



Xerox Phaser® 6280DN vs. HP LaserJet® CP3525dn

The Phaser 6280: affordable color laser printer that delivers for busy workgroups

With the Phaser 6280, customers get:

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



	Phaser 6280DN	HP CP3525dn
Excellent value The Phaser 6280 printer is \$250 less, easier to use and has similar real-world performance capabilities as the HP device.	Phaser 6280DN: \$649*	HP CP3525dn: \$899*
Superior print quality True Adobe PostScript and Pantone Color approved solid-color simulations give users the brightest, truest colors and graphics possible.	True Adobe® PostScript® 3™ Pantone® Color approved solid color simulations	HP PostScript level 3 emulation
Easy-to-use control panel Although HP added a little color to the control panel, its narrow size and complicated menu structure make it difficult to use. By contrast, the Phaser 6280 is wider and the menu structure offers intuitive navigation.		
Superior driver installation Users will be up and printing in less than a minute when installing the Phaser 6280 printer driver. By contrast, the HP CP3525dn driver installation takes 3 ½ minutes before users can send jobs to the machine.	Driver installation: Only 5 steps (50 seconds from beginning driver installation to first page exiting machine)	Driver installation: 6 steps (3 ½ minutes before users can submit a print job)




Similar real-world performance

The HP CP3525dn comes with a higher price and, according to HP's website, a slightly faster rated color print speed of 30 ppm. While this might seem like an advantage over the Phaser 6280 device's 26 ppm, the actual gains when printing normal office documents is negligible...a few seconds, in fact!

Product specifications

	Phaser 6280DN	HP CP3525dn
Print speed	Up to 26 ppm color / 31 ppm black	Up to 30 ppm color / 30 ppm black
Paper capacity	400 sheets std	350 sheets std
Processor	400 MHz	515 MHz
Memory	256 MB std / 1024 MB max	384 MB std / 1024 MB max

Real-world performance**

	2-page Acrobat PDF	16.21 seconds	14.24 seconds
	1-page Excel file	13.24 seconds	11.55 seconds
	4-page Acrobat PDF	First-set-out time (FSOT): 20.74 seconds*** Effective saturated throughput (ESAT): 25.96 ipm***	First-set-out time (FSOT): 17.92 seconds*** Effective saturated throughput (ESAT): 21.32 ipm***

*All prices are U.S. estimated retail prices.

**Tested using industry standard PageSense performance measuring software.

***The ISO standard for FSOT (first set out time) and ESAT (estimated saturated throughput) is defined as the rate at which a device produces pages measured from the complete exit of the last page of the first test set through the complete exit of the last page of the last set. See www.iso.org and reference ISO standard 24734 for additional details.

Other Xerox Phaser 6280 Advantages

Exceptional print quality

The following enlargements clearly show that the Phaser 6280 printer has superior text quality, edge registration and the detail that users expect from a Xerox color device. By contrast, the HP CP3525dn device produces prints that have image drop out, missing content and dark and blotchy photos.

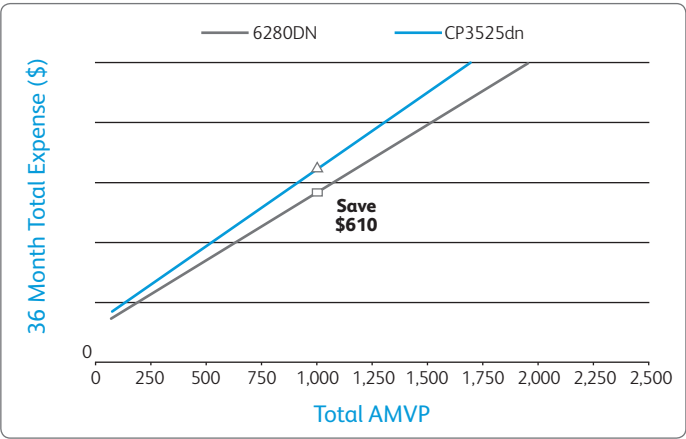
The benefit of choosing Xerox over HP is evident in the images shown below.

	Phaser 6280DN	HP CP3525dn
<ul style="list-style-type: none">Better detailNo loss of information		
<ul style="list-style-type: none">Truer, deeper blacks		
<ul style="list-style-type: none">Better edge definitionNo loss of information		
<ul style="list-style-type: none">Closer match with computer monitor colors		

Better Total Cost of Ownership Story

The Phaser 6280 device's Total Cost of Ownership is a winning story for customers. In addition to costing less to purchase and operate than the HP device, the Phaser 6280 is easier for end users to operate and delivers superior print quality at similar real-world speeds.

As seen in the chart, Phaser 6280 owners save up to \$610 more than their HP CP3525dn 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.

