

Xerox® WorkCentre® 3220 vs. Brother® MFC-8860DN

With the WorkCentre 3220, customers get:

- Outstanding value
- Greater performance
- Better ease of use
- Excellent scanning functionality
- The Xerox Total Satisfaction Guarantee

	Xerox WorkCentre 3220	Brother MFC-8860DN
Outstanding value The WorkCentre 3220 has four-times the standard RAM (128 MB vs. 32 MB), a USB port for direct printing/scanning, and more than two-times the monthly duty cycle (50,000 pages vs. 20,000 pages).	WorkCentre 3220: \$549*	MFC-8860DN: \$499*
USB memory drive The WorkCentre 3220 device's front panel USB port offers convenient scanning to and printing from a USB memory drive — no computer required.	Direct printing from or scanning to USB memory drive	No USB memory drive support
Excellent scanning functionality Scan-to-email is efficient and hassle free with the WorkCentre 3220 — users simply insert a document and choose a recipient from the address book. By contrast, Brother MFC-8860DN users must manually enter an email address each time they perform a scan-to-email, and if the green status light is off, a send error is displayed. If the scan does go through, it takes an inordinate amount of time.	Address book accessible for walk-up scan-to-email Time to scan a color page at 300 dpi, saved as PDF: 14.71 seconds	No address book; manual input of full email address required Time to scan a color page at 300 dpi, saved as PDF: 52.83 seconds
Superior driver installation Users will be up and printing in 3 easy steps with the Xerox driver installer. By contrast, the Brother driver installer takes more than 7 steps to complete and requires a computer reboot.	Driver installation: only 3 steps and slightly more than 5 minutes to install	Driver installation: 7 steps, a forced reboot and more than 6 minutes to install

More accurate scanning

When it comes to scanning color documents with accuracy, the WorkCentre 3220 is the clear winner. The colors are true to the original and offer excellent color reproduction. By contrast, the Brother MFC-8860DN color scans do not match the original, which is particularly important when color reproductions are sent to prospective clients.

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

Original hard copy	WorkCentre 3220	Brother MFC-8860DN

WorkCentre 3220 scans closely match the original — accurate skin tones and saturation. Notice how the Brother MFC-8860DN scans are oversaturated and the skin tones do not match the original.



Better real-world performance

Today's busy office needs a multifunction that can keep up, and the WorkCentre 3220 delivers — outperforming the Brother device in real-world printing environments.

Product specifications	WorkCentre 3220	MFC-8860DN
Print speed	Up to 30 ppm	Up to 30 ppm
Memory	128 MB std / 384 MB max	32 MB std / 544 MB max

Real-world performance**

	1-page Word file	8.62 seconds	10.14 Seconds
	24-page Acrobat file	57 Seconds	1:06
	15 - document suite***	2:11	3:57
	4-page Excel file****	First-set-out time (FSOT): 14.55 seconds Effective saturated throughput (ESAT): 30.79 ipm	First-set-out time (FSOT): 18.98 seconds Effective saturated throughput (ESAT): 15.13 ipm

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

** Tested using industry standard PageSense performance measuring software.

*** Standard business suite of 15 simple documents of various applications printed simplex.

**** 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. Visit www.iso.org and reference ISO standard 24734 for additional details.