





Xerox Phaser® 6128MFP vs. HP LaserJet® CM2320nf MFP

The Phaser 6128MFP delivers all the right features for individual professionals and small workgroups

With the Phaser 6128MFP, customers get:

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



	Phaser 6128MFP	HP CM2320nf MFP
Excellent value The Phaser 6128MFP is \$100 less, easier to use and has similar performance capabilities as the HP device.	Phaser 6128MFP: \$599	HP CM2320nf MFP: \$699
Solid performance The HP device has a faster engine speed, but the Phaser 6128MFP has a faster first-page-out time (FPOT). FPOT is particularly important considering that most office and graphic arts print jobs are less than 3 pages in length.	First-page-out time: As fast as 17 seconds color	First-page-out time: As fast as 17.9 seconds color
Easy-to-use control panel The HP CM2320nf device has a color LCD that tilts at an angle, but its small size requires excessive scrolling when changing settings. And the button placement is scattered, which makes interacting with the front panel complicated.	Wide, 4-line backlit LCD Efficient layout with major functions grouped together	Small, 2.4 in. LCD requires lots of scrolling Inefficient button placement with major functions scattered across the control panel
Intuitive scan features 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.		
Intuitive email features The Phaser 6128MFP has most email features at the top-level menu, so users can get started right away. And, unlike the HP device, it supports email authentication, a requirement for most email servers.		
Superior driver installation Users will be up and printing in less than a minute with the Xerox driver installer. By contrast, the HP CM2320nf driver installer takes more than 12 minutes to complete before users can send print jobs to the device.	Driver installation: only 6 steps (48 seconds from beginning driver installation to first page exiting machine)	Driver installation: an astonishing 21 steps (12 minutes before completing driver installation; and that's assuming the user knows all the fax details)




Similar real-world performance

The HP CM2320nf has a faster rated print speed of 21 ppm. Although this might seem like an advantage over the Phaser 6128 MFP device's 12 ppm, the actual gains when printing normal office documents is negligible... less than one second, in fact!

Product specifications

	Phaser 6128MFP	HP CM2320nf MFP
Print speed	Up to 12 ppm color / 16 ppm black	Up to 17 ppm color / 31 ppm black
Processor	400 MHz	450 MHz
First-page-out-time	As fast as 17 seconds color	As fast as 17.9 seconds color
Memory	384 MB std / max	160 MB std / 416 MB max

Real-world performance*

	1-page Excel file	18 seconds	17.35 seconds
	1-page B/W email	17.25 seconds	16.91 seconds
	2-page Acrobat file	25.86 seconds	23 seconds



*Tested using industry standard PageSense performance measuring software

Competitive Comparisons

Other Xerox Phaser® 6128MFP Advantages

Easy-to-use control panel

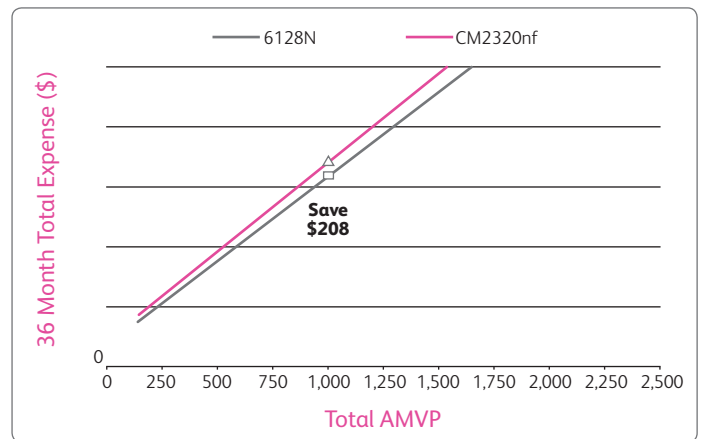
Years of Xerox multifunction design will be evident to 6128MFP users through an intuitive front panel. The benefit is a faster learning curve and an increased level of productivity. This benefit is carried throughout all functions of the Phaser 6128MFP.

Simplicity: Phaser 6128MFP	Complexity: HP CM2320nf MFP
	
<p>Intuitive navigation and easy-to-read 4-line, backlit LCD with straightforward menu structure.</p>	<p>Although the flip-up color LCD looks nice, its small size makes it inefficient as users must scroll excessively when trying to find functions.</p>
<p>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.</p>	<p>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.</p>
<p>Easy access to speed dial shortcuts when faxing as well as job status and system information.</p>	<p>There are speed dial shortcuts on the control panel, but no job status or system information without navigating the small LCD.</p>

Better Total Cost of Ownership Story

The Phaser 6128MFP device's Total Cost of Ownership doesn't reveal a tremendous savings over 3 years, but the amount of value received is easily recognizable! In addition to costing less to purchase and operate than the HP device, the Phaser 6128MFP is easier for end users to operate and brings real savings in terms of efficiency gains, making it the right choice for single users and small work teams.

As seen in the chart, Phaser 6128MFP owners save up to \$208 more than their HP CM2320nf 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.

