
Xerox Phaser 8860

Solid Ink Technology

Cost-per-Page
“Color for the price of Black & White”

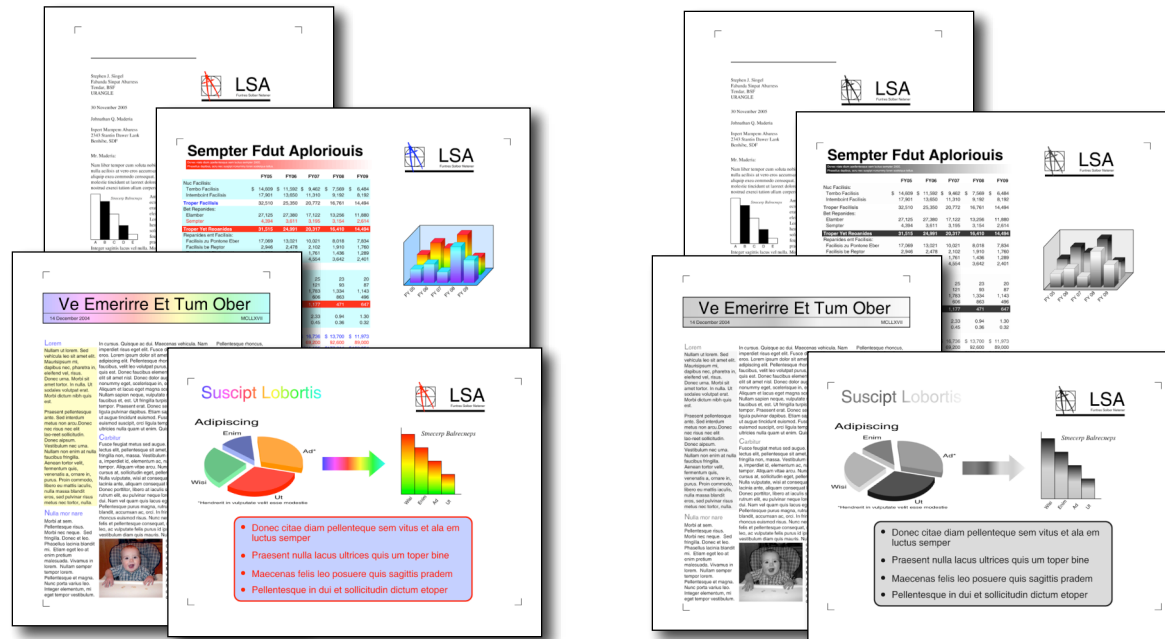
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Xerox Phaser 8860 — Color vs. Black & White Cost-per-Page: U.S. cents

spencerLAB
COST-PER-PRINT TESTED



4-page Test Suite
MIXED TEXT & GRAPHICS

| Mode | Color | Black & White |
|------------------------|--------------|---------------|
| Average Cost-per-Page* | 2.68¢ ±0.20¢ | 2.64¢ ±0.12¢ |

*Cost-per-Suite used to calculate average Cost-per-Page. Tolerance represents 90% Confidence testing bounds.
Average Cost-per-Page includes ink and user-replaceable components; pricing provided by Xerox, prior to commercial release.
All testing performed using default driver settings for Color and Black & White printing, August 2007.

Independent testing by *SpencerLab* Digital Color Laboratory was commissioned by Xerox Corporation

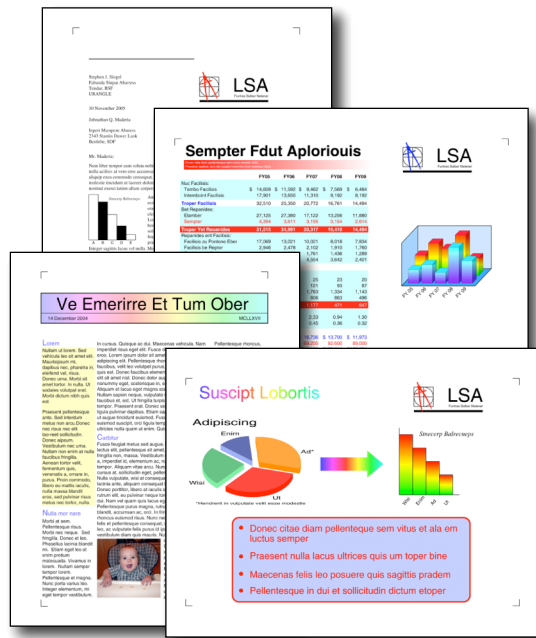


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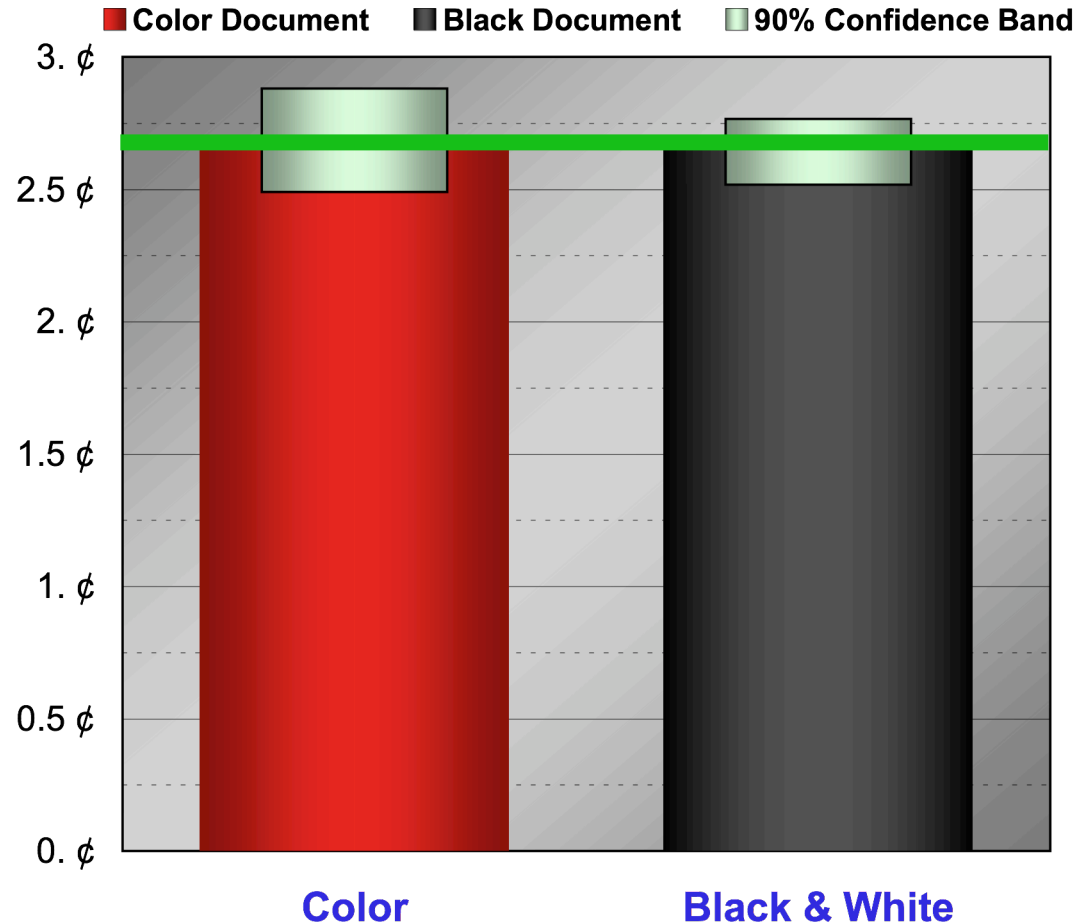
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Xerox Phaser 8860 — Color vs. Black & White Cost-per-Page: *U.S. cents*

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COST-PER-PRINT TESTED



Office-User Test Suite
MIXED TEXT & GRAPHICS



Color **Black & White**

“Color Cost-per-Page — the same as Black and White”

Cost-per-Suite used to calculate average Cost-per-Page. Tolerance represents 90% Confidence testing bounds.
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Methodology

Determine Ink Yields

Tested Device

- ° *Xerox Phaser 8860 (Solid Ink Printer)*

Test Document

- ° *Office-user representative 4-page Suite*
- ° *Test Suite, with reasonable color balance (part of ISO/IEC 24712 Test Suite)*
- ° *Minimum of 25,000 printed pages (6250 4-page Suites)*

Measure average number of Suites per each ink pack[†] color

- ° *Print in DEFAULT settings for Plain Paper via Adobe Reader (8.1.0)*
 - For black & white output, Black and White option was selected in the driver
- ° *Print semi-continuously to End-of-Life on multiple printers to assure consistency*
 - Semi-continuously: stops for paper replenishment, overnight, etc.
 - End-of-Life: earlier of INK OUT signal, or visible defects (fade) attributable to ink supply
 - *Phaser 8860 has a hard stop at INK OUT; no visible defects were observed prior to hard stop*
- ° *Measure number of usable Suites per each ink pack color*
 - Usable suite is defined as full four-pages; if printing stops mid-suite, the last full suite printed is used for yield computation
- ° *Controlled Environment*
 - Test laboratory temperature was maintained at 23.0°C ±2.0°C
 - Staples 20# Copy Paper and Xerox ink sets were acclimated for a minimum of eight hours

[†] Xerox solid ink sticks packaged with 6 sticks per ink pack



Methodology (cont'd)

Determine Component Costs

Calculate average ink component costs

- ° Divide each ink pack cost by the corresponding ink pack yield (average suites-per-ink pack)

Calculate user-replaceable component costs

- ° Include user-replaceable components rated for less than the life of the printer
 - Xerox Phaser 8860 has a user-replaceable Maintenance Kit
- ° Component contributions to total Cost-per-Suite based upon manufacturer-rated yields

| Xerox Phaser 8860 | | CYAN | MAGENTA | YELLOW | BLACK |
|-------------------|---------------------|---------|---------|---------|----------|
| Component Costs | Ink Pack (6 sticks) | \$71.99 | \$71.99 | \$71.99 | \$215.99 |
| | Maintenance Kit | \$39.99 | | | |

Pricing provided by Xerox, prior to commercial release

Calculate Average Cost-per-Page

Calculate Cost-per-Suite

- ° Sum the per-Suite component costs to obtain total Cost-per-Suite (four pages)

Calculate Average Cost-per-Page

- ° Divide the Cost-per-Suite by 4 (four-page Suite) to calculate average Cost-per-Page

