



Competitive Comparison

Xerox Phaser® 8560 vs. HP color LaserJet 3800



The Phaser 8560 has more value, more speed and better print quality

- Better value
 - Superior performance
 - Legendary solid ink ease of use
 - Better paper handling
- Better print quality
 - True Adobe® PostScript® 3™
 - More color control
 - Xerox Total Satisfaction Guarantee

	Phaser 8560	HP LaserJet 3800
<p>More value</p> <ul style="list-style-type: none"> The Phaser 8560 offers superior performance, print quality and ease of use for less money 	<p>Phaser 8560N:.....\$699*</p> <p>Phaser 8560DN:.....\$899*</p> <p>Phaser 8560DT:.....\$1,399*</p> <p>Phaser 8560DX:.....\$1,999*</p>	<p>LaserJet 3800dn:\$1,299**</p>
<p>Faster print speed Faster first-page-out time Faster processor More standard and maximum memory</p>	<p>Up to 30 ppm color and black As fast as 5 seconds 600 MHz 256 MB to 1 GB</p> <p>Faster!</p>	<p>Up to 22 ppm color and black As fast as 12.5 seconds 533 MHz 96 MB to 544 MB</p>
<p>Better paper handling</p> <ul style="list-style-type: none"> Fewer user interventions keep your office printing without interruption Fit an entire ream of paper into the Phaser 8560 main paper tray 	<p>Standard input: 625 sheets Maximum input: 1,675 sheets Output: 300 sheets</p> <p>Wow!</p>	<p>Standard input: 350 sheets Maximum input: 850 sheets Output: 250 sheets</p>
<p>Superior print quality</p> <ul style="list-style-type: none"> The Phaser 8560 printer's solid ink technology generates exceptional print quality, regardless of media type 	<p>Produces consistently smooth, vibrant output</p>	<p>Exhibits noticeable banding and inconsistent toner transfer</p>
<p>Easy driver installation</p> <ul style="list-style-type: none"> Phaser installation is intelligent and highly automated HP installation demands 13 steps or decisions, which can cause confusion and waste valuable time. Plus, it requires you to reboot your computer 	<p>Install time: 2 minutes</p> <p>4 Steps!</p>	<p>Install time: 5:30</p> <p>13 Steps!</p>
<p>Higher duty cycle</p> <ul style="list-style-type: none"> Higher maximum monthly duty cycle means more reliability and longer life 	<p>85,000 pages per month</p> <p>Reliable!</p>	<p>65,000 pages per month</p>
<p>Greater color control</p> <ul style="list-style-type: none"> More color correction options add flexibility for more accurate color 	<p>Xerox color options, Automatic, ColorSync, ICC profiles, Custom Color Sliders, Embedded SPOT table, PANTONE®-approved</p>	<p>Automatic, ColorSync, ICC profiles</p>
<p>Better management and productivity features</p> <ul style="list-style-type: none"> The Phaser 8560 has more features to keep your office productive 	<p>PrintingScout® onscreen alert notification, PhaserSMART® online troubleshooting, job accounting, Usage Analysis Tool, Intelligent Ready, email alerts, CentreWare Web, configuration SIM</p>	<p>HP Easy Printer Care, limited job accounting, email alerts, and HP Web Jet Admin</p>
<p>Xerox Total Cost of Ownership (TCO) advantage</p> <ul style="list-style-type: none"> With an Average Monthly Print Volume (AMPV) of 2,000 pages per month over 36 months, Xerox customers save money! LaserJet 3800dn users may incur additional costs from integrated toner/imaging units or print cartridges. As coverage deviates from 5%, it is more likely that one or the other portion of the print cartridge will be wasted 	<p>More than \$320 savings at 36 months</p>	<p>More than \$320 to own and operate at 36 months</p>

*All prices are after \$100 rebate

**All prices are U.S. ERP. Reseller prices may vary.

(see over)

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Other Xerox Phaser 8560 Advantages

Simple design = simple maintenance

The Phaser 8560 printer technology is legendary for its ease of use. Loading ink is as easy as loading a stapler — even a child can do it.

In sharp contrast, the HP color LaserJet 3800 is a complicated device, as illustrated in the photo below. Opening its front cover exposes dozens of breakable plastic moving parts and the transfer belt to potential damage.



Phaser 8560



HP LaserJet 3800

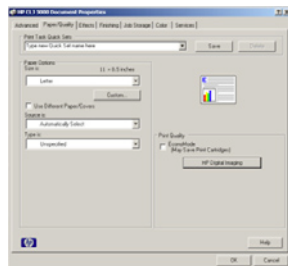
Easy-to-use driver

The Phaser 8560 bidirectional drivers and visual graphics interface are easy to navigate and help the users get their prints right the first time.

The HP LaserJet 3800 print driver has its most commonly used features on separate screens, making it more time-consuming and less intuitive. It also has no bidirectional capability, leaving users in the dark as to the real-time status of their devices.



Phaser 8560 driver



LaserJet 3800 driver

Front display panel eliminates guesswork

The Phaser 8560 front panel display is larger and shows more helpful information, including animated graphics to aid in maintenance.

The HP LaserJet 3800 front panel is smaller, provides less information at a glance, and requires more button-pushing to find what you need.



Phaser 8560



HP LaserJet 3800

Limited 2-line display with no animation

Real-world performance

The Phaser 8560 has a dramatic performance advantage over HP's LaserJet 3800 in both specifications and most importantly real-world performance.

	Phaser 8560	HP LaserJet 3800
Monochrome email (1 page)	6 seconds	14 seconds
Excel spreadsheet (1 page)	6 seconds	15 seconds
2-page real estate PDF (duplexed)	14 seconds	29 seconds
Complex multilayered file	51 seconds	1:33 seconds

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

Xerox PrintingScout®

Easy-to-understand instructions get users printing fast

The Phaser 8560 printer's proactive PrintingScout provides instant, detailed and graphical onscreen alerts with instructions on what to do. Advantages include productivity gains plus reduction in support requests to the help desk.



Xerox PrintingScout