

## Competitive Comparison

# Xerox WorkCentre M20i vs. IBM Infoprint 1410 MFP



### Power and Performance Within Reach...

- Extremely simple to use through push-button user interface
- Extra smart design with embedded network connection and optimized for true multi-functionality
- Excellent performance with industry leading faxing, scanning and device management tools

	WorkCentre M20i	IBM Infoprint 1410 MFP
<b>Outstanding paper handling</b> <ul style="list-style-type: none"> <li>• Have fewer interventions and more uptime with higher paper capacity</li> </ul>	650 sheets standard 1,200 sheets maximum	350 sheets standard 850 sheets maximum
<b>Duplex capability</b> <ul style="list-style-type: none"> <li>• Duplexing automatic document feeder (DADF) supports automatic copying of two-sided documents to one or two-sided copy output</li> </ul>	50-sheet DADF <b>Duplex!</b>	50-sheet ADF (no automatic 2-2, 2-1 copying; requires manual operation)
<b>Faster first-page-out time</b>	8 seconds (copy) 9 seconds (print)	12 seconds (copy) 10 seconds (print)
<b>Best-in-class fax</b> <ul style="list-style-type: none"> <li>• JBIG compression provides an improvement of 20 to 80% over previous compression techniques and results in faster and higher quality faxing</li> </ul>	33.6 Kbps with JBIG compression 200 speed dials 199 group dials	33.6 Kbps with no JBIG compression
<b>Faster scanning</b> <ul style="list-style-type: none"> <li>• Scanning has been optimized to perform at or near rated output speed</li> </ul>	Up to 20 ppm	Up to 16 ppm
<b>Premier color scanning capabilities</b> <ul style="list-style-type: none"> <li>• Industry-leading color scanning quality at up to 4800 dpi interpolated</li> <li>• OCR and image management/conversion software from ScanSoft®</li> </ul>	Up to 4800 dpi <b>High Quality!</b>	600 x 600 dpi
<b>Superior scanning software</b> <ul style="list-style-type: none"> <li>• Edit and re-purpose scanned documents with ScanSoft's OmniPage software</li> </ul>	OmniPage® SE v2.0 PaperPort® SE v9.0	PaperPort SE v9.0
<b>Robust device management tools</b> <ul style="list-style-type: none"> <li>• More powerful remote device management tools available to support most customer requirements</li> <li>• Enterprise coherent tools available which supports a customer's entire fleet of office multifunction equipment</li> </ul>	CentreWare® Internet Services CentreWare Web CentreWare DP Novell NDPS HP Openview Control Center 5.0	MarkVision print management software
<b>Job accounting</b> <ul style="list-style-type: none"> <li>• Track meters internally through department codes or through external devices</li> </ul>	Foreign Device Interface <b>Accounting!</b> Auditron	None
<b>More security</b> <ul style="list-style-type: none"> <li>• Secure receive fax feature is available to control when sensitive fax documents will print</li> <li>• Local authentication is available to provide access to scan-to-email feature</li> </ul>	Yes	No

(see over)

## Xerox WorkCentre M20i vs. IBM Infoprint 1410 MFP

**The WorkCentre M20i outperforms and outlasts the competition with a smart design and powerful features that are simple to use.**

### Control the WorkCentre M20i from the desktop

With the embedded network connection, users can easily view, manage or change their WorkCentre M20i's status and settings from their PC by selecting from a robust suite of tools supported with the M20i. From using Xerox CentreWare®, Novell's NDPS or HP's Openview, users can remotely have access to the following:

- View toner levels and change contrast and resolution settings
- Create and edit phonebook entries or speed dial numbers
- Quickly get help on how to correct a problem
- Send instant messages to a PC when the M20i needs attention, such as being out of paper or toner
- Software installation done automatically: no additional setup is needed

### Superior software bundling from ScanSoft®

New and improved versions of scanning and Optical Character Recognition (OCR) software are standard with the WorkCentre M20i:

- **PaperPort® SE v9.0** allows scanned images to be saved or easily converted in useful file formats such as MS Word, MS Excel, Adobe PDF, or TIF, JPEG, GIF, HTML, etc.
- **OmniPage® SE v2.0** includes Optical Character Recognition (OCR) and Image Editing Software to convert scanned images into editable and re-useable documents.

### Simply the best and most productive feature set

The WorkCentre M20i's smart design provides robust functionality with simple to use features that outperform and outlast the competition. The WorkCentre M20i is designed as a true multifunctional device where all functions (copy, print, scan, fax, and email) are optimized for excellent performance in the office. The M20i is clearly the desktop MFP of choice compared to competitor's units, which were designed primarily for printing with the secondary addition of sub-standard scanning, copying and faxing functionality.

### The WorkCentre M20i offers power and performance within reach...

- **Extremely simple to use**
- **Extra smart design**
- **Excellent performance**

