

Xerox® WorkCentre® 3220 vs. HP LaserJet® M1522nf MFP

With the WorkCentre 3220, customers get:

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



	WorkCentre 3220	HP LaserJet M1522nf MFP
Outstanding value The WorkCentre 3220 has twice the standard RAM (128 MB vs. 64 MB), a USB port for direct printing/scanning and a much higher monthly duty cycle (50,000 pages vs. 8,000 pages).	WorkCentre 3220: \$549* (\$499 after \$50 instant rebate)	LaserJet M1522nf MFP: \$399*
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. HP users, on the other hand, must rely on a computer to access their stored USB memory drive files before printing on the HP device, which can take even longer if the device is located across the office.	Direct printing from or scanning to USB memory drive	No USB memory drive support
Excellent scan functionality Scan to email is efficient and hassle free with the WorkCentre 3220 — users simply walk up to the device, insert a document and choose a recipient from the address book. By contrast, the LaserJet M1522nf MFP doesn't offer walkup scan-to-email; it relies on the computer's default email client. And, given that Internet-based email programs, such as gmail, hotmail and yahoo are not supported, many individual and small-business users will be frustrated as they attempt to send a scanned document through email. Furthermore, the length of time required just to scan a single color page on the HP device is over twice as long as on the WorkCentre 3220.	Address book accessible for walk-up scan-to-email (no computer required) Time to scan 300 dpi color page, saved as PDF: 14.71 seconds	No walk-up scan-to-email (computer is required to send email) Time to scan 300 dpi color page, saved as PDF: 32.60 seconds
Superior driver installation Users will be up and printing in 3 easy steps with the Xerox driver installer. By contrast, the HP 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
Lower Total Cost of Ownership (TCO) As seen in the chart, WorkCentre 3220 owners save up to \$764 when compared with their HP M1522nf MFP counterparts based on an Average Monthly Print Volume (AMPV) of 1,500 pages over 3 years. Add increased worker productivity due to better performance and simple operation and the WorkCentre 3220 is clearly the right choice for single users and small work teams.	Cost per print* 5% coverage: 2.3¢	Cost per print* 5% coverage: 3.9¢

* 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.
 † Numbers are derived using manufacturers' published unit and consumable prices. Assumptions: Term of evaluation = 36 months; Average Monthly Print Volume = 1,500 pages; Color pages vs. b/w = 70%; Toner coverage is 5% per color; Products are equivalent configurations.

Better real-world performance

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

Product specifications	WorkCentre 3220	LaserJet M1522nf MFP
Print speed	Up to 30 ppm	Up to 24 ppm
Memory	128 MB std / 384 MB max	64 MB std / 64 MB max

Real-world performance**

	8-page PowerPoint	26 seconds	1:06
	24-page Acrobat file	57 seconds	1:40
	15 - document suite***	2:11	3:32
	4-page Acrobat file****	First-set-out time (FSOT): 16.36 seconds Effective saturated throughput (ESAT): 30.79 ipm	First-set-out time (FSOT): 19.67 seconds Effective saturated throughput (ESAT): 19.35 ipm

