

Surface Laptop 4

Style, speed, and an all-day battery life

Key Features

- Runs essential apps with options of Quad-Core™ 11th Generation Intel® Core™ processor or AMD Ryzen™ processor.
- Studio microphones.
- 13.5" and 15" touchscreen displays.
- Up to 19 hours battery life.
- Starts at 2.79 lbs.
- Full HD camera.



Upsell Opportunity

Get more precise clicking with the Surface Arc Mouse and the Surface Pen V4 Stylus. And never miss a beat with the Surface Headphones 2. And for students that need to expand their options, recommend the Surface Dock 2.*



Campus Sales Positioning

- Administration: The Surface Laptop 4 provides fast performance thanks to the Quad-Core 11th Gen Intel® Core™ processor and AMD Ryzen 5.
- Healthcare: Doctors, faculty, and medical students are going to love using the Laptop 4. It has a long battery life, fast charge, and is strong but not too heavy to carry around.

Surface Laptop 4 Tech Specs

	Surface Laptop 4 13.5"	Surface Laptop 4 15"
Dimensions	12.1" x 8.8" x 0.57" (308mm x 223mm x 14.5mm)	13.4" x 9.6" x 0.58" (339.5mm x 244mm x 14.7mm)
Processor	Quad-Core 11th Gen Intel® Core™ i5-1135G7 Processor Quad-Core 11th Gen Intel® Core™ i7-1185G7 Processor AMD Ryzen™ 5 4680U Mobile Processor with Radeon™ Graphics Microsoft Surface® Edition (6 cores)	Quad-Core 11th Gen Intel® Core™ i7-1185G7 Processor AMD Ryzen™ 7 4980U Mobile Processor with Radeon™ Graphics Microsoft Surface® Edition (8 cores)
Battery life	Intel® Core™: Up to 17 hours of battery life (for typical device usage) AMD Ryzen™ Microsoft Surface® Edition: Up to 19 hours (for typical device usage)	Intel® Core™: Up to 16.5 hours (for typical device usage) With AMD Ryzen™ Microsoft Surface® Edition: Up to 17.5 hours (for typical device usage)
Weight	Surface Laptop 4 13.5" in Platinum and Ice Blue Alcantara: 2.79 lbs Surface Laptop 4 13.5" in Matte Black and Sandstone metal: 2.84 lbs	Surface Laptop 4 15" in Platinum and Matte Black metal: 3.40 lbs

*Some accessories and software sold separately.

Common Objections and How to Handle Them

"What is the battery life like on the Laptop 4?"

The Laptop 4 works up to 19 hours with normal use. Most competitors' laptops have an average run time of 4 hours depending on the applications you're using. You won't have to worry about finding an available outlet because this device is built to last all day. If that's not enough for you, the Laptop 4 has Fast Charging, making it easy to charge quickly between classes.

"The Laptop 4 is expensive."

There are many reasons why you should upgrade to the Laptop 4. It's what's on the inside that counts here. The design of the model hasn't changed, but the inside has. The processor is updated, allowing users to handle all their daily tasks, and more, with speed and ease. One big pain point of laptops is their battery life. The Laptop 4 has the longest battery life of all the Surface devices and out-performs many of its competitors.

"I like to game when I have free time."

The Laptop 4 can handle gaming. Though it's not built for long-term gaming, it will let you get your gaming fix. It has an 11th Gen Processor that can handle a lot, even if you're playing popular games. If you're looking for a better gaming experience, consider upgrading to the Surface Book 3.