BLI HONORS FALL 2005 "PICKS OF THE YEAR"
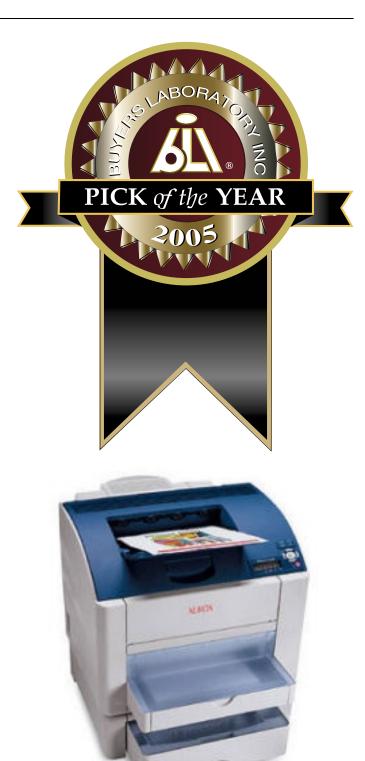
Xerox Phaser 6120N

Outstanding Small Workgroup Color Printer, Fall 2005

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Providing very impressive print quality and remarkable ease of use in a very small footprint, the Xerox Phaser 6120N gave an exceptional overall performance during BLI's two-month evaluation, earning it a Fall 2005 BLI "Pick of the Year" award for "Outstanding Small Workgroup Color Printer." Turning in a flawless reliability performance, the Phaser 6120N completed a 17,500-impression test period with no service required and no misfeeds.

Using a single imaging drum and four toner cartridges mounted on a carousel, the Phaser 6120N outputs color prints at speeds of up to 5 ppm and black prints at speeds of up to 20 ppm. The unit produced outstanding print quality, with vibrant colors in charts and graphs and realistic colors and natural-looking skin tones in photographic output. BLI technicians were also impressed with the unit's very consistent color output, which showed no noticeable change in color images from the beginning to the end of the test period. Black output was also impressive, with crisp, cleanly formed characters and no toner spray visible.

The Xerox Phaser 6120N is also very easy to set up and install, as it is packaged with the consumables pre-installed; the automated driver installation, which automatically detects the printer and creates the port using DHCP, will have users up and running in just a few minutes. With Xerox's included CentreWare and PrintingScout software, the device is also extremely easy to monitor and manage on the network. The PrintingScout utility provides excellent feedback to

every workstation on which the driver is loaded by polling the device before the print job is sent to the printer and informing the user of errors via a pop-up window that also informs the user how to correct them. Xerox printers also include the best implementation of pop-up job completion notification that BLI has seen in testing of printers to date; a very small message box appears to inform the user that the print job has been completed without interrupting the user's work.

"The Xerox Phaser 6120N is a speedy little printer," said Paul DePaolo, senior test engineer. "In this small package, users get great efficiency rates and fast first-page-out times. What's also impressive about this machine is that our tested toner yields exceeded our expectations—what this means to the end user is a lower cost per page."

With an estimated retail price of $499, the Xerox Phaser is also an excellent value. Further adding to its value is that supplies cost per page for color output is lower than the average and supplies cost per page for black output is the lowest of tested printers in this class. Based on its admirable performance in BLI's tests, BLI highly recommends the Xerox Phaser 6120N for small workgroups (three to five people) for monthly print volumes of up to 7,500 impressions.

ABOUT BLI'S PICKS OF THE YEAR

Twice a year with its "Pick of the Year" awards, BLI gives special recognition in each category to those products that provided the most outstanding performances in BLI's exhaustive lab tests.

BLI's awards stand alone in that they are based on a rigorous battery of lab tests that takes approximately two months to complete and includes an extensive durability test, during which each unit is run at the manufacturer's maximum recommended monthly volume. BLI's durability test is unique among office product evaluations and uniquely qualifies BLI to assess reliability, which is a critical factor for buyers and IT directors, given that virtually all of the products are designed for use on networks.

In addition to assessing reliability, in terms of the number of service calls and PM (preventive maintenance) calls required, as well as misfeed frequency, BLI's comprehensive evaluation includes an assessment of copy and print quality, productivity, ease of use and economy, as well as connectivity issues such as feedback to workstations, administrative utilities, print drivers, multitasking and scanning solutions. Each product that successfully passes BLI's lab test earns BLI's "Recommended" or "Highly Recommended" seal and a BLI "Certificate of Reliability" and qualifies as a "Pick" award contender. Consequently, a BLI "Pick of the Year" is a hard-earned award that buyers and IT directors can trust to better guide them in their acquisition decisions.

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