



The Surface advantage for UK multi-academy trusts (MATs) and schools

A guide to transforming the way teachers teach and learners learn



Navigating the everyday challenges of education

Today's classrooms are constantly evolving. Even in the last decade, teaching techniques, learning methods and administration processes across **multi-academy trusts** (MATs) have changed beyond all recognition.

The global pandemic exacerbated pressures in education that already existed. Every student and staff member was impacted. Trust leaders and teachers continue to strive to address its repercussions.

To drive enablement across the entire school community, providers are now expected to deliver:

- Richer, more modern, and more accessible learning experiences
- Supportive and inclusive technologies for all
- Continuous improvement in educational outcomes
- Efficient, workload-reducing teaching practices





Surface vision

The economic impact of Surface devices in education

IT effort to support
1:1 device strategy
HALVED

Students saved
20 MINUTES
PER WEEK

Teachers saved
2 HOURS
PER WEEK

Administrators
saved **1.25 HOURS**
PER WEEK

Forrester, 2020

Microsoft Surface for Education offers a versatile and exciting portfolio of devices to scaffold learning, both today and in the future. Delivering productivity, security, and versatility on thoughtfully designed devices, the mission of Surface is to empower every member of the school community.

With tailor-made-for-education technologies, trusts can create equitable learning opportunities and modern classroom experiences.

And with XMA by your side, you can use our world-class Microsoft Gold Partner service and decades of Microsoft expertise to your advantage. We're here to help you achieve even better results.



Surface portfolio and benefits

Trusts that choose the Surface portfolio give their schools:

- An integrated ecosystem of sustainably built devices, software and support to ease the burden on IT teams
- The tools and technologies to improve engagement and outcomes
- A significant marketable edge in a highly competitive environment

But providing IT solutions isn't just about putting quality devices into the hands of pupils. It's about enabling teachers and professionals to work more efficiently and more effectively. It's about freeing them up to move away from a desk with powerful, portable, and light devices that run all the Microsoft applications and digital tools they need, both in and out of the classroom.

And switching to Surface devices is easy. Deployment and management are largely automated to make the process straightforward and painless for IT teams.

Discover a selection of featured Surface devices, accessories, warranty protection and licensing options on the following pages.

Featured products and services

Surface for primary school pupils



Surface Go 4

Portable and lightweight 2-in-1
Laptop/Tablet/Studio modes
Front-facing 1080p HD camera for improved virtual classroom engagement
Battery life to power through the school day

Classroom Pen 2

Enable learners to write, draw, take handwritten notes and mark their work with touch and inking features
Compatible with Surface Go 4/Pro 9/Laptop 3
Built-in tethering slot or stores conveniently with Surface Signature Type Covers
Exclusively available to education settings at low cost (packs of 20)





Featured products and services

Surface for teachers and secondary school students



Surface Go 4

Portable and lightweight 2-in-1

Laptop/Tablet/Studio modes

Front-facing 1080p HD camera for improved virtual classroom engagement

Battery life to power through the school day

Classroom Pen 2

Enable learners to write, draw, take handwritten notes and mark their work with touch and inking features

Compatible with Surface Go 4/Pro 9/Laptop 3

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Exclusively available to education settings at low cost (packs of 20)

Accessories for all Surface in education users

Accessories for all Surface in education users



Signature Type Cover

Compact, adjustable, easy-to-use device protection



Surface Adaptive Kit

Accessible use and navigation of Surface devices (includes easy opening, critical key identification, and matching ports)

Warranty protection



Standard Warranty (Commercial Surface devices)

1 year – from day of purchase

- Mechanical breakdown
- Ongoing hardware/software support
- Online support community access



Microsoft Extended Hardware Service (EHS/EHS+)

2/3/4 years within 45 days of purchase

- Extended mechanical breakdown cover
- Next-business-day replacement option
- Drive retention options



Microsoft Accidental Damage Protection (ADP/ADP+)

2/3/4 years within 45 days of purchase

- Extended accidental damage cover
- Next-business-day replacement option
- Drive retention options

Accessories for all Surface in education users

Licensing

A1

(Office 365 for Education)

Includes online Word, Excel, PowerPoint, OneNote and Microsoft Teams, plus additional teaching tools.

A3

(Microsoft 365 for Education)

Includes all features of A1, plus premium tools for learning and skill building, increased security, AI-infused productivity and device controls for management and student safety.

A5

(Microsoft 365 for Education)

Includes all features of A3, plus advanced security, analytics and unified communications. Please be aware that A3 does NOT license the customer for Windows Server.



FAQs for multi-academy trusts

How can Surface help us to raise the profile of our schools?

By putting the best technologies into the hands of teachers and learners, you can drive continuous improvement of outcomes for all. Surface devices are sustainably designed to help every student engage with their education, making it easier to achieve better results and develop parent confidence. They can help to reduce your trust's IT carbon footprint.

And by supporting teachers to deliver impactful learning experiences, you're empowered to bring staff retention levels more in line with those of independent providers.

But devices like these in our schools would really take a battering...

Surface devices are purpose-built to be both reliable AND durable. With Microsoft reliability comes fewer technical issues, lower downtime, and less stress for staff.

Our stakeholders need reassurances about security...

With Surface, your trust retains full control with zero-touch deployment and one-click device management. The UEFI in every device is 100% owned and developed by Microsoft specifically to ensure the highest and most robust levels of security for schools.

Built-in Microsoft Defender Antivirus delivers comprehensive, ongoing, and real-time protection against software threat, including viruses, malware, and spyware across cloud, apps, email and the web.

Firmware updates ensure devices boot correctly via Windows Update for Business. And IT teams can use Intune's Device Firmware Configuration to lock down and manage access to the firmware on any device.

We're already running on a tight budget.

Surface is cost-effective both to adopt and scale, due to its low total cost of ownership (TCO). Surface devices last longer and have more in-built software (including Windows Autopilot, Microsoft Defender and Microsoft Intune) than others.

Forrester found the average Surface ROI is 44%.² With Surface, and a one-trust-to-many-users ratio, you can address IT management/resource inefficiencies thanks to a range of in-built and automated support tools that can reduce support time by up to 50%.

We may not have the in-house skill/resource to manage the whole process.

Alongside Microsoft's extensive support resources including self-serve warranty, repair requests and centralised management portal, we provide bespoke end-to-end support, from pre-sale to licensing to aftercare, so you can be confident you are getting the most value from your Surface investment.

Why XMA **for Surface?**

With 30+ years' of working with multi-academy trusts, schools, higher and further education settings, we understand the everyday needs and ever-evolving challenges of education at XMA. As a Microsoft Gold Partner, we have also been right at the centre of the Surface classroom revolution.

Together, we can support you to raise standards, exceed expectations, and realise your trust's specific aspirations with Surface.

To learn more or find answers to any questions, contact your XMA Account Manager. We're here to help.

GET IN TOUCH



Microsoft Surface