


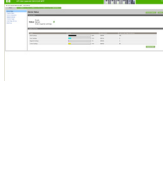
# Xerox Phaser® 6128MFP

## vs. HP LaserJet® CM1312nfi MFP

### With the Phaser 6128MFP, customers get:

- Outstanding value
- Greater performance
- Better ease of use
- Lower Total Cost of Ownership (TCO)
- The Xerox Total Satisfaction Guarantee



	Phaser 6128MFP	HP CM1312nfi MFP
<b>Outstanding value</b> The Phaser 6128MFP may have a slightly higher purchase price, but the overall cost is less than the HP device due to its lower operating costs. In fact, Xerox customers will save \$656 over 36 months! (see back page for details)	Phaser 6128MFP: \$599	HP CM1312nfi MFP: \$499
<b>Better ease of use</b> The HP CM1312nfi device's low paper capacity means users will load paper more frequently. And, although the color LCD tilts at an angle, its small size requires excessive scrolling when changing settings.	250-sheet standard paper tray; Wide, 4-line backlit LCD	150-sheet standard paper tray; Small, 2.4 in. LCD requires lots of scrolling
<b>Intuitive scan features</b> Years of experience are evident in the Phaser 6128MFP device's embedded web server, making scanning setup very simple. By contrast, the HP device's web server offers a network section, but network scanning is complicated to setup, even for experienced users.		
<b>Intuitive email features</b> The Phaser 6128MFP has most email features at the top-level menu, so users can get started right away. By contrast, the HP device doesn't support scan-to-email from the control panel. Instead, users must first launch a Scan application from their desktop, walk over to the machine and insert a document, and then go back to their PC to scan.	Starting scan to email process: 1 step Manually entering an email address: 3 steps Selecting a recipient from the address book: 4 steps	Scan to email is not available on the control panel Users must launch an application from their PC to initiate scanning
<b>Superior driver installation</b> Users will be up and printing in less than a minute with the Xerox driver installer. By contrast, the HP driver installer takes nearly 8 minutes to complete because of the numerous steps.	Driver installation: only 6 steps (48 seconds from beginning driver installation to first page exiting machine)	Driver installation: an astonishing 21 steps (8.5 minutes before completing driver installation; and that's assuming the user knows all the fax details)




### Better real-world performance

Today's busy office needs a multifunction that can keep up, and the Phaser 6128MFP delivers! The Phaser 6128MFP not only has a faster rated engine speed, it also outperforms the HP device in real-world printing environments.

### Product specifications

	Phaser 6128MFP	HP CM1312nfi MFP
<b>Print speed</b>	Up to 12 ppm color / 16 ppm black	Up to 8 ppm color / 12 ppm black
<b>Processor</b>	400 MHz	450 MHz
<b>Memory</b>	384 MB std / max	160 MB std / max

### Real-world performance\*



	1-page Excel file	18 seconds	32 seconds
	43-page PowerPoint file	3:39	5:48
	4-page Acrobat file	33 seconds	1:05

\*Tested using industry standard PageSense performance measuring software

# Other Xerox Phaser® 6128MFP Advantages

## Easy-to-use control panel

Years of Xerox multifunction design will be evident to 6128MFP users through an intuitive front panel. The benefit is a faster learning curve and an increased level of productivity. This benefit is carried throughout all functions of the Phaser 6128MFP.

Simplicity: Phaser 6128MFP	Complexity: HP CM1312nfi MFP
	
Intuitive navigation and easy-to-read 4-line, backlit LCD with straightforward menu structure.	Although the flip-up color LCD looks nice, its small size makes it inefficient as users must scroll excessively when trying to find functions.
All major tasks: Copy, Fax, Email, and Scan, are easily accessible by the push of a single button on the control panel. All activities are grouped together, making it more efficient for users to interact with the control panel.	All major tasks are available on the control panel, but the layout leaves much to be desired. Fax functionality is completely removed from Copy and Scan, and reading the small LCD can be difficult when performing functions at the extremity of the control panel.
Easy access to speed dial shortcuts when faxing as well as job status and system information.	There are speed dial shortcuts on the control panel, but no job status or system information without navigating the small LCD.

## Superior Total Cost of Ownership (TCO) Story

The Total Cost of Ownership chart speaks for itself! The Phaser 6128MFP costs a little more up front, but the dividends down the road add up to real savings for customers. Add increased worker productivity due to better performance and simple operation and the Phaser 6128MFP is clearly the right choice for single users and small workgroups.

As seen in the chart, Phaser 6128MFP owners save up to \$656 more than their HP CM1312nfi MFP counterparts based on an Average Monthly Print Volume (AMPV) of 1,000 pages over 3 years.

(Numbers are derived using manufacturers' published unit and consumable prices).  
Assumptions: Term of evaluation = 36 months; Average Monthly Print Volume = 1,000 pages;  
Color pages vs. b/w = 70%; Toner coverage is 5% per color; Products are equivalent configurations.

