










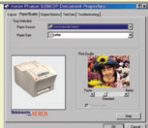
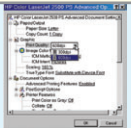
Competitive Comparison

Xerox Phaser® 8200 vs. HP color LaserJet 4600

The Phaser 8200 solid ink advantage

- Starts at only \$1,499 (\$2,299 CDN)
- Easy to install, use, and maintain
- Smaller and easier to fit into any size office
- Remarkable print quality on virtually any media
- Easy on the environment



	Phaser 8200	LaserJet 4600
Lower price <ul style="list-style-type: none"> • Save big money now and also in the long-run with the Phaser 8200's very low cost-per-print 	Starting price* \$1,499 (2,299 CDN) 	Starting price* \$1,999 (3,732 CDN)
Faster first-page-out time <ul style="list-style-type: none"> • Faster printing of most common office documents 	9 seconds 	18 seconds
Higher maximum print resolution <ul style="list-style-type: none"> • "Its output was either the best we saw or close to it" <i>Phaser 8200, PC Magazine, 9/3/02**</i> 	1200 dpi	600 x 600 dpi
Saves office space <ul style="list-style-type: none"> • Easier to fit into any office environment • The HP 4600's display panel may be too tall for some users to read if it's on a desktop 	Clearance required: Width: 17.0" Depth: 28.5" Height: 20.0"	Clearance required: Width: 20.9" Depth: 50.0" Height: 31.7" 
Solid ink is faster, easier, and better for the environment <ul style="list-style-type: none"> • HP's delicate transfer belt is exposed to damage during every print cartridge intervention 	3 steps 	8 steps  <p>DANGER! Only one inch from transfer belt</p>
Faster and easier installation <ul style="list-style-type: none"> • "Installation is as easy as it gets." <i>Phaser 8200, PC Magazine, 9/3/02**</i> • All consumables are pre-installed so you can start printing right away 	4 steps 	16 steps 
Print driver is easy to use <ul style="list-style-type: none"> • Get the print right the first time with the Phaser 8200 driver • Up-to-the-second on-screen printer status and visual graphics interface 		
Handles heavier media weights <ul style="list-style-type: none"> • Superior flexibility so you can do more 	Up to 40 lb. bond from trays Up to 110 lb. index from multipurpose tray	Up to 28 lb. bond from trays Up to 90 lb. index from multipurpose tray



* Estimated retail prices. Actual reseller prices may vary.
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Competitive Comparison

Other Xerox Phaser 8200 Advantages

Additional potential LaserJet 4600 costs

- The combined HP LaserJet 4600 toner/imaging unit **cartridges may increase printing cost**. When the toner runs out, you could be throwing away unused imaging unit life, or visa-versa.
- At 5% coverage, a **black-only page costs over 6 cents each** when printing on the HP LaserJet 4600 in default mode (based on Xerox tests). Why so expensive? Because each print wears on all four HP LaserJet 4600 print cartridges (decreasing their life) even though no color is printed.
- In an attempt to reduce the high page cost, the HP 4600 has a **Mostly Black Pages** feature that...
 - disengages the three color print cartridges if printing a black-only page;
 - **increases printing times by six seconds** per job;
 - **causes wear on all three color cartridges** if any amount of color is printed; and
 - can only be accessed **via the printer's front panel** (adding the time it takes to go to the front panel, turn on the feature, go back to your computer to send the job, then turn the feature back off again so it doesn't affect subsequent prints).

Note: Based on testing by Xerox, the latest firmware version (20021024 03.008.1) from HP disables the Mostly Black Pages feature entirely, which means black-only pages will cost at least 6 cents to print.



Unmatched print and color quality

- The Phaser 8200 printer's unique solid ink technology produces incredible detail, bright and saturated colors, and smooth color blends.
- Solid ink is remarkably consistent from first page to last – without requiring calibration that slows down print times.
- The Phaser 8200 delivers stunning color on virtually any type of media – from economy grades of paper, to rough textured art papers, to transparency film.



Faster speeds

	Phaser 8200DP	HP LaserJet 4600dn
First page out time (FPOT)	0:09 2 X FASTER!	0:18
Monochrome e-mail	0:09.5 2 X FASTER!	0:19
Color letter	0:10 47% FASTER!	0:19
Acrobat PDF (1 page)	0:13.4 38% FASTER!	0:21.5
PowerPoint presentation on transparencies (8 pages)	FPOT: 0:24.5 Total: 2:16 FPOT: 2 X Faster! Total: 26% Faster!	FPOT: 0:50 Total: 3:05

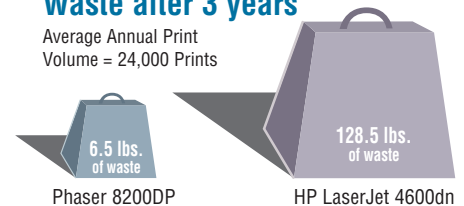
Note: All pages printed in default print mode and on letter-size media.

Environmentally friendly solid ink

- Phaser 8200 ColorStix ink sticks are environmentally sound. They are clean and simple to use with no messy toner or liquid ink. They also greatly reduce waste in the office since there are no used ink or toner cartridges to dispose of.

Waste after 3 years

Average Annual Print Volume = 24,000 Prints



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