



### Competitive Comparison

# Xerox Phaser® 6120 vs. HP color LaserJet 2600

## The Phaser 6120 is a much better value

- Greater value
- Better ease of use
- Better performance
- Superior service
- Robust paper handling
- Xerox Total Satisfaction Guarantee
- Superior print quality



|  | Phaser 6120N  | HP LaserJet 2600n  |
|--|---|--|
| <p><b>Greater value</b></p> <ul style="list-style-type: none"> <li>With the HP 2600n, hidden costs are associated with its lower purchase price – its expensive cost per page.</li> <li>The HP 2600n costs more to operate than the Phaser 6120N. As average monthly print volume and/or coverage increases, so does the Phaser 6120N's total cost of ownership advantage.</li> </ul>  | <p>\$499</p> <p>11.5 cents per page (5% cmyk)</p> <p>2.5 cents per page (5% black)</p>  | <p>\$399</p> <p>15.3 cents per page (5% cmyk)</p> <p>3.0 cents per page (5% black)</p>   |
| <p><b>Superior paper handling</b></p> <ul style="list-style-type: none"> <li>Fewer interventions keep your office printing.</li> <li>Greater media weights from main tray.</li> <li>The ability to auto-duplex can boost productivity and reduce paper usage.</li> </ul>   | <p>Maximum paper input: 700 sheets</p> <p>Paper output: 200 sheets</p> <p>Main tray: 60 – 163 gsm</p> <p>Auto-duplex (optional)</p>   | <p>Maximum paper input: 500 sheets</p> <p>Paper output: 125 sheets</p> <p>Main tray: 60 – 105 gsm</p> <p>Manual duplex only!</p>   |
| <p><b>Better performance</b></p> <ul style="list-style-type: none"> <li>Much faster monochrome print speed</li> <li>Faster processor</li> <li>Eight-times more standard memory</li> <li>40 times more maximum memory</li> <li>Optional hard drive for improved productivity (secure print, saved print, proof print, font and form storage, extended collation options)</li> <li>Better language support</li> </ul>              | <p>Up to 20 ppm b/w, 5 ppm color</p> <p>300 MHz</p> <p>128 MB RAM standard</p> <p>640 MB RAM maximum</p> <p>Optional 20 GB hard drive</p> <p>PostScript 3 and PCL 5c/6</p> <p>Direct PDF printing (with hard drive)</p> | <p>Up to 8 ppm b/w, 8 ppm color</p> <p>264 MHz</p> <p>16 MB RAM standard</p> <p>16 MB RAM maximum</p> <p>Hard drive not available</p> <p>GDI: The computer performs the processing, which slows performance for the computer and the print job</p> |
| <p><b>Easier and faster driver install</b></p> <ul style="list-style-type: none"> <li>The Xerox software CD-ROM quickly discovers the printer – regardless of connection type – making driver installation simple.</li> <li>HP's driver installation is both time consuming and lengthy – consisting of 8 screens, a computer reboot, and 2 more screens.</li> </ul>   | <p>Installation: 40 seconds</p>   | <p>Installation: 2 minutes 45 seconds</p>  |
| <p><b>Superior print quality</b></p> <ul style="list-style-type: none"> <li>The Phaser 6120N's print quality is outstanding in edge definition, registration, vibrancy, and consistency. Colors are easily managed via a robust user interface.</li> <li>Xerox testing shows the LaserJet 2600n to have banding problems, faded or lost information, poor registration and edge definition and poor color management.</li> </ul> |   |  |
| <p><b>Better service package</b></p> <ul style="list-style-type: none"> <li>HP requires the user to pack up the printer and send it back for repair.</li> <li>Xerox will send you a printer next-day.</li> </ul>   | <p>One-year quick exchange and Upgrade to 3-year quick exchange for just \$109</p> <p>Xerox Total Satisfaction Guarantee</p>  | <p>One-year return to HP Upgrade to 3-year quick exchange for \$169</p>  |






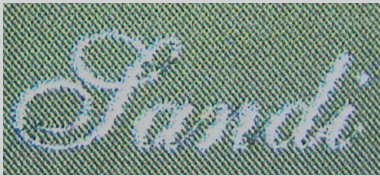
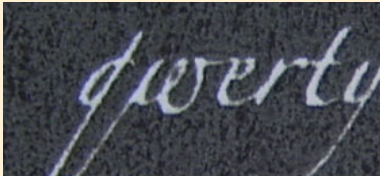


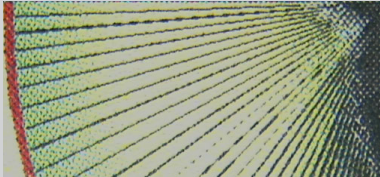


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# Xerox Phaser 6120 Color and Print Quality Advantages

## Better print quality and accurate color with the Phaser 6120

- The Phaser 6120N produces high resolution color with amazing fine line detail and prints that reflect the true, accurate color that the user intends – coupled with vivid PANTONE-certified color that even graphic arts professionals will love.
- The HP 2600n, on the other hand, has uneven color transition and patterning issues as well as a very noticeable lack of edge definition that degrades its print quality – at a color cost per print that's nearly 25% higher than that of the Phaser 6120N.

*These enlargements clearly show that the Phaser 6120N has superior text quality, line definition, registration, and smoother color transitions compared to the HP 2600n.*

|  | Phaser 6120 enhanced  | HP LaserJet 2600n   |
|--|---|---|
| <b>White text knockout on colored background</b> |  <ul style="list-style-type: none"> <li>• Better edge definition and smoother color</li> </ul>               |  <ul style="list-style-type: none"> <li>• Less edge definition and readability</li> <li>• Exhibits patterning</li> </ul>  |
| <b>White text knockout on black background</b>   |  <ul style="list-style-type: none"> <li>• Better detail and readability</li> <li>• No patterning</li> </ul> |  <ul style="list-style-type: none"> <li>• Exhibits patterning and less detail</li> </ul>                                 |
| <b>Fine-lined fan</b>                            |  <ul style="list-style-type: none"> <li>• Better line definition and smoother color transitions</li> </ul> |  <ul style="list-style-type: none"> <li>• Fan is broken and inconsistent</li> <li>• Uneven color transitions</li> </ul> |
| <b>Background bar in PowerPoint</b>              |  <ul style="list-style-type: none"> <li>• Maintains image detail</li> </ul>                                |  <ul style="list-style-type: none"> <li>• Image detail is completely missing</li> </ul>                                 |