Microsoft Surface Hub

Microsoft Surface Hub Planning Guide

Microsoft Surface Hub

Introduction

Today, we understand how essential collaboration is to foster innovation, engagement and productivity in the workplace.

And yet for many, meetings are often a frustrating, painful experience where not enough actually gets done—many people consider them the biggest waste of time in their work week. Even brainstorming sessions often involve the use of simple analog tools like whiteboards, easel charts, and sticky notes. These tools are reliable and easy to use, but have limitations.

Meeting Pain Points

- **Takes too long** to start a meeting (avg=12 mins)

- **Flow of discussion is interrupted** when someone tries to share their content

- **First person to connect** "drives" the entire meeting

- **Ideas can be lost** at the end of meeting

- **Remote experience is very frustrating**—participants suffer through poor audio/video quality, are unable to see digital and analog content, and are frequently forgotten about, causing them to disengage.

Brainstorming Pain Points:

- **Hard to share** whiteboard or other analog content with remote users

- **Hard to take ideas** with you after you leave the room—people snap a photo of the whiteboard with their phone

- **Iterative** brainstorms require us to permanently reserve the room and leave ideas on the wall

- **Adaption** when utilizing a technology enabled meeting space is complicated and overwhelming, end users are less likely to use the space for collaboration

Empowering the Group
The purpose of your collaboration technology is to enable end users to work more efficiently and effectively with each other. The key to getting users to adopt is to lower the barriers to collaboration. The more rules you put in place, the more technologically challenging the space is, the less likely employees are to use the technology. The more seamless and intuitive it is for end users to use the technology, the more likely they are to utilize the space and collaborate.

RED THREAD

Introducing the Microsoft Surface Hub

Microsoft Surface Hub has tackled the top collaboration pain points and reimagined the meeting experience. Imagine walking up and join a Skype for Business meeting with a single tap, and sharing content effortlessly, so that you spend your time connecting to people rather than technology. And since you can easily send meeting notes and content, you can communicate outcomes and action points.

More powerful than a whiteboard

- **Infinite canvas**—never run out of space
- **Lasso** lets you rearrange content as ideas evolve
- **Clip rich content** from other apps

Bring everyone into the collaboration

- **Up to three people** can write simultaneously
- **Remote participants** can automatically see the whiteboard and even add their own ideas—from the other side of the world

Drawing is natural, fluid and responsive

- **Natural**: Drawing feels just like a pen on paper
- **Responsive**: Screen knows the difference between a pen and a finger
- **Virtually no latency**—120Hz display and pen/touch input

Take ideas with you

- **Instantly send meeting notes**—save your whiteboard as a OneNote file
- **Manage sensitive content**—after a session, content is sent to attendees and then wiped from the device, so you don't leave sensitive content in the room

Improve the remote experience

- **Capture the entire room** with side-mounted cameras
- **In-room participants can make eye** contact with remote participants with eye-level onboard cameras
- **Eliminate background noise and detect speakers** with mic array built on Kinect technology

Walk up and instantly use it

- Use Skype for Business
- Book the Surface Hub in Exchange
- **Join the meeting in a single tap**—no need to log in or connect any equipment

Make it easy to share content

- See multiple items side-by-side
- **Touchback**—lead a discussion from anywhere in the room
- **Inkback**—annotate content and take annotations with you
- Made for wired and wireless

Walk away with confidence

- Instantly send meeting notes
- **Resets for next users:** everyone has a consistent experience
- **Security built in:** after a session, content is sent to attendees and then wiped from the device
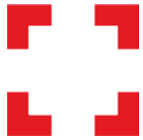
Multi-functionality

Combines HD video conferencing, whiteboarding and content sharing.

Engaging remote experience

Remote participants seamlessly share and annotate content with superior audio and video quality, at eye level with in-room peers.

Ink + touch experience

Low latency ensures responsive writing and drawing, just like pen on paper.

Easy and intuitive

Walk up and use – no login or credentials required. Built-in sensors enable the device to light up when you approach.

Immersive 4K display

Dazzling graphics, large screen computing and data visualization engage participants.

Take ideas with you

OneNote whiteboard sends all participants a copy of the annotated meeting content.

Transforms group productivity

Enables rapid decision making and supports new levels of creativity.

Seamless integration

Aesthetically and functionally, the Surface Hub integrates beautifully into the modern workplace. **Designed to scale** – a set of Surface Hubs can be centrally managed by IT

Eliminates travel time

Support distributed teams more effectively and reduce expenses
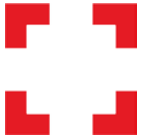
Applications

Windows 10 apps are seamlessly integrated, and participants can share their own native apps to the device.

Microsoft Surface Hub

APPLICATION SETTINGS

- Team Studio
- Small Meeting Room
- Multi-media Suite
- Briefing Room

TEAM STUDIO

55" Surface Hub

Footprint:

18.5' x 24' | 444 SF

Technology:

55" Surface Hub

The Team Studio seats 8-12 people and is designed for generative collaboration – ideally used when teams are working together for extended periods of time, not only for reviewing and sharing content, but for brainstorming and generating ideas.

The wall mounted 55" Surface Hub's video conferencing capabilities makes connecting with remote employees effortless, reducing travel time and promoting a quicker decision making process.

The split table in the team studio is designed to allow people to easily move throughout the space. The stool height seating supports standing, perching and moving around the room allowing people to stay energized and focused. Additionally, the stool height allows those that are standing or seated to all be at eye level. Cable management is delivered into the table through the base preventing unsightly wires along the floor and minimizing trip hazards.

Surface Hub 55" wall mounted

SMALL MEETING ROOM

55" Surface Hub

Footprint:

14' x 19' | 266 SF

Technology:

55" Surface Hub

The small meeting room seats 6-8 and is intended for more formal presentations. Laptops can share content to the 55" Surface Hub wirelessly on the fly. Surface Hub's side-mounted cameras can easily capture the entire room and additionally, eye-level onboard cameras make it easy for all participants (including those who are remote) to make eye contact. Kinect technology mics eliminate background noise and detect individual speakers.

The Microsoft Surface Hub is installed with ample access for all participants to walk up and interact with the device. The display is flanked by glass whiteboard for an additional analog writing surface for information persistence. Task seating incorporates the latest in ergonomics, supporting the back for laptop or personal device use. The conferencing table has a recessed cable management system and access for power/data within the table leg.

Surface Hub 55" wall mounted

MEDIA SUITE

84" Surface Hub

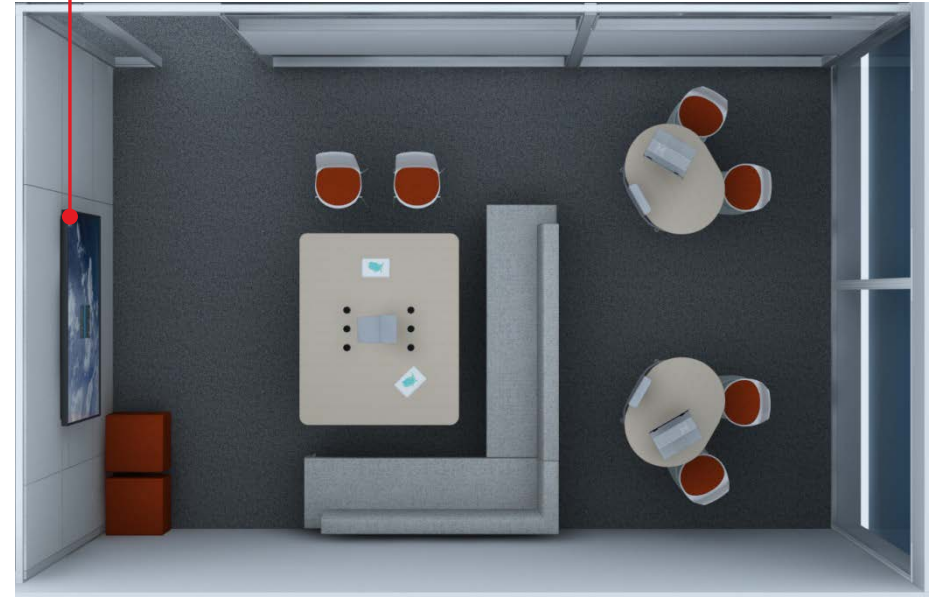**Footprint:**
14' x 22' | 308 SF

Technology:
84" Surface Hub

Supporting 12+ people, this media suite provides a casual space for an immersive digital experience. Today's teams need technology driven spaces that allow them to toggle seamlessly between multiple sources. Whether alternating between a website, a cloud based presentation or local document, Surface Hub provides a dynamic platform with the ability to annotate right over the source – even while video conferencing.

This space has a casual and comfortable feel, with a lounge bench and high top tables and stools. The different postures allow people to change positions keeping the energy level high. Connectivity to the Surface Hub is both wireless and wired, with cable management integrated into the table. Designed to be a flexible environment, the media space can support more formal presentations and meetings or can be a place for teams to gather and brainstorm.

Surface Hub 84" wall mounted

RED THREAD

BRIEFING ROOM

84" Surface Hub

Footprint:
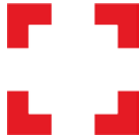20' x 30' | 600 SF

Technology:
84" Surface Hub

The briefing room, which seats 25 to 30, is the modern boardroom. The 84" Microsoft Surface Hub mounted on the wall is the focal point of interactive presentations and discussions. A presenter can seamlessly present content, annotate at the display, stream internet content and invite remote participation using integrated Skype for Business videoconferencing.

The lounge seating along the left side of the room provides overflow for larger meetings and places for support staff to observe. Cable management cubbies are integrated into the conference room table. Table top boundary microphones, integrated at the conference room table, and ceiling microphones located over the benches provide optimal speech reinforcement for the far end during audio calls.
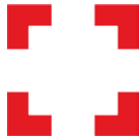
Surface Hub 84" wall mounted
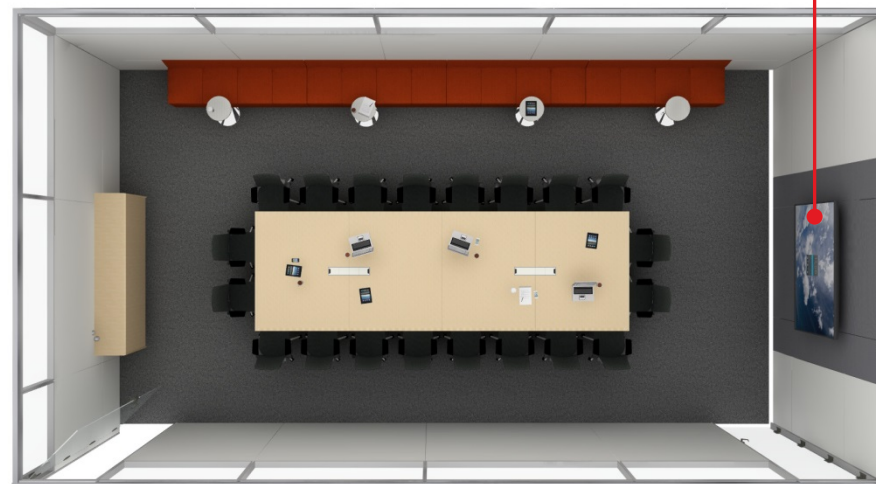
Give people a more productive and collaborative work environment.

But at what cost?

Actually, you might be surprised at the value of the Surface Hub when compared with a more traditional video conferencing solution like a Lync room system.

The advantages of a fully integrated design that is easy to install, deploy and manage extend when you factor in long-term service costs and the flexibility to reconfigure your spaces.

	55" Surface Hub	Lync Room System 60" Interactive LCD	84" Surface Hub	Lync Room System 80" Interactive LCD
Hardware				
Interactive Display Monitor	$8,999.00	$4,600.00	$21,999.00	$10,100.00
Video Cameras	included	$2,600.00	included	$2,600.00
Microphone Array	included	$300.00	included	$650.00
Control System	included	$1,200.00	included	$1,200.00
click share device	included	$2,000.00	included	$2,000.00
Speakers	included	$0.00	included	$0.00
Miracast enabled	included	N/A	included	N/A
Digital pens	included	included	included	included
Credenza Rack	Not Needed	$1,500.00	Not Needed	$1,500.00
Software				
Video conferenceing	included	Included with office 365	included	Included with office 365
Windows 10 Group OS	included	$150.00	included	$150.00
MS Office	included	Included with office 365	included	Included with office 365
System engineering	included	$880.00	included	$880.00
Technology Wiring	included	$900.00	included	$900.00
Installation	$1,599.00	$7,100.00	$3,499.00	$7,500.00

Lync Room System pricing is approximate, based upon average site conditions and hardware.

TOTAL PRICE*	**$10,598.00**	**$21,230.00**	**$25,498.00**	**$27,480.00**

Surface Hub 55"

Size	31.75" x 59.62" x 3.38" (806.4mm x 1514.3mm x 85.8mm)
Weight	105 lbs
Resolution	1920 x 1080 @ 120 Hz
Compute	4th Gen Intel i5, 8 GB RAM, 128 GB SSD
GPU	Intel HD 4600
Network	Wi-Fi (802.11 a/b/g/n/ac), ethernet 1Gbps, Bluetooth 4.0 low energy, NFC reader, Miracast enabled
Audio/Video	(2) 1080p front-facing cameras, 100 degree horizontal field of view, high performance 4 element array microphone, (2) front-facing stereo speakers
Accessories	(2) Powered, active pens, (1) wireless all-in-one keyboard
Sensors	(2) Passive infrared presence sensors, ambient light sensors
Ideal Room	Exec Offices, Huddle Spaces, Focus Rooms, Conference Rooms

Surface Hub 84"

|	
Size	46.12" x 86.7" x 4.15" (1171.5mm x 2202.9mm x 105.4mm)
Weight	280 lbs
Resolution	3840 x 2140 @ 120 Hz
Compute	4th Gen Intel i7, 8 GB RAM, 128 GB SSD
GPU	NVIDIA Quadro K2200
Network	Wi-Fi (802.11 a/b/g/n/ac), ethernet 1Gbps, Bluetooth 4.0 low energy, NFC reader, Miracast enabled
Audio/Video	(2) 1080p front-facing cameras, 100 degree horizontal field of view, High performance 4 element array microphone, (2) front-facing stereo speakers
Accessories	(2) Powered, active pens, (1) wireless all-in-one keyboard
Sensors	(2) Passive infrared presence sensors, ambient light sensors
Ideal room	Conference Rooms, Command Centers, Workshops
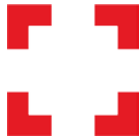
55" display
shown as wall mount

84" display
shown as wall mount
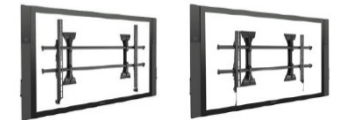
CHIEF

Chief wall mount bracket options

Chief cart

55" Wall Package	$9,144
Includes device, 1 year Hardware / 90 days Software Warranty and Chief wall bracket.	
Warranty Upgrade 2 Year Complete (Hardware + Software)	$799
Total	**$9,943**

84" Wall Package	$22,598
Includes device, 1 year Hardware / 90 days Software Warranty and Chief wall bracket.	
Warranty Upgrade 2 Year Complete (Hardware + Software)	$1,999
Total	**$24,597**

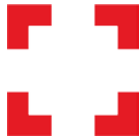| 55" Cart Package	$10,208
Includes device, 1 year Hardware / 90 days Software Warranty, and Chief cart.	
Warranty Upgrade 2 Year Complete (Hardware + Software)	$799
Total	**$11,007**

84" Cart Package	$23,888
Includes device, 1 year Hardware / 90 days Software Warranty, and Chief cart.	
Warranty Upgrade 2 Year Complete (Hardware + Software)	$1,999
Total	**$25,887**

55" display
shown with rolling stand

84" display
shown with rolling stand

Why Red Thread White Glove Service?

Microsoft's Basic Install requires the customer to manage the process of pre-installing the mounting bracket and preparing wiring & cabling before installers unpack and install the device.

Red Thread offers a superior customer experience from start to finish. Our Red Thread White Glove Service includes mounting the bracket, routing the wiring and cabling, and installing the device so it's ready to go! We act as your Project Manager throughout the entire process, ensuring a smooth installation.

55" Microsoft Premier Wall Bundle $12,127
Includes device, 2 year Microsoft Complete Warranty, wall mount, and White Glove Service*

84" Microsoft Premier Wall Bundle $28,597
Includes device, 2 year Microsoft Complete Warranty, wall mount, and White Glove Service*

55" Microsoft Premier Cart Bundle $14,148
Includes device, 2 year Microsoft Complete Warranty, rolling stand, and White Glove Service*

84" Microsoft Premier Cart Bundle $31,697
Includes device, 2 year Microsoft Complete Warranty, rolling stand, and White Glove Service*

ITEMIZED OPTIONS

55" Display Hub Device	$8,999
Warranty Options	
• 1 Year Hardware, 90 days Software	$0
• 2 Year Complete – Hardware + Software	$799
• 3 Year Complete – Hardware + Software	$1,899
Mounting Options	
• Wall Mount	$329
• Floor Stand	$1,249
• Rolling Stand	$2,350
Install Options	
• Basic Install	$1,599
• Red Thread White Glove Service*	$2,000

ITEMIZED OPTIONS

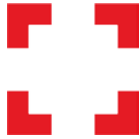|	
84" Display Hub Device	$21,999
Warranty Options	
• 1 Year Hardware, 90 days Software	$0
• 2 Year Complete – Hardware + Software	$1,999
• 3 Year Complete – Hardware + Software	$4,799
Mounting Options	
• Wall Mount	$599
• Floor Stand	$1,599
• Rolling Stand	$3,699
Install Options	
• Basic Install	$3,499
• Red Thread White Glove Service*	$4,000

RED THREAD

55" display
shown as wall mount

84" display
shown as wall mount

**Why Red Thread
White Glove Service?**

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55" Chief Complete Wall Bundle $11,943
Includes device, 2 year Microsoft Complete Warranty, Chief wall mount, and White Glove Service*

55" Chief Complete Cart Bundle $13,007
Includes device, 2 year Microsoft Complete Warranty, Chief Hub Cart and White Glove Service*

84" Chief Complete Wall Bundle $28,597
Includes device, 2 year Microsoft Complete Warranty, Chief wall mount, and White Glove Service*

84" Chief Complete Cart Bundle $29,887
Includes device, 2 year Microsoft Complete Warranty, Chief Hub Cart and White Glove Service*

ITEMIZED OPTIONS

55" Display Hub Device $8,999

Warranty Options
- 1 Year Hardware, 90 days Software $0
- 2 Year Complete – Hardware + Software $799
- 3 Year Complete – Hardware + Software $1,899

Mounting Options
- Chief Wall Mount $145
- Chief Hub Cart $1,209

Install Options
- Basic Install $1,599
- Red Thread White Glove Service* $2,000

ITEMIZED OPTIONS

84" Display Hub Device $21,999

Warranty Options
- 1 Year Hardware, 90 days Software $0
- 2 Year Complete – Hardware + Software $1,999
- 3 Year Complete – Hardware + Software $4,799

Mounting Options
- Chief Wall Mount $599
- Chief Hub Cart $1,889

Install Options
- Basic Install $3,499
- Red Thread White Glove Service* $4,000
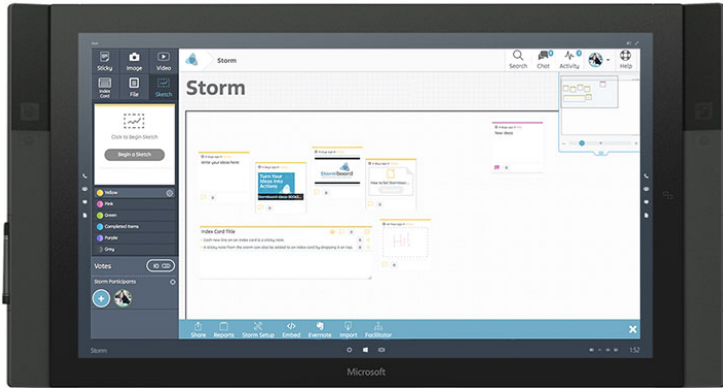
Stormboard

Stormboard Software

- 1 year license
  includes 20 remote users $2,000

- 3 year license
  includes 20 remote users $5,000

Cloud Based, Realtime Online Brainstorming Software
Brainstorm, organize, prioritize and act on the best ideas, in the same room or around the world, on a realtime sticky note whiteboard.

- 50% of the Fortune 50 use Stormboard
- Microsoft Launch Partner on the Surface Hub
- Stormboard is one of the first ISV's for Surface Hub
- Recognized by Gartner as a 2015 Cool Tools Vendor

Flexible
While Stormboard works great for brainstorming, we have dozens of templates that allow your teams to collaborate on almost any business process.

Instant Reporting
Never take a blurry photo of a whiteboard again and then try and transcribe it. All your ideas can be exported to Microsoft Word, Excel, PowerPoint and PDF to make it easy to turn ideas into action.
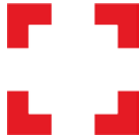
Secure
All your ideas and discussions are invite only and SSL encrypted during transmission for your privacy.

One minute to learn and five minutes to master!
Your teams will be able to quickly learn Stormboard.

Surface Hub leverages the power of Stormboard
- Multiple Simultaneous Pens (with identity!)
- Real-time Handwriting Recognition
- Built in NFC
- Multiple simultaneous side by side users.
- Real-time connection to any device with a web browser for true many to many collaboration.

Polycom® RealPresence Trio™ 8800

- $1,749 per unit

RealPresence® Trio™
The world's first smart hub for group collaboration

Expand face-to-face collaboration throughout your enterprise and compliment your investment in Microsoft Surface Hub with Polycom RealPresence Trio.

RealPresence Trio brings easy-to-use, no-compromise visual collaboration to spaces that were previously cost prohibitive (smaller corporate offices, home offices, etc). Modular in design and priced right for mass deployment, RealPresence Trio is perfect for any size group.
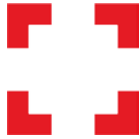
The power of voice
- Deep, rich audio
- Multi-media content playback
- NoiseBlock technology - RealPresence Trio automatically mutes when background noise is present
- BYOD, including mobile phones, laptops and PCs

Share your ideas face-to-face
- HD content sharing from your own device
- Uses familiar interfaces like Skype for Business
- 1080p30 USB camera supports face-to-face communication in real time

Simple to use and manage
- Intuitively simple and vibrant 5" touchscreen
- Join a meeting in one easy step
- Illuminated mute button
- Quick and easy to deploy, just like a phone

Microsoft Surface Hub
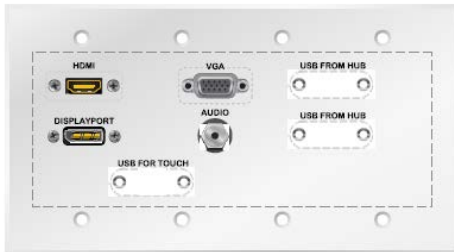
Port Extension Options

Make collaboration even easier by extending the Microsoft Surface Hub's ports to your conference room table or duplicating the ports in the wall below your Hub. Benefits include easier access for faster connections, a better user experience, and streamlined cable management.

Port Extension Options

- Remotely Located Port Plate Package $2,000
- Duplicate Port Plate below Hub Package $500

Electric Mobile Stands

Salamander's FPS family of interactive display stands are crafted to be flexible and extremely durable. These advanced solutions will provide accessible, comfortable and ergonomically correct touchscreen positioning that enhances the user experience and improves productivity.

Salamander Designs Electric Mobile Stand

- 55" Electric Mobile Stand $2,999
- 84" Electric Mobile Stand $3,699

Red Thread partners with corporate, healthcare and educational organizations to create innovative environments that inspire people to excel wherever and however they work. Through the integration of furniture, architectural systems and audio visual technology, we create holistic spaces that address today's key workplace issues while flexibly accommodating for the future.

OUR LOCATIONS

BOSTON, MA
Corporate Office, Sales, Showroom
101 Seaport Boulevard, Suite 600
Boston, MA 02210
617-439-4900
617-439-4131 fax

MARLBOROUGH, MA
Sales, Showroom
293 Boston Post Road West
Marlborough, MA 01752
508-449-6550
508-449-6570 fax

SPRINGFIELD, MA
Sales Office
1350 Main Street
Springfield, MA 01103
413-736-1802
413-736-6145 fax

EAST HARTFORD, CT
Sales, Showroom
300 East River Drive
East Hartford, CT 06108
860-528-9981
860-528-1843 fax

MILFORD, CT
Sales Office
488 Wheelers Farms Road
Milford, CT 06461
203-874-7754
203-876-7915 fax

TORRINGTON, CT
Sales Office
40 Main Street
Torrington, CT 06790
860-489-0257

MANCHESTER, NH
Sales, Showroom
Center of New Hampshire Office Tower
650 Elm Street, Suite 103
Manchester, NH 03101-1160
603-668-6831
603-668-6851 fax

BURLINGTON, VT
Sales, Showroom
180 Battery Street, Suite 210
Burlington, VT 05401
800-635-4874
802-862-0729 fax

STAMFORD, CT
Sales, Showroom
700 Canal Street, Third Floor
Stamford, CT 06902
203-487-1850
203-487-1854 fax

PORTLAND, ME
Sales, Showroom
One City Center (1 Free Street for GPS)
Portland, ME 04101
207-774-4900
207-774-8155 fax

Want to learn more and see a live DEMO of the Surface Hub?

We'd love to share this technology with you. For more information:

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RED THREAD
Surface Hub Product Manager
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tnapolitano@red-thread.com

www.red-thread.com

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