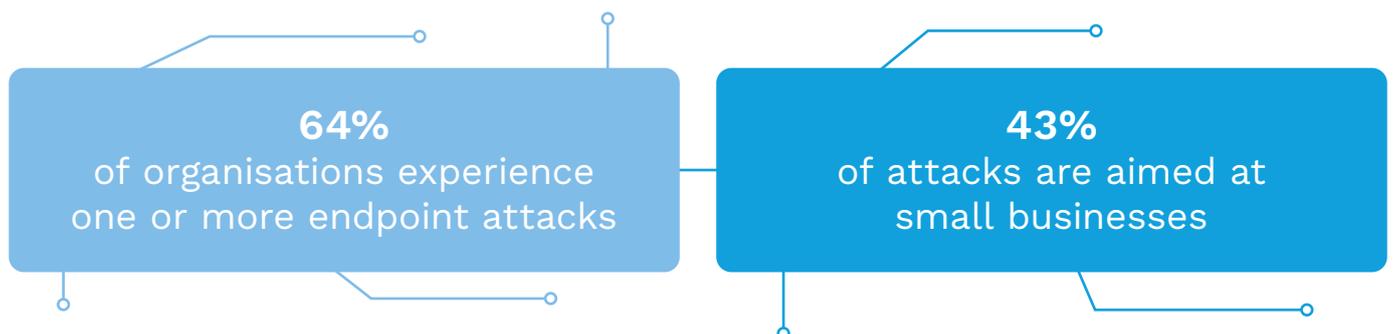


### Chip-to-cloud security

Chip-to-cloud security means secure by design. Security measures and features are built in, updates are automatic, and protection across the life cycle of a device is guaranteed.

The hybrid workforce is more prone to cyberattack than any other. 64% of organisations experience one or more endpoint attacks that compromise data assets or IT infrastructure. And global corporations are no longer the main targets, with just under half (43%) of attacks aimed at small businesses. Every organisation must be vigilant when it comes to their digital security.

Employees can access business-critical systems and data from anywhere. Automatic updates mean less intervention from IT – useful when employees are working remotely. And chip-to-cloud security protects data right along the life cycle of a device. From initial deployment through to eventual decommissioning.



## Ease of deployment

Like security, deployment is also built in. Windows Autopilot and Intune provide zero-touch deployment across an organisation. On deployment day, licenses are switched on, not downloaded. Updates are then available over the network. From the end user's perspective, it only takes a few simple steps to get a Microsoft Surface ready for a productive day. In fact, the only interaction required is for the user to connect to a network and verify their credentials. After that, deployment is fully automated.



**27%**

faster deployment to employees

**32%**

Faster boot time with Surface

## Ease of management

As organisations move to support modern workforces, device management becomes more of a challenge. To simplify things, Microsoft Intune (a cloud-based solution) manages user access and automates device management. Enhanced compliance and security features make Intune a Zero Trust security model.

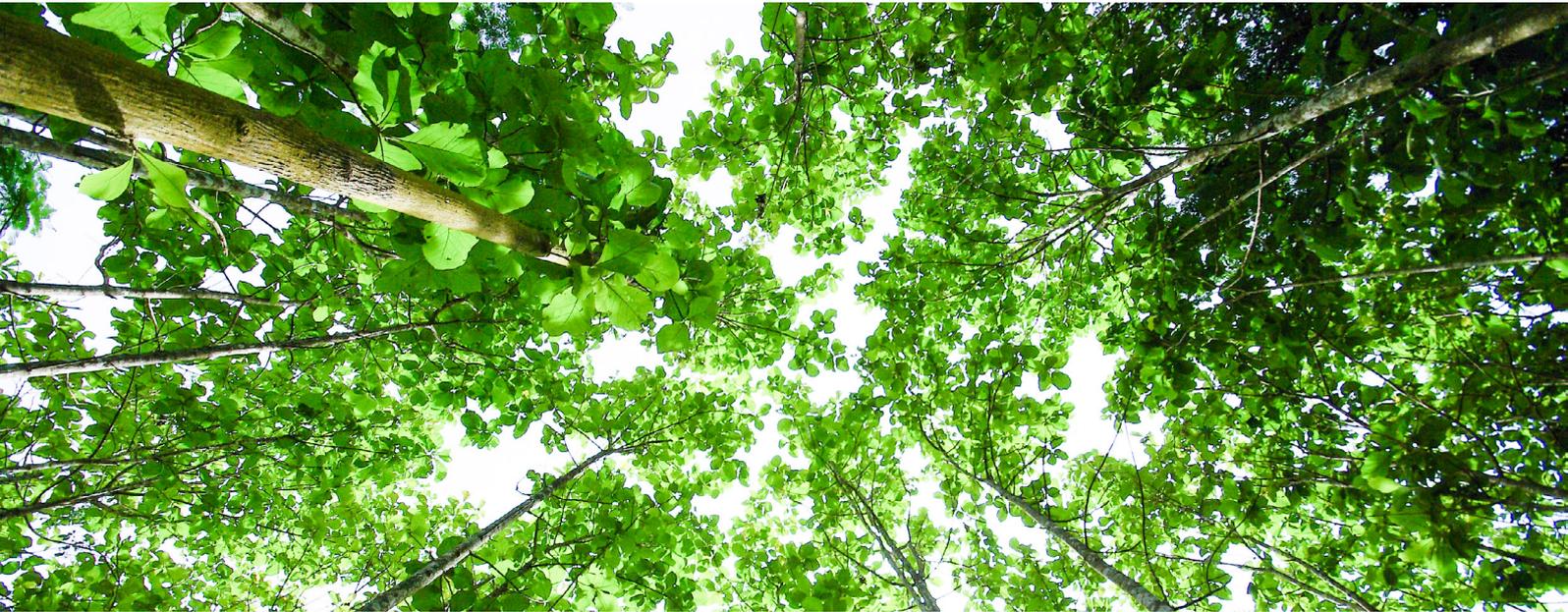
Device consolidation also makes management simple. The Surface Management Portal allows IT to easily remote manage Surface devices in multiple locations. One single source of devices and associated licenses can be calculated as one monthly expense. Updates are automatic and take place in the cloud. And cloud-scale remote firmware management eliminates BIOS passwords and provides control of all security settings.

To guarantee optimal performance, Surface and Microsoft software and security features are researched and engineered together. As far as IT is concerned, Surface devices are ready to go, out of the box.

**Bring your IT teams to the Surface and let them breathe**

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## Microsoft's commitment to sustainability, by 2030:



Carbon negative



Water positive



Zero waste

The world is changing. Sustainability is at the heart of new business initiatives, technologies, and company policies.

When making choices about technology, business leaders must consider the majority of the workforce. Well over half of millennials (64%) look at sustainability when deciding where to work. And 70% of consumers are willing to pay for a premium product, if it meets sustainable KPIs.

Microsoft Surface is an example of how technology is changing for the better. It is created with repairability, longevity, and responsible sourcing in mind. More than that, it aims for high industry standards long-term. Those who can afford to move faster and go

further should do so. Where Microsoft goes, the tech industry often follows, and so it's important that Microsoft leads the way, and makes a strong commitment to sustainability.

**64%**

of millennials consider sustainability when deciding where to work

**70%**

of consumers are willing to pay a price premium for sustainable products

## Circular by design

For technology to be sustainable, it must be circular. Its life cycle must be regenerative. Where possible, parts should be recycled and used again.

With Surface, Microsoft is committed to 100% recyclable Surface devices and packaging by 2030. As it stands, Microsoft has increased the recyclable content of each device, been more selective in the materials it uses, and reduced the product life with repairable parts. Surface is designed for repair, not replacement.

The latest Surface Laptop and Pro devices are all fully repairable. Like recent movements in the fashion and home industries, Microsoft is pioneering refurbishment and reuse in the tech hardware space.

## Ambitious in scope

Scope 1, 2, and 3 emissions are the emissions owned or controlled by a company.

Scope 1 are direct emissions (e.g. from manufacturing)

Scope 2 are indirect emissions, owned (e.g. purchased electricity, steam, or heating)

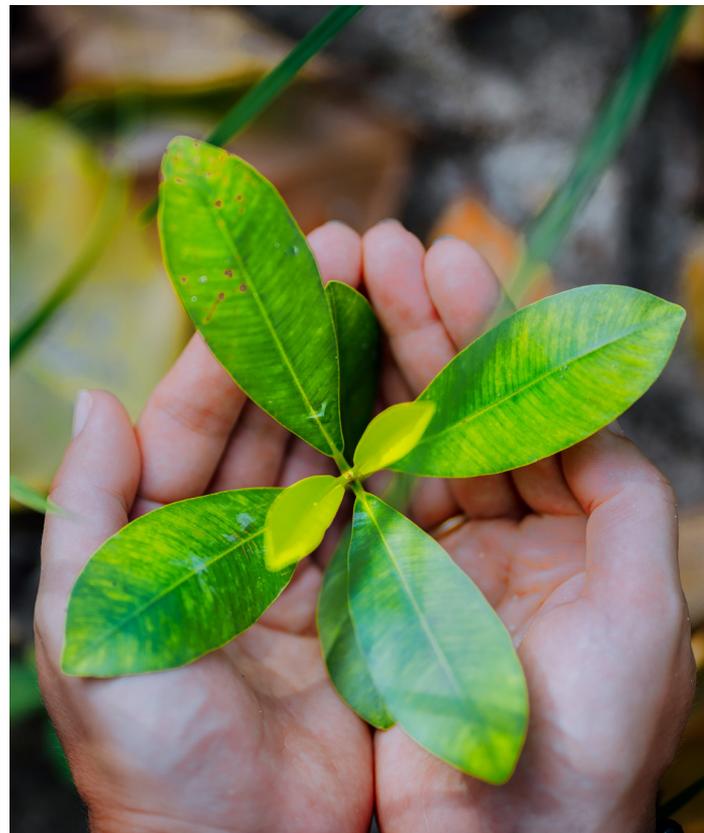
Scope 3 are indirect emissions, not owned (e.g. other purchased services and goods)

Businesses have typically ignored or understated their Scope 3 emissions and that is where Microsoft can support. Helping companies reduce or completely remove paper from their estates with flexible Surface 2 in 1 devices with Surface Slim Pen and software such as M365 One Note, Whiteboard and Adobe Acrobat can significantly reduce Scope 3 emissions for any company.

Microsoft are also the first device vendor to release a carbon emissions calculator using current, direct device data to support companies with their carbon accounting detailing Scope 1, 2 and 3 emissions based on specific device order quantities. Check out the Calculator here:

## Innovation in design

- The mouse accessory is made with 20% recycled ocean plastic resin.
- Type cover is wrapped in Alcantara® material, which is Certified Carbon Neutral.
- Surface laptop and tablet devices are ENERGY STAR certified, focusing on energy efficiency and battery life.



[Microsoft Surface Emissions Calculator](#)

## A supply chain with integrity

Microsoft aims to create a more accessible, transparent world. The supply chain forms a big part of that, and Microsoft is committed to its rightsholders, stakeholders, and consumers – who care about how devices are sourced. Microsoft is the only device vendor that publishes a sustainability calculator based on direct data to help businesses with their carbon accounting.

Microsoft aims to make its supply chain more visible, and accountable, by publishing the results of suppliers' audits on a publicly available Power BI dashboard. Microsoft has a commitment to reducing and reporting on Scope 3 emissions – those produced up and down the value chain. This highlights Microsoft's deep commitment to sustainability, right along the ecosystem in which it operates.

## Innovation in design

- Recyclable packaging by 2030
- Eliminate single use, petroleum-based plastics by 2025
- Source paper materials from forests that have been certified or are responsibly managed by 2025

## For more information on sustainability with Surface

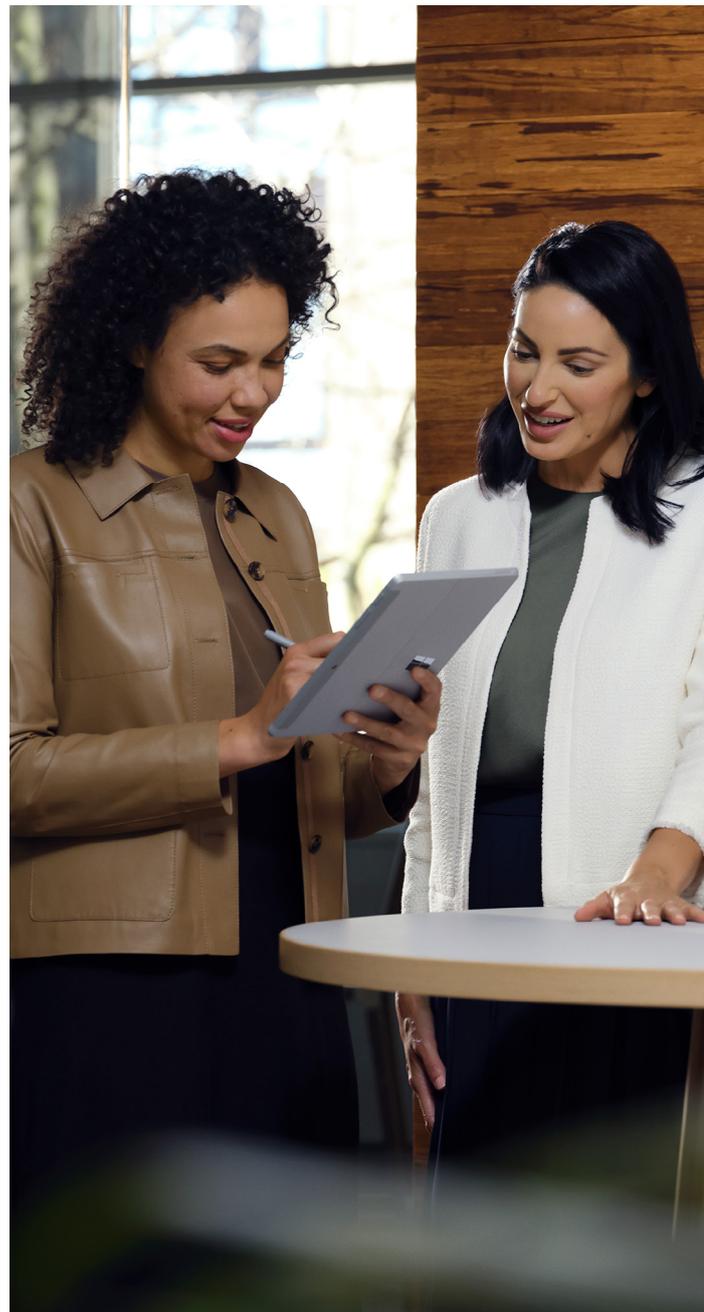
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2021 Environmental  
Sustainability Report

Adobe Carbon footprint  
of e-signatures



# Employee Happiness

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For modern workers, who solely rely on technology to collaborate with colleagues and customers, the devices they use can have a big impact on their experience as an employee. It's vital that organisations cater towards a digitally native workforce, who expect the best from technology, and create better work as a result.



## Surface supports innovation

Every employee is different. One might like scribbling notes on paper. Another prefers structured lists. One will take meetings on the go. Another will take meetings at their desk. Hybrid working has been popular for this reason, but the technology also needs to match new, versatile ways of working.

Microsoft Surface is built for a diverse workforce, with flexible features to support a flexible lifestyle. With Surface, employees have a choice. To use the keyboard and kickstand, and work at a desk, or to use the touchscreen for work on the go. The reality of modern work is that employees can work anywhere. They can also do any kind of work, whether it's working creatively with a pen, taking video calls, producing a report or entering vital patient data into a hospital database. Surface is built for everything you do, anywhere you do it.

## Surface supports end-customers

Today's clients and customers expect a premium digital experience. For organisations that present or sell to clients using technology, Microsoft Surface creates a frictionless experience. It's also an impressive device to handle, and represents your company in a professional and premium way for customers. World-class, enterprise-grade features include:

- AI-enabled video calls, with Automatic Framing to keep you in shot
- Surface Slim Pen for natural writing, sketching out ideas, and note taking
- Optional 5G connectivity means no need to connect to Wi-Fi
- Powerful processors for high-speed performance
- Ultra-flexible design adapts for sales demonstrations
- Impressive compute and design create the right impression for your company



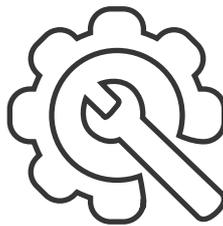
## Surface attracts and retains talent

Digital maturity retains talent and helps you recruit successfully. Organisations with premium devices demonstrate a long-term commitment and investment in staff. Substandard devices prioritise cost-cutting and disregard the employee experience. With Surface-utilising employees, businesses experience a 4% increase in staff retention.

The modern workforce is digitally native. It's also increasingly diverse and expects 'equity, inclusion, and belonging' strategies implemented across organisations. Microsoft Surface offers a range of features which supports diversity, neurodiversity, and accessibility needs, including:



Flexible design (touchpad) for employees with reduced mobility



Accessibility tools and features for the visually impaired



Narrator feature to read text or customise screen

# Making Work Easier

Choice is at the heart of Microsoft Surface. It's a range of diverse devices, with diverse features, built for a diverse workforce. Ways to use this device – when, how, and where – are up to you.

The Microsoft Surface family charts a discovery, more than anything. About the best ways to work. About how technology can be more adaptive, more versatile, more accessible for its users. Technology which shapes around the user, not the other way around. Technology built with parenthood, travel, neurodiversity, accessibility, creativity, happiness, and sustainability in mind.

On the surface, this device is a flexible tool. Dig a little deeper, and it sets a precedent for how technology is sourced, built, and used. A device for a modern, and increasingly independent workforce. A device as diverse as you.





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