Xerox Phaser® 6180
vs. HP color LaserJet 3600

The Phaser 6180 has more value, greater speed and better print quality

- Better value
- Superior performance
- More color control
- Better paper handling

- Better print quality
- True Adobe® PostScript® 3™
- Xerox Total Satisfaction Guarantee

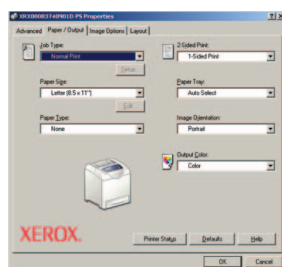|	Phaser 6180	HP LaserJet 3600
More value • The Phaser 6180 offers superior performance, output quality and ease of use for dramatically less money	Phaser 6180N: ....$449† Phaser 6180DN: ....$599† †*After $50 rebate*	LaserJet 3600n: ....$599* LaserJet 3600dn: $849*
Faster print speed **Faster first-page-out time** **Faster processor** **More standard and maximum memory**	Up to 20 ppm color / 26 ppm black As fast as 10 seconds **Faster!** 400 MHz 128 MB to 1152 MB	Up to 17 ppm color and black As fast as 14 seconds 360 MHz 64 MB to 128 MB
Better language support • True Adobe PostScript ensures fewer errors across platforms and faster speeds when printing PostScript or PDF files • Built-in language support takes the burden off of PCs, users and networks, increasing office productivity	True Adobe® PostScript® 3™, PCL 5c emulation **Adobe® PostScript®**	GDI: Host-based processing means more network traffic due to larger file sizes being sent and more impact on PC processing times
Better paper handling • Fewer user interventions keep your office printing nonstop	Standard input: 400 sheets **Wow!** Maximum input: 950 sheets Output: 300 sheets	Standard input: 350 sheets Maximum input: 850 sheets Output: 250 sheets
Superior print quality • The Phaser 6180 color laser printer and EA toner technology combine to create exceptional print quality. Xerox-exclusive Emulsion Aggregation (EA) toner provides more detail and clarity due to smaller, more uniform toner particles	Produces consistently smooth, vibrant output	Exhibits noticeable banding and inconsistent transfer of toner
Greater color control • More color correction options add flexibility for more accurate color	Xerox color options, Automatic, ColorSync, ICC profiles, Custom Color Sliders, PANTONE®-approved	Automatic
Easy driver installation • Phaser installation is intelligent and highly automated • HP installation demands 13 steps or decisions, which can cause confusion and waste valuable time (it doesn't even detect the printer configuration). Plus, it requires you to reboot your computer	Install time: < 2 minutes **4 Steps!**	Install time: 5:30 **13 Steps!**
Higher duty cycle • Higher maximum monthly duty cycle means greater reliability and longer life	60,000 pages per month **Reliable!**	50,000 pages per month
Better management and productivity features • The Phaser 6180 has more features to keep your office productive	PrintingScout® onscreen alert notification, PhaserSMART® online troubleshooting, CentreWare Web, CWIS Embedded Web Server lets you change common printer and network settings	HP embedded web server only lets you change network settings

* All prices are U.S. ERP.

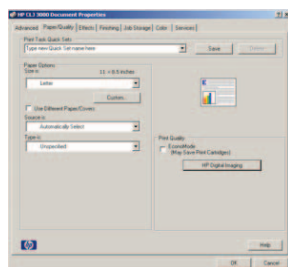# Other Xerox Phaser 6180
Advantages

Easy-to-use driver

The Phaser 6180 bidirectional driver with visual graphics makes navigation easy and helps the user get the print right the first time.

The HP LaserJet 3600 print driver's most commonly used features exist on separate screens, making it more time-consuming and less intuitive to use. It also has no bidirectional capability, leaving users in the dark as to the real-time status of their devices.

Phaser 6180 driver   *LaserJet 3600 driver*

Real-world performance

The Phaser 6180 has a dramatic performance advantage over HP's LaserJet 3600 in both specifications and most importantly real-world performance.

	Phaser 6180	HP LaserJet 3600
Monochrome email (1 page)	**13 seconds**	14 seconds
Excel spreadsheet (1 page)	**13 seconds**	15 seconds
1-page real estate PDF	**19 seconds**	27 seconds
2-page real estate PDF (duplexed)	**22 seconds**	29 seconds
Complex color page	**2:17**	2:44*

Note: All pages printed in default print mode on letter-size media.
*After sending the complex color page file to the HP 3600, the user's machine was unusable until the print job was complete.

Better print quality and more accurate color

Phaser 6180

LaserJet 3600

Fine-line drawing, printed in Standard print mode
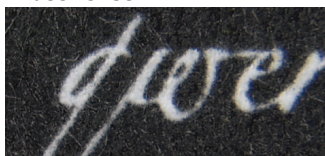• Better line definition
• Smooth and more saturated

Fine-line drawing, printed in HP's *only* print-quality mode

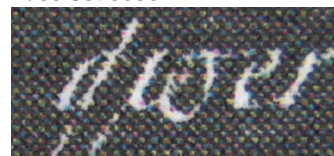**Phaser 6180**

LaserJet 3600

White text on black background, printed in Standard print mode
• Better detail and readability
• Smooth and more saturated

White text on black background, printed in HP's *only* print-quality mode

Phaser 6180

LaserJet 3600

White text on red background, printed in Standard print mode
• Better detail and readability
• Smooth and more saturated

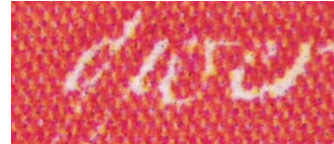**White text on red background, printed in HP's *only* print-quality mode**

GDI printers vs. RIP printers

GDI printers rely on and strain the processing capabilities of a user's PC by forcing it to generate and process the image data before downloading it to the printer.

By contrast, a printer with a Raster Image Processor (RIP) frees up the user's PC by processing all the information itself — a RIP relieves a heavy burden from a user's PC and ultimately frees up resources so the PC can function at optimal levels.

Despite its higher price, the HP 3600 printer is a GDI printer. The Xerox Phaser 6180, however, is a Raster Image Processor printer, and the better choice for users concerned with productivity and value.

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