



# BUYERS LABORATORY INC.

## Lab Test Report

A Comprehensive BLI Laboratory Evaluation

### Xerox Phaser 6120N

5 PPM Color / 20 PPM Black  
Laser Printer



**Test duration:** Two months, including a 17,500-impression durability test.

### PERFORMANCE RATINGS

Click rating for details. Click ▲ and ▼ to move through document.



Reliability .....	Excellent
Administrative Utilities .....	Very Good
Feedback to Workstations .....	Excellent
Ease of Network Setup .....	Excellent
Print Drivers .....	Excellent
Applications Compatibility .....	Excellent
Color Print Quality .....	Very Good
Black Print Quality .....	Excellent
Color Print Productivity .....	Excellent
Black Print Productivity .....	Good
Ease of Use .....	Very Good
Feature Set .....	Very Good
Toner Yield .....	Good
Cost Per Page (Color / Black) .....	15.523¢ / 1.294¢
Value .....	Excellent

Rating Scale: Excellent, Very Good, Good, Fair, Poor

Manufacturer's maximum recommended monthly volume: 35,000 impressions.

BLI's recommended monthly volume for optimum performance: Up to 7,500 impressions.

More information on the Xerox Phaser 6120N is available through bliQ ([www.buyerslab.com/bliQ](http://www.buyerslab.com/bliQ)).

## BLI RECOMMENDATION

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. Turning in a flawless reliability performance, the Phaser 6120N completed a 17,500-impression test period with no service required and no misfeeds. Moreover, throughout the course of further testing, the Xerox Phaser 6120N went on to produce an additional 3,500 impressions with no problems encountered.

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, despite a very small shift in the color gamut detected by BLI's instruments, showed no noticeable change in color images from the beginning to the end of the test period. Black output was also impressive, with crisp, clearly 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

LAB TEST





using DHCP, will have users up and running in just a few minutes. With Xerox's included CentreWare software, the device is also extremely easy to monitor and manage on the network.

Based on its admirable performance in BLI's tests, BLI highly recommends the Xerox Phaser 6120N for small workgroups (three to five people) with monthly print volumes of up to 7,500 impressions.

## Performance Overview

### Reliability

**EXCELLENT**

- + The Xerox Phaser 6120N is certified highly reliable by BLI, completing a 17,500-impression durability test without experiencing a single misfeed and with no service calls required.

### Administrative Utilities

**VERY GOOD**

- + CentreWare IS, the embedded Web page, can be used by the administrator to check the status of the Phaser 6120N and/or change device settings. The "Job" tab also provides a job history list that displays the name of the print job, the user or PC that sent the job, the number of pages and the status of the job.

**CentreWare Internet Services**  
**Phaser 6120**

System Job Print Network Accounting

Name: Phaser 6120  
CNS: XRX0000AA92B073  
.netlab.com  
IP: 192.168.0.36.133

**Job**  
Phaser 6120  
Job Listing  
File Download

**Job Listing**

Job ID	Status	Owner	Title	Interfaces	Pages/Sheets
196	Completed	TestPC26	Microsoft PowerPoint - TestFile2	ETHERNET	5/5
195	Completed	TestPC26	TestFile4.pdf	ETHERNET	1/1
194	Completed	TestPC26	file:///Secondary\\TestFiles\\Sma	ETHERNET	0/0
193	Completed	TestPC26	Microsoft Outlook - Memo Style	ETHERNET	3/3
192	Completed	TestPC26	Microsoft Word - Test Document 1	ETHERNET	0/0

**Embedded Web Page - Job Tab**

+ , – and ○ represent positive, negative and neutral attributes, respectively.





- CentreWare MC, which is a snap-in used with the Microsoft Management Console (MMC) in the Windows 2000 environment, can be used to discover Xerox and non-Xerox printers on the network. CentreWare MC displays the IP addresses of the discovered printers; clicking on the IP address will bring up that respective printer's embedded Web page. When using CentreWare, the administrator can configure the utility to require the user to log in when accessing the software.
- Though not tested with this unit, Xerox also offers CentreWare Web, which can be used to troubleshoot and manage multiple printers—Xerox and non-Xerox—and print queues, manage groups of printers, customize printer alerts, view printer status information, view page count histories, and customize printer properties and report generation (asset, status, accounting and alert history).

### *Feedback to Workstations*

**EXCELLENT**

- + The PrintingScout utility provides excellent feedback to every workstation on which the driver is loaded (while the utility is automatically loaded with the driver, it must be enabled in the driver to function). PrintingScout polls the device before the print job is sent to the printer and informs the user if there are any errors; if an error condition is present, a pop-up window is generated at the workstation informing the user of the error and how to correct it before the job is sent to the printer.
- + 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.

### *Ease of Network Setup*

**EXCELLENT**

- + The Xerox Phaser 6120N includes two CD-ROMs—one that contains the drivers and utilities and one that contains user documentation. The documentation CD contains a User's Guide in PDF format and videos that show procedures for removing paper jams, using the bypass tray, changing the toner cartridge, drum and maintenance kit, adding an internal hard drive or memory upgrade and using the envelope tray; the CD also includes links to additional resources, such as frequently asked questions and troubleshooting information.
- + The Xerox Phaser 6120N is easy to install on the network; the port is automatically created and the IP address is assigned to the printer using DHCP. In addition, the drivers automatically detect optional features installed on the Phaser 6120N. The embedded Web page of the device also contains links to install the Phaser 6120N's print drivers from the main page.



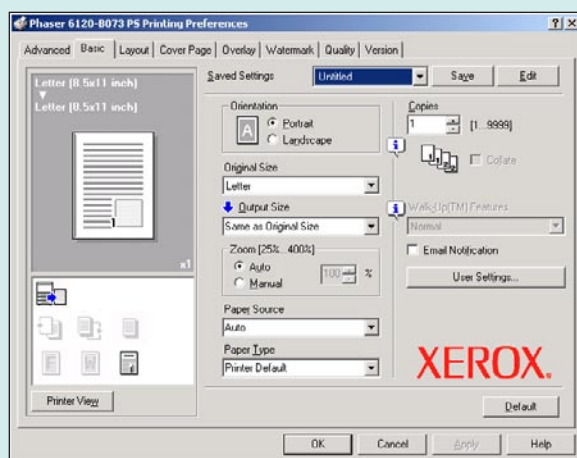
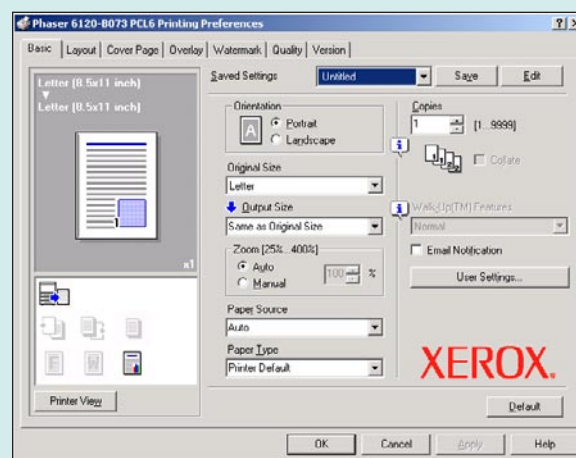


- + Using CentreWare, administrators can copy printer settings to other devices on the network using the “Clone Printer” feature.

## Print Drivers

**EXCELLENT**

- + The Xerox Phaser 6120N ships with PCL 5c/5e/6 and PostScript 3 print drivers for Windows 98, NT 4.0, Me, 2000, XP Windows and Server 2003, as well as Mac OS X v10.2+ operating systems. The very graphical drivers are well laid out and easy to use on the Windows 2000 platform tested. In addition, the PCL and PostScript print drivers are almost identical in layout, which will enhance ease of use in environments where both drivers will be used.

**Xerox Phaser 6120N PostScript 3 Driver****Xerox Phaser 6120N PCL 6 Driver**

## Applications Compatibility

**EXCELLENT**

- + No problems were experienced with any of the test files used in the applications compatibility tests. Units are tested for compatibility on Windows 2000 platforms with Microsoft Word 2000, Microsoft PowerPoint 2000, Microsoft Excel 2000, Adobe PageMaker 7.0, Adobe Photoshop 6.0 and Adobe Acrobat 6.0 using 25 application test files, which contain text, graphics, halftone images, tables, etc., enabling BLI technicians to evaluate memory usage, file processing, font rendering and grayscale capability.



*Color Print Quality***EXCELLENT**

- + Photographic images were rated “Very Good;” BLI technicians noted that although a very faint dot-pattern effect was somewhat visible in some color output, photographic images had a realistic appearance, with natural-looking skin tones. Further, despite a very slight shift in the color gamut detected by BLI’s instruments, color output produced by the Phaser 6120N was very consistent.
- + Color business graphics were excellent, with vibrant and eye-catching colors in charts and graphs.

*Black Print Quality***EXCELLENT**

- + Black output produced by the Xerox Phaser 6120N was excellent. Solid black output had very good density readings and showed even toner coverage. Lines were clean and smooth; however, when viewed under magnification, thin lines on a dark background showed some evidence of minor breakup in the vertical direction.
- Although text was very good, with characters that appeared clean and sharp to the naked eye, a very slight toner spray was visible when viewed under magnification.
- + Grayscale was visible over an excellent range, from the 4 percent to 97 percent dot-fill levels, with distinct transitions between levels and toner coverage was consistent within dot-fill areas.

*Color Print Productivity***EXCELLENT**

- + When compared with other multi-pass printers tested, the Phaser 6120N demonstrated above-average overall simplex color print efficiency; BLI’s test unit was not equipped with the optional duplex unit.
- + The Phaser 6120N completed BLI’s 19-page job stream at 102.15 percent of its rated color speed when printing from the PostScript driver and 104.20 percent of its rated color speed when printing from the PCL driver, which is better than average compared to tested multi-pass printers.
- + First-print times for the PowerPoint, JPEG and TIFF files used in testing are competitive to better than the average for tested multi-pass printers.





### *Black Print Productivity*

**GOOD**

- + The Phaser 6120N demonstrated above-average overall monochrome print efficiency in simplex mode; BLI's test unit was not equipped with the optional duplex unit.
- + The Phaser 6120N completed BLI's 19-page job stream at 60.59 percent of its rated black speed when printing from the PCL driver, which is competitive with the average for multi-pass printers tested.
- When printing from the PostScript driver, the Phaser 6120N completed BLI's 19-page job stream at 25.85 percent of its rated black speed, which is below average for multi-pass printers; however, BLI technicians attribute this slow processing time to the fact that the PowerPoint file is reprocessed into a monochrome file before it is printed.
- + First-print times for the Word and PDF files used in testing are competitive when compared to printers in this class tested to date.

### *Ease of Use*

**VERY GOOD**

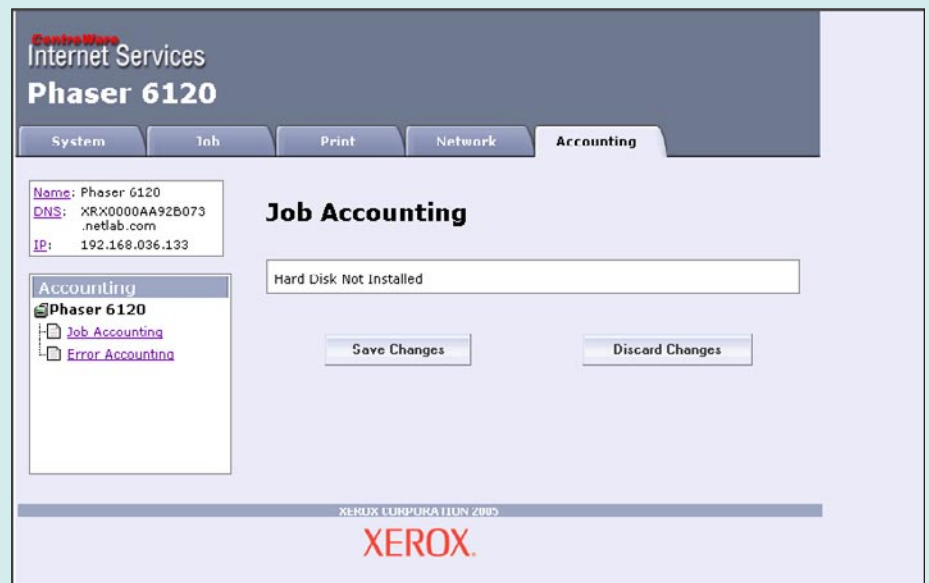
- + The Xerox Phaser 6120N is easy to use from the desktop via the well-laid-out PCL and PostScript print drivers, which are nearly identical in appearance; this will enhance ease of use in environments where both drivers will be used.
- + The Xerox Phaser 6120N offers straightforward procedures for loading paper and removing misfeeds.
- o While simpler than most carousel-type printers, replacing toner in the Xerox Phaser 6120N requires navigating the menu system. Once the user selects the cartridge that should be replaced from the Quality menu on the control panel, it is rotated to the front of the carousel and can be cleanly and easily removed.





*Feature Set***VERY GOOD**

- + The standard and maximum paper capacities, at 200 and 700 sheets, respectively, are competitive when compared to multi-pass printers in this class.
- + While the standard memory capacity of 128 MB is 37.5 percent higher than the average for multi-pass color printers in this speed range, the maximum memory capacity of 640 MB is 74.60 percent higher than the average.
- + When the Phaser 6120N is configured with the optional hard drive, the embedded Web page allows the administrator to view and save Error Accounting and Job Accounting information.

**Embedded Web Page - Accounting Tab***Security and Accessibility Features***NOT RATED**

- + When configured with the optional hard drive, the “Personal Print” feature sends the job to the printer where it is stored to the user’s profile until that particular user name is selected on the printer’s control panel.
- + If the Phaser 6120N is configured with the optional hard drive, a “Secure Print” job can be sent to the printer’s hard drive and stored until the user who sent the job enters a user name and four-digit numeric password on the control panel. The job is automatically deleted from the hard drive after printing.





### *Toner Yield*

**GOOD**

- + While the tested yields for the color toner cartridges are competitive to slightly higher than the average for sub-\$1,000 color printers tested, the black toner yield is the highest of tested printers in this class.

### *Value*

**EXCELLENT**

- + The Xerox Phaser 6120N is priced 28.36 percent less than the average for network-ready multi-pass color printers with standard PCL and/or PostScript drivers.
- + While supplies cost per page for color output is 18.42 percent lower than the average for tested sub-\$1,000 color laser and LED printers tested, supplies cost per page for black output is not only 42.96 percent lower than the average but is the lowest of tested printers in this class.







## Supporting Test Data

### Test Environment

The product has been tested in BLI's 10,000-square-foot test lab, in an environment monitored by a Honeywell Temp/RH chart recorder, which replicates typical office conditions.

### Test Equipment

BLI's dedicated test network, consisting of Windows 2000 servers, Windows XP and 2000 workstations, 10/100BaseTX network switches and CAT5 cabling.

### Test Duration

Products are tested for one month, a portion of which consists of a durability test during which the product is run at its manufacturer-rated maximum monthly volume, with daily volumes evenly divided over the course of the test.

### Tested Configuration

Xerox Phaser 6120N base model.

### Test Procedures

The test methods and procedures employed by BLI in its lab testing include BLI's proprietary procedures and industry-standard test procedures. In addition to a number of proprietary test documents, BLI uses an industry standard Katun test original for evaluating black image quality and test suites from Quality Logic to evaluate applications compatibility. In addition to a visual observation, color print quality is tested using the ANSI standard IT8 Color Test Target, which is read using the Minolta CM503I Spectrophotometer, and samples are analyzed using the CIE XY Chromaticity Diagram. In addition, density of black and color output is measured using an X-Rite 428 Densitometer. Georgia Pacific 20-lb. bond is used in the tests.

**Buyers Laboratory Inc. • 20 Railroad Avenue • Hackensack, NJ 07601 • (201) 488-0404**

Michael Danziger  
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## Reliability

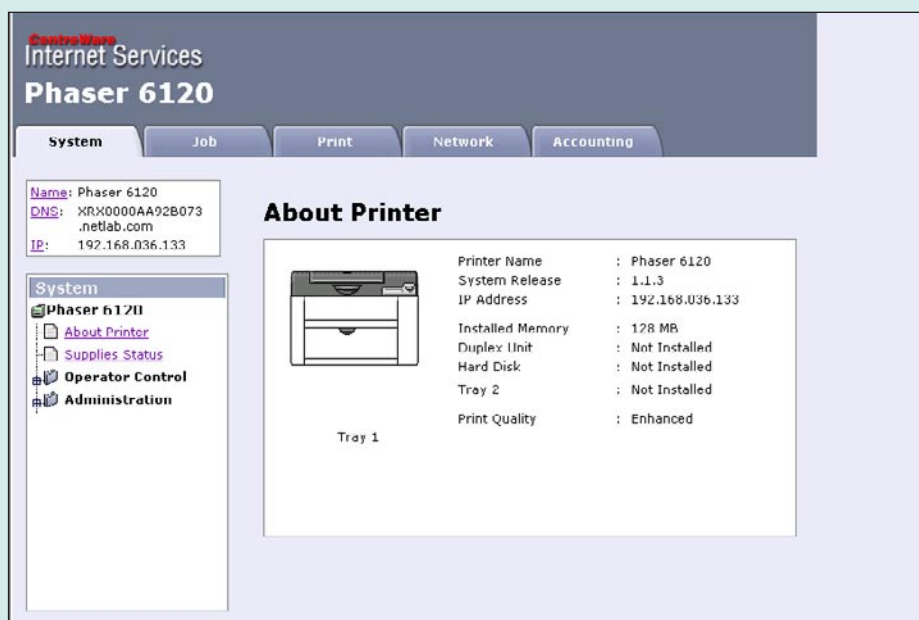
PMs/Malfunctions	Service Required	Meter Count (Impressions)	Impressions Between Service
Meter count (beginning of test)		0	
End of test period		17,500	
Total misfeeds / misfeed rate	0 / Not applicable		
Service calls	0		

## Administrative Utilities

### Embedded Web page:

Yes. The Xerox Phaser 6120N's embedded Web page, CentreWare IS, allows the user or administrator to view printer status and remaining

life of consumables; configure e-mail alerts for error conditions; view/modify printer settings; print usage and configuration reports; and view basic printer information (such as memory and options installed).



**Embedded Web Page**



*Included software:*

The CentreWare printer management utility is designed mainly for network administrators; it can be configured to require a user to log on to CentreWare. Once users are logged in, they can view and/or make changes to all of the same information available to the administrator. CentreWare comes in four different versions: CentreWare IS and CentreWare MC are included on the CD and CentreWare Web and CentreWare DP can be downloaded from the Xerox Web site.

CentreWare Web, a multi-vendor printer management, installation, and troubleshooting application that can remotely manage, install and troubleshoot printers on the network, can be used to perform a network or print server discovery and manage devices on TCP/IP networks using RFC-1759 SNMP (Simple Network Management Protocol). CentreWare Web allows administrators to remotely add ports, queues and drivers to Windows XP and NT4.x SP6 print servers; install, troubleshoot, upgrade and clone wizards to aid all users in performing administrative tasks; install CentreWare Web on a server for availability to all clients on the network that have Internet access with a browser; and support multiple users to provide for different levels/privileges for user access, such as administrators or guests.

CentreWare MC, a plug-in for the Microsoft Management Console (MMC), can identify Xerox Phaser 6120N printers on a network and allows users to manage multiple devices. MMC uses the TCP/IP number of the printer to identify devices. Double-clicking the IP address of the Phaser printer will launch CentreWare IS, which is embedded in the Xerox Phaser printer. MMC allows the user or administrator to create groups or to group like printers together. The CentreWare software allows users to select "Status," which will give them detailed information on device and consumables; "Jobs" provides a listing of all jobs that have been printed, and will track the cost per page if the

administrator or user has configured pricing for consumables; "Print" offers printer help files and demo pages that can be printed; "Properties" allows the user to change the printer settings or clone the settings if more than one of the same type of printer is installed on the network; "Troubleshoot" allows the administrator and/or user to locate and correct any problems that occur at the device; "Support" provides links for ordering supplies and contacting technical support personnel (available only when using CentreWare IS and a Web browser).

If users select to view the status screen, they can get information regarding the general status of the machine, including paper status, output tray status, the status of consumables, refresh rate information (CentreWare IS) and total page count.

Users may also access the CentreWare IS utility, which is identical to the CentreWare MC utility except for how it is accessed by the user. The user should enter the IP address of the Phaser printer into the address bar of their browser to access the Phaser's internal HTML pages. If the user selects the "Properties" selection of CentreWare, they can view "About Printer," which is an overview of the printer; "General" allows the user to make changes or set printer defaults, adjust the time-outs and/or reset the printer; "E-Supplies" will send an e-mail to reorder supplies when necessary if the system has been configured to allow e-mails; "Mail Alerts" can be configured to allow e-mails to be sent to the administrator, key user or designated service personnel when certain events occur at the device; "Interfaces" provides settings for the parallel port, USB port and Ethernet connection; "Protocols" allows any protocol to be changed and/or configured; "Emulations" allows users to change the emulation supported based on the type of port being used (auto select is default); "Tool Preferences" lets the administrator customize the printer installation; "Security" allows a password to be set for the printer; "Clone Printer"



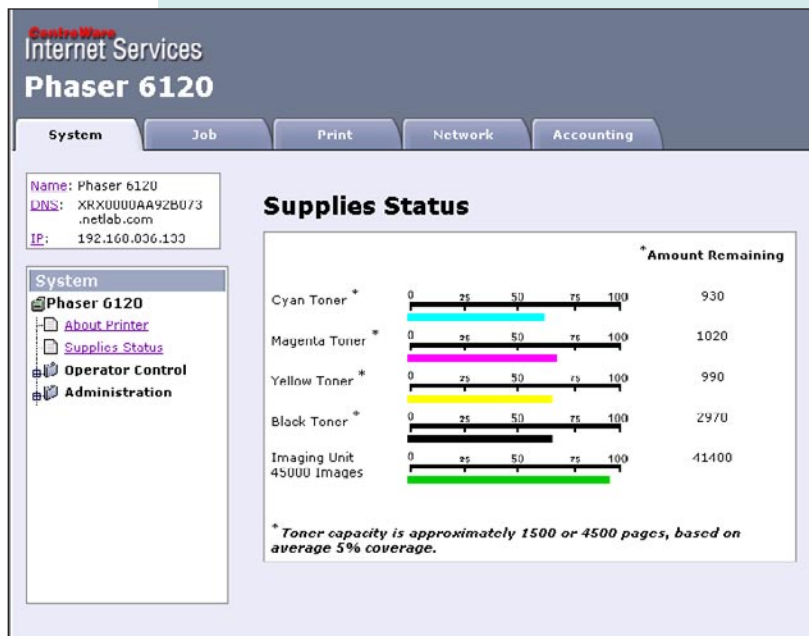


provides a “clone” of the printer settings to be used on another device.

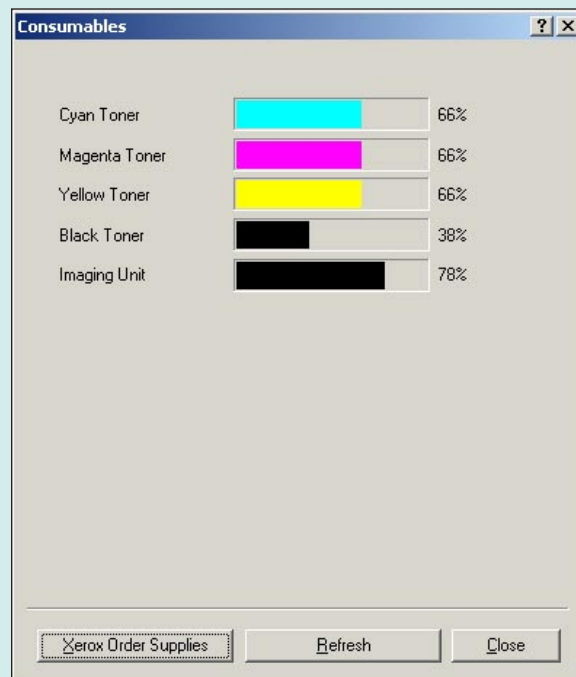
### Consumables monitoring:

Yes, via CentreWare IS. Users can obtain infor-

mation regarding the approximate percentage of remaining life of consumables, such as toner and the drum. This information is also available from the consumables radial button in the driver.



Embedded Web Page – Supplies Status



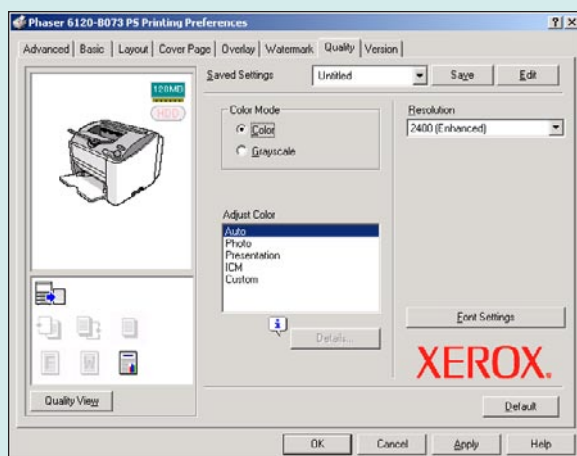
Supplies Status From Driver



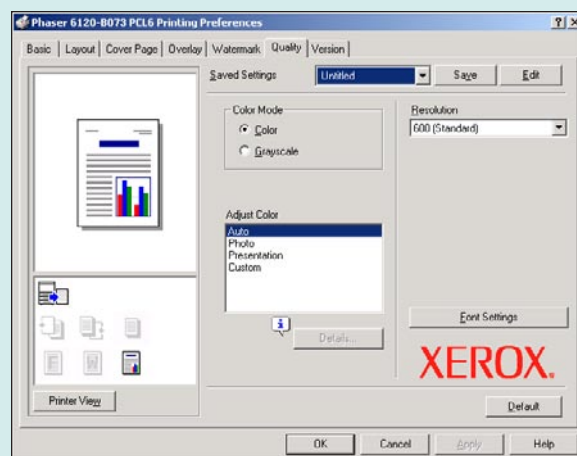
*Print Drivers***Xerox Phaser 6120N PRINT DRIVER FEATURES**

Features	Windows 2000 PCL 5e	Windows 2000 PostScript 3
<b>Auto Feature/Device Detection</b>	Yes	Yes
<b>Booklet Printing</b>	w/optional duplex unit	w/optional duplex unit
<b>Collate Sets</b>	w/optional hard drive	w/optional hard drive
<b>Max Paper Sources Per Job</b>	2	2
<b>Mirror Image</b>	No	Yes
<b>Negative Image</b>	No	No
<b>N-up Printing</b>	2 to 16	2 to 16
<b>Overlays</b>	Yes	Yes
<b>Paper Gauge</b>	No	No
<b>Print and Hold</b>	No	No
<b>Proof Print</b>	No	No
<b>Quantity Selection</b>	Up to 9,999	Up to 9,999
<b>Reduction/Enlargement</b>	25% to 400%	25% to 400%
<b>Resolution Modes (dpi)</b>	600 x 600 (standard); 2400 (enhanced)	600 x 600 (standard); 2400 (enhanced)
<b>Save Settings</b>	Yes	Yes
<b>Secure Print</b>	w/optional hard drive	w/optional hard drive
<b>Watermarks/Custom Watermarks</b>	Yes/Yes	Yes/Yes





**Xerox Phaser 6120N PostScript 3 Driver Quality Tab**



**Xerox Phaser 6120N PCL 6 Driver Quality Tab**

*Send once/print many:*

Yes. As a collate selection is not available from the driver without the optional hard drive installed, collate must be selected from the Windows print screen within an application. Doing so, however, does not increase the file size. Output was properly collated.





## Color Print Quality

### Color Print Quality

Business graphics	Excellent
Photographic images	Very Good

#### Comments:

Color print quality is tested using the ANSI standard IT8 Color Test Target with print samples taken at the beginning, midpoint and end of test period. Samples are also taken when any major component on the device is changed. The ANSI IT8 Color Test Target is read using the Minolta CM503I Spectrophotometer and samples are analyzed using the CIE XY Chromaticity Diagram. The Xerox Phaser 6120N uses an internal automatic color calibration.

The Xerox Phaser 6120N produced a larger color gamut than is typical for most laser-based units. The range of colors produced remained very consistent over the test period, with the primary color magenta showing a slight shift toward

blue and the secondary color green showing an even smaller shift toward yellow. Although BLI's instruments detected this slight shift in the color gamut, the effect was not visible to the human eye. When comparing a group of images printed at the beginning of the test to the same images printed at the end of the test period, the colors of the images looked almost exactly the same. BLI technicians noted that although a very faint dot-pattern effect was somewhat visible in some color output, photographic images had a realistic appearance, with natural-looking skin tones, and none of the colors appeared to be oversaturated. Color business graphics were excellent, with vibrant and eye-catching colors in charts and graphs.

### COLOR DENSITY READINGS

Color:	Cyan	Magenta	Yellow
Print Density:	1.29	1.32	1.08

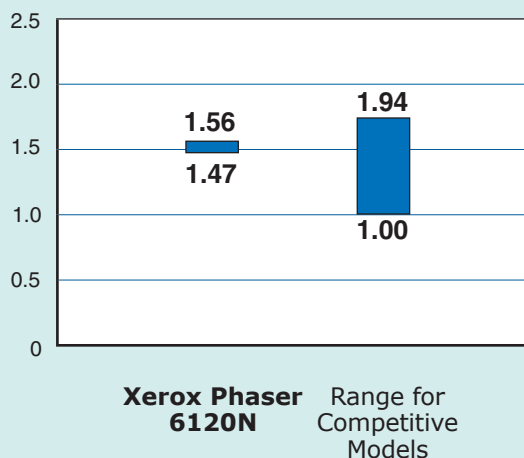
*Density of a printed image with blocks of all solid colors (based on the average of two readings for each color).*





*Black Print Quality*

Black Print Quality	
Text	Very Good
Line art	Excellent
Halftone range	Excellent
Halftone fill	Excellent
Solids	Excellent

**BLACK PRINT DENSITY**

Measurements are based on four readings corresponding to four different solid black locations on the output. The higher the density reading, the darker the image.

*Comments:*

Black output produced by the Xerox Phaser 6120N PostScript print driver was excellent overall. Text was very good, with characters that appeared clean, sharp and clearly readable to the naked eye and a very slight toner spray was visible only under magnification. Solid black output had very good density readings and showed even toner coverage. Circles were clean and the lines forming their circumference were of consistent line weight. Diagonal lines were smooth, with no stair-stepping evident; however, thin lines on a dark background showed some evidence of minor breakup in the vertical direction. Grayscale was clearly visible over a broader range than would be expected from a 600-dpi engine and toner coverage was consistent within dot-fill levels.

*Black density:*

Measurements are based on four readings corresponding to four different solid black locations on the output. The higher the density reading, the darker the image.

*Range:*

1.47 to 1.56.

*Density for color printers tested to date:*

1.00 to 1.94.

*Halftone range:*

Grayscale is clearly visible from the 4% to 97% dot-fill levels, with distinct transitions between levels and consistent toner coverage within levels.

*Typical halftone range for color laser/LED printers:*

From the 6% to 86% dot-fill levels.





## Print / Copy Productivity

### TESTED FIRST-PRINT TIMES

*First-print time out of energy-save mode: 49.46 seconds.*

#### PostScript 3

Windows 2000	Word	PowerPoint	Photoshop	Acrobat	Photoshop
File Type	Black Text	Color Graphic/Text	Color Graphic	Black Graphic/Text	Color Graphic
File Extension	DOC	PM	TIF	PDF	JPG
Pre-Raster File Size	114 KB	99 KB	20 MB	171 KB	245 KB
Post-Raster File Size	120 KB	218 KB	41.3 MB	782 KB	2.17 MB
First-Print Time (seconds)	17.80	37.92	61.36	22.30	17.93

#### PCL 6

Windows 2000	Word	PowerPoint	Photoshop	Acrobat	Photoshop
File Type	Black Text	Color Graphic/Text	Color Graphic	Black Graphic/Text	Color Graphic
File Extension	DOC	PM	TIF	PDF	JPG
Pre-Raster File Size	114 KB	99 KB	20 MB	171 KB	245 KB
Post-Raster File Size	13.8 KB	73.9 KB	5.27 MB	516 KB	287 KB
First-Print Time (seconds)	12.64	15.45	26.46	14.14	14.12

*Xerox's rated speed: 20 ppm for black; 5 ppm for color.*

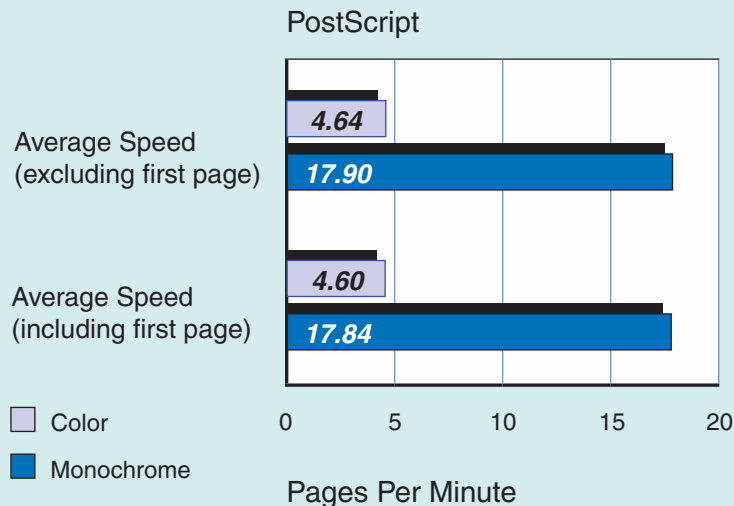
*All files are printed using the PCL 6 and PostScript 3 drivers at 600 x 600 dpi.*

*First-print time indicates the time it took to RIP, image and deliver the first page of the test document to the output tray.*

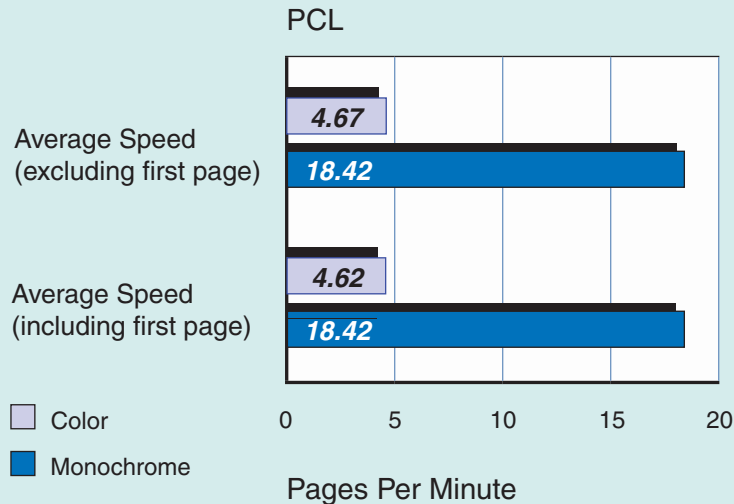




### BLI'S TESTED PRINT SPEEDS

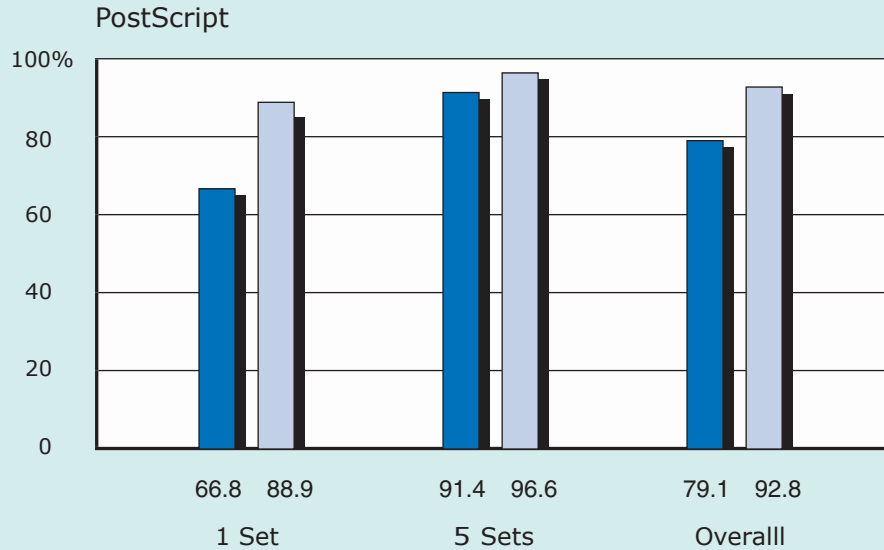


Print speed is tested using BLI's Monochrome Test Original (with 5% page coverage) and BLI's Color Test Original with 10% coverage for each color (cyan, magenta, yellow and black). The test page is printed in a quantity equal to double the vendor's rated print speed for the device in each mode tested (e.g., if the vendor's rated print speed is 20 ppm, 40 pages are printed). The Xerox Phaser 6120N's print speeds were tested at 600 dpi using the PostScript 3 and PCL 6 drivers.

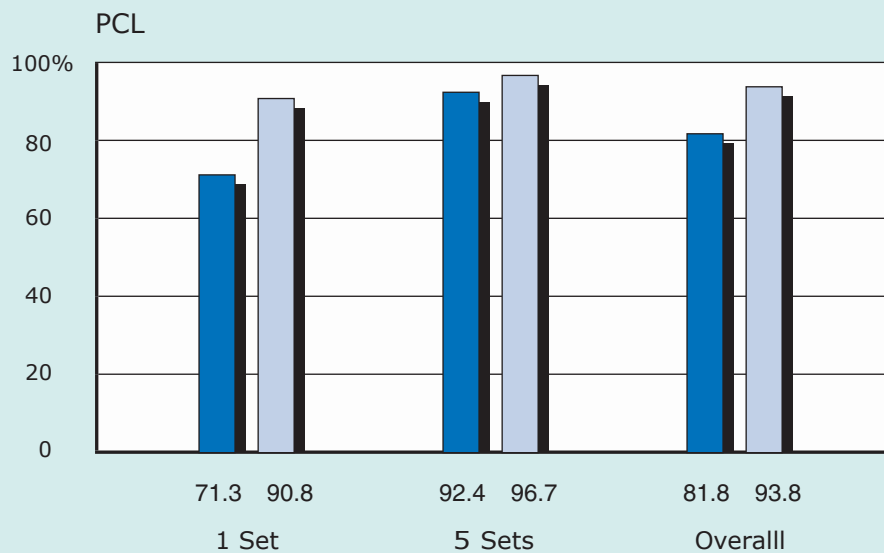




### OVERALL PRINT EFFICIENCY



BLI obtains the overall efficiency percentage by dividing the tested speed of the device by the rated speed and then multiplying by 100 for each run length. All jobs are based on a 10-page document printed at 600 dpi using the PostScript 3 print driver.



BLI obtains the overall efficiency percentage by dividing the tested speed of the device by the rated speed and then multiplying by 100 for each run length. All jobs are based on a 10-page document printed at 600 dpi using the PCL print driver.

■ Black Simplex Mode    ■ Color Simplex Mode





### *Job Stream Evaluation*

A job stream consisting of nine files (a mix of Word, Excel, HTML, PowerPoint and e-mail) is sent to a paused print queue. All files are monochrome or monochrome and mixed color and consist of five or fewer pages (total of 19 pages). Timing begins when the queue is released and ends when the last page of the job stream completely exits the device.

### *Time to completion of all print jobs (PostScript; monochrome):*

2 minutes, 56.39 seconds.

### *Time to completion of all print jobs (PostScript; color):*

3 minutes, 43.20 seconds.

### *Time to completion of all print jobs (PCL; monochrome):*

1 minute, 15.26 seconds.

### *Time to completion of all print jobs (PCL; color):*

3 minutes, 38.82 seconds.

### *Range for color printers tested to date (color):*

47.44 seconds to 8 minutes, 29.26 seconds.

### *Range for color printers tested to date (monochrome):*

42.10 seconds to 3 minutes, 40.26 seconds.

### *Problems encountered:*

None.

*Note: BLI technicians attribute the lengthy monochrome job stream processing time from the PostScript driver to the manner in which the PowerPoint file was spooled; because the file is a color file, processing time increased to allow for conversion to a monochrome file for printing. Of the total 2 minutes and 56.39 seconds required to process the job stream, 1 minute and 34.57 seconds was devoted to printing the PowerPoint file.*





## Toner Yield

### TESTED TONER YIELD / SUPPLIES COST PER PAGE (COLOR)

Color	Net Weight	Toner Yield (Impressions)	Impressions Per Gram	Toner Cost Per Page <sup>1</sup>	Total Toner Cost Per Page <sup>1</sup>	Supplies Cost Per Page <sup>2</sup>
Black	133.65 grams	3,530	26.41	2.238¢	14.136¢	15.523¢
Cyan	137.0 grams	3,530	25.76	3.966¢		
Magenta	145.3 grams	3,530	24.29	3.966¢		
Yellow	138.0 grams	3,530	25.57	3.966¢		

<sup>1</sup> Toner cost per page is based on Xerox's Web pricing for the high-yield toner cartridge for all four colors of toner (cyan, magenta, yellow and black) and BLI's tested toner yields using a toner yield test original with 10% page coverage per color.

<sup>2</sup> The supplies cost per page is based on Xerox's Web pricing and BLI's tested toner yields for all four colors of toner and Xerox's rated yields for the drum.

### TESTED TONER YIELD / COST PER PAGE (5% BLACK)

Color	Net Weight	Toner Yield (Impressions)	Impressions Per Gram	Toner Cost Per Page <sup>1</sup>	Supplies Cost Per Page <sup>2</sup>
Black	138.5 grams	8,339	60.21	0.947¢	1.294¢

<sup>1</sup> Toner cost per page is based on Xerox's Web pricing for the black toner cartridge and tested toner yield using BLI's toner yield test original with 5% page coverage.

<sup>2</sup> The supplies cost per page is based on Xerox's Web pricing and BLI's tested toner yield for the black toner cartridge, as well as Xerox's rated yield for the drum.

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## Specifications

### Xerox Phaser 6120N

#### 20 ppm/5 ppm (mono / color) Desktop Laser, electrostatic

US release: October 2005  
US SRP / Street: None/ \$499  
Canada SRP: INA  
Color Type: 4-color  
Controller: Xerox  
CPU / Bits / MHz: 32RISC/INA/300  
Memory (std / max): 128 MB/640 MB  
HDD: Optional 20-GB  
PDLs: PostScript 3, PCL 5c/5e/6



FAD 34017

#### ■ ENGINE

Mfr / Model / Country: Konica Minolta/INA/ China  
Monthly Duty Cycle: 35,000 pages  
Rated Engine Life: 300,000 pages

#### ■ RESOLUTION

Standard: 600 x 600 dpi  
Enhanced: 2400 Image Quality

#### ■ INTERFACE / CONNECTIVITY

Client OS Spt: Windows 95/98/NT 4.0/Me/XP,  
Mac OS 9.2/OS X 10.2+, Linux  
Network Spt: Windows, Mac, Linux,  
Std Interface: USB 2.0, Parallel, 10/100 BaseTX  
Opt Interface: None  
Printer Mgmt: CentreWare IS, Printing Scout

■ **COMMENTS:** First page time: 15 seconds (mono), 24 seconds (color). Xerox Total Satisfaction Guarantee

#### Paper Handling

Std/Max Paper Source(s): 1/2  
Std/Max Paper Capacity: 200 sheets/700 sheets  
Paper Size (W x L): 8.5" x 14" max  
Print Area (W x L): 8.2" x 10.7" max  
Paper Weights: 20-lb bond to 60-lb cover  
Std Output Capacity: 250 sheets  
Other Output: None  
Bypass (Capacity / Weight): 100 sheets/20-lb to 24-lb bond  
Automatic Duplexing: Optional

#### Features

Collation: Standard  
Color Depth (Bits): 4 bits  
Color Management: Via driver  
Fonts: 139 PostScript 81 PCL  
IPP (Web) Support: Standard  
RIP Once / Print Many: Standard  
Secure Printing: Standard  
Other:

#### Additional Information

Display / Characters: LCD/32  
Energy Star Compliance: Yes  
Noise Level (Print / Idle): 54 dB / 35 dB  
Power Consumption: 450W max  
Power Reqs (V / Hz / Amps): 110-127/50-60/10  
Warranty: One year quick exchange  
Weight (Base Unit): 54 lbs  
Dimensions (H x W x D): 13.4" x 17.4" x 15.6"

#### Options

500-sheet feeder: \$299  
Duplex unit (w/128-MB memory upgrade): \$399  
20-GB hard disk drive: \$299

#### Supplies

High-capacity Black/Color (C,M,Y) Toner:: \$78.99/\$139.99; yield-4,500/4,500 pages each; coverage-5% each.  
Standard-capacity (Color only) Toner:: \$65.99; yield-1,500 pages each; coverage-5%.  
Imaging unit: \$155.99; yield-20,000 black/10,000 color pages; coverage-Assumes 3.5-page avg job size.

