

Competitive Comparison

Xerox WorkCentre® 4150 vs. Lexmark® x646mfp



The WorkCentre 4150 offers more value through superior productivity features and a more robust design.

- Superior productivity
- Greater ease-of-use
- Better service offerings

	WorkCentre 4150	Lexmark x646
Configurations	WorkCentre 4150u (copier) WorkCentre 4150p (copier-printer-scan to email) WorkCentre 4150px (as above+fax) WorkCentre 4150pxf (as above+finisher)	----- Lexmark x646e (coper-printer-fax-scan to email) Lexmark x646dte (as above+duplex) Lexmark x646ef (as above+finisher)
Performance	Up to 43 ppm As fast as 8 second FPOT printing/5 second FCOT copying 400 MHz processor 256 MB / 384 MB RAM 40 GB Hard Drive	Up to 48 ppm As fast as 8.5 seconds FPOT printing/copying 533 MHz processor 256 MB / 512 MB RAM 40 GB Hard Drive
Real-world performance	15 document suite** = 2:34 15 document suite plus stapled*** = 3:42	15 document suite** = 2:40 15 document suite plus stapled*** = 4:02 (e and dte configurations are unable to run this suite)
Duty cycle	200,000 pages per month	225,000 pages per month
Paper handling	600 sheets standard paper input 2,100 sheets maximum paper input 50-sheet DADF Standard Automatic 2 sided printing Optional 50-sheet finisher (available on all configurations, std. on pxf version)	600 sheets standard paper input 3,100 sheets maximum paper input 50-sheet DADF Optional Automatic 2 sided printing (standard on dte, ef version) 50-sheet finisher (available ONLY on ef version)
Functions	Print, copy, scan (to network and email), fax, colour scanning	Print, copy, scan (to network and email), fax, colour scanning

Both products appear to be very similar based on basic specifications
...But a true multi-function worthy of the office is far more than
just the surface specifications.

** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated.

*** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated, stapled with banner pages.

Competitive Comparison

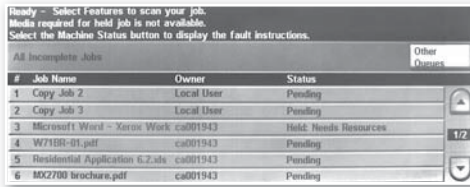
Xerox WorkCentre 4150

offers a host of easy to use and productivity features that leave the competition behind!

General Productivity Advantages

• Job queues

Having a robust job queue is essential in a multi-user environment in order to maintain productivity. Without a job queue, users are blind to the status of their jobs and have minimal control over their jobs in terms of promoting and cancelling.

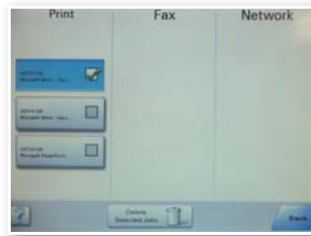


Xerox Job Queue—holds up to 200 jobs!

• Print Around

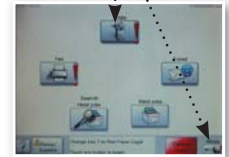
The Print Around feature is an exciting addition to job queues. This feature is an incredible productivity boost to the multi-user office in that it automatically allows jobs that are queued up to continue to print – even if one of the jobs gets hung up due to a media mismatch.

The Lexmark Job Queue is limited in that it can only show 3 jobs at a time. It also doesn't show the size of media that needs to be loaded in the event of a media mismatch. ...and finally, the Lexmark Job Queue can only be used to Delete jobs.



Lexmark Job Queue—only shows up to 3 jobs per function.

Note - all functions come to a stop after a job is sent asking for media that isn't currently loaded!



The Lexmark product comes to a halt when a job is sent that requests media that isn't currently loaded. Users cannot copy, print, receive printed faxes or even access the main menu!

The only option is to either load the media or cancel the job and since the queue doesn't tell you which media to load, cancelling is really all you can do.

• Automatic two-sided printing

Xerox understands the necessity for automatic duplex printing in terms of productivity and cost savings

WorkCentre 4150

Yes. Standard on all configurations

Lexmark x646

No. The duplex unit must either be purchased separately or received with the dte configuration

General Design and Placement Advantages

• Product size and jam clearance

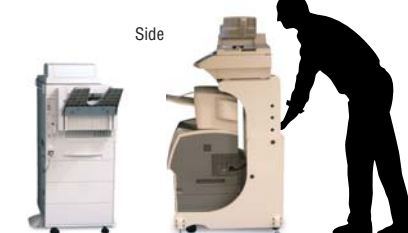
The WorkCentre 4150 is an integrated system built with ease-of-use in mind. Even the occasional paper jam is easy to remove – simply open the front or side door for easy access. The Lexmark x646ef, on the other hand, sits in a bulky cabinet with a scanner/DADF on top – requiring significant floor space.

When a paper jam occurs, the user must access the rear of the machine to clear the jam requiring the 81kg device (46kg desktop model) to be rotated 180 degrees! Taking jam clearance into account, it becomes very clear that the WorkCentre 4150 is much easier to place in the office.



WorkCentre 4150

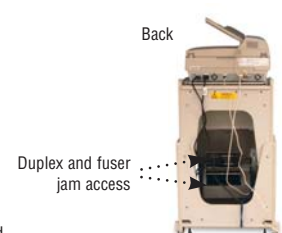
Lexmark x646



WorkCentre 4150

Lexmark x646

Over 1.85m is needed for jam clearance!



Duplex and fuser jam access

Lexmark x646

Copy Advantages

• Front panel ease of use

Over 90% of copy jobs consist of the basics like stapling, duplexing, size or number of sets. To increase user productivity, the Xerox front panel contains all of these commonly used settings in an intuitive and easy to use layout.



WorkCentre 4150 front panel



Lexmark x646 front panel

While the Lexmark does have a good user interface, with a glitzy look... looks aren't everything.

Obtuse naming of menus like "Held Jobs" make navigating to scanning more difficult than it needs to be. Lexmark users also are not able to do even a simple task like stapling unless they purchased the ef configuration. Users who didn't do this are out of luck as they cannot upgrade later.

• ID Card Copy

ID Card Copy is a unique productivity feature that dramatically simplifies and streamlines tasks such as copying insurance cards, drivers licenses or ID cards onto one side of a sheet of paper without having to run the paper through a second time.

WorkCentre 4150

Lexmark x646

Yes

No

• Faster first-page-out time for copies

The WorkCentre 4150 has a faster first-page-out time which increases productivity and saves time.

As fast as 5 seconds

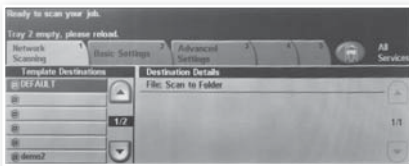
As fast as 8.5 seconds

Scan Advantages

• Scan to network

Network scanning, or the ability to scan to PC can be an essential part of a users everyday workflow. The WorkCentre 4150 offers multiple methods to streamline this process and provides users with a dramatically superior workflow compared to what Lexmark can offer.

With the touch of a button, scans can be sent to a PC or network drive.

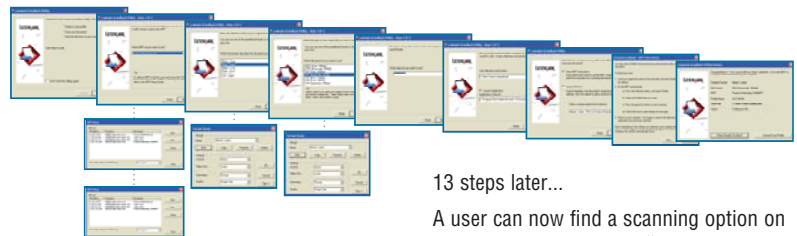


WorkCentre 4150

Users can create and access scanning templates with the WorkCentre 4150. Once created, these templates are easily accessed via the Network Scanning tab. Users can pick templates that are setup with pre-defined workflows (file type, colour or black and white, resolution etc...) or redefine as needed.

What does Lexmark offer...?

The Lexmark scanning process is extremely cumbersome and inefficient. First, a scanning profile must be created at the PC and pushed out to the x646mfp.



Lexmark x646 scanning profile setup

13 steps later...

A user can now find a scanning option on the Lexmark – under the "Held Jobs" menu.



Lexmark x646 front panel after profile creation

No adjustments can be made in terms of selecting different file types, resolutions, colour setting, etc... without first going back to the PC and starting the whole process over again!

Need to scan another job or had two or more jobs to scan in the first place? Plan on lots of trips back and forth between your PC and the Lexmark x646mfp.

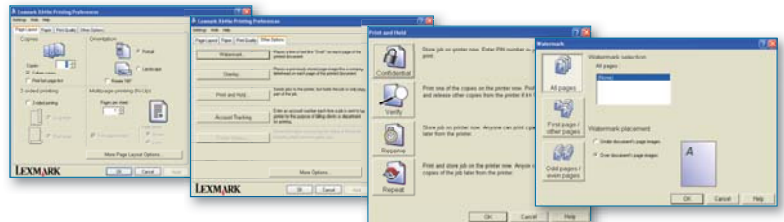
Print Advantages

• More intuitive driver interface

The WorkCentre 4150 driver interface has the most commonly used features on the home window in the driver. Settings are placed in intuitively named tabs and thus are easy to find and use.



Unlike the WorkCentre 4150 drivers, Lexmark users have to go into multiple windows to even accomplish simple and common printing tasks like selecting page size and trays, stapling, and printing proof or secure jobs.



Lexmark drivers contain non-industry standard placement of features such as:

- Stapling is on the "Paper" tab,
- Watermarks and Secure printing are on the "Other Options" tab...

	WorkCentre 4150	Lexmark x646
<p>• Delayed print ability</p> <p>This is a powerful feature that allows users to submit their job and specify a later time for it to print.</p>	Yes	No. Lexmark offers users no ability to delay their prints.
<p>• Superior control over watermarks</p> <p>The WorkCentre 4150 provides all the basic watermark control that users expect, plus the ability to control time stamps, and even the use of bitmaps with both PostScript as well as PCL drivers.</p> <p>Lexmark drivers provide only the basics... and then only with the PostScript driver. The Lexmark PCL driver, while showing a watermark feature, has no control or ability to print watermarks.</p>	Full control for both PCL and PostScript drivers	Only basic control for only PostScript driver

Fax Advantages

	WorkCentre 4150	Lexmark x646
<p>• PC Fax using both PCL and PostScript drivers</p> <p>Lexmark requires users to use their PostScript driver if they want to fax from their PC.</p>	Yes. Both PCL and PostScript drivers support fax.	No. Only PostScript driver supports fax.