

competitive comparison

DocuPrint® N4525 vs. HP LaserJet 9000

The DocuPrint N4525 offers higher paper input capacity and finishing, plus substantially better price/performance

The Xerox DocuPrint N4525 offers:

- Lower price on equivalent configurations
- Fastest first-page-out time at only 4 seconds
- True Adobe® PostScript® 3™ for the most accurate printing
- Higher input capacity for fewer printing interruptions
- Ethernet standard on all models for better value
- Smaller footprint saves space



FEATURE	DOCUPRINT N4525	HP LASERJET 9000
Workgroup Support		
First Page Out Time	4 seconds	8 seconds
Paper Input Capacity, Max	3,550 sheets	3,100 sheets
Resolution	1200 dpi Image Quality, 600 dpi, 300 dpi	1200 dpi Image Quality
Language Support	True Adobe Postscript 3, PCL 6/5e emulation	Postscript level 3 emulation, PCL 6/5e
Hard Drive	5 GB (standard on CN, FN)	5 GB (not standard on any configuration)
Other Features		
Toner Capacity	30,000 prints	30,000 prints
Monthly Duty Cycle	250,000 pages	300,000 pages (see other side)
Processor	PowerPC 233 MHz G3	PMC Sierra 300 MHz
Warranty	1 year on-site – No page cap	1 year on-site or 600,000 pages
Printer Management		
Remote Printer Management and Monitoring	CentreWare® IS, CentreWare Services for Unix, PrinterMap™, MaiLinX	Web Jet Admin, Optional HP and third party software solutions
Embedded Web Server	5th Generation	1st Generation
Network Interfaces	Built-in Ethernet 10/100Base-TX standard on all configurations	Ethernet optional on base, 10/100BaseT
Price		
U.S. ERP	\$2,799* (N) / \$3,049* (DX) / \$4,499* (CN)	\$2,799 (base) / \$3,399 (N) / \$3,799 (DN) / \$6,668 (HNS)
Canadian ERP	\$4,099* (N) / \$4,449* (DX) / \$6,549* (CN)	\$4,025 (base) / \$4,850 (N) / \$5,500 (DN) / \$9,450 (HNS)



*Prices after end-user rebate. See www.xerox.com/office for details.
Note: Prices and specifications are subject to change without notice.

Responses to HP statements: Don't be misled.

“300,000 pages-per-month duty cycle delivers the stamina and reliability needed for high-volume, multipurpose printing.”

While HP touts a higher duty cycle for the HP 9000 than the Xerox N4525 (300K vs. 250K), note that the HP warranty is one year or 600,000 impressions (whichever comes first). This implies a 50,000 monthly duty cycle, which negates their claim of 300,000. The Xerox N4525 warranty does not place a limit on number of impressions and is only bounded by the life of the engine itself (1.5 million impressions).

“Minimize interventions and maximize flexibility with high-capacity devices - up to 3,100 sheets of input...”

The Xerox N4525 provides a higher paper input capacity of 3,550 sheets (of 20-lb paper) from as many as six sources. The HP 9000 provides a maximum input capacity of 3,100 sheets from only four sources.

“Fully adjustable, high-capacity paper trays that store a variety of different types of media....”

The Xerox N4525 provides a 200-sheet face-up tray accessory with a straight paper path ideal for the printing of labels. The HP 9000's face-up tray only handles 100 sheets and is part of their stapler/stacker. Customers cannot order HP's face-up tray, but must buy a fully configured unit at a higher cost. Plus, HP's 3,000-sheet Stapler/Stacker does not offer hole punching and costs more.

“...reduce equipment costs by maximizing use of your network printer.”

The HP 9000 will cost more than the Xerox N4525 and it does not deliver the higher performance.

U.S. Estimated ERP

HP LaserJet 9000 (No N4525 Face-off)	\$2,799 —	
HP LaserJet 9000N* DocuPrint N4525*	\$3,399 \$2,799 (after rebate)	\$600 LESS!
HP LaserJet 9000DN* DocuPrint N4525DX*	\$3,799 \$3,049 (after rebate)	\$750 LESS!

* HP 9000N and DN include 64 MB memory whereas N4525/N4525DX include 32 MB

