

Competitive Comparisons



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	Xerox Phaser 6120N	HP color LaserJet 2550n	HP color LaserJet 2600n	Dell 3100cn	Konica Minolta magicolor 2450	Oki C3200n	Lexmark C522n
PRICING							
U.S. (ERP)	\$499	\$599	\$399	\$499	\$699	\$525	\$499
Canadian (ERP)	\$639	\$849	\$499	\$629	Unknown	\$683	Unknown
PERFORMANCE							
Speed (up to)	5 ppm color, 20 ppm black	4 ppm color, 20 ppm black	8 ppm color, 8 ppm black	5 ppm color, 25 ppm black	5 ppm color, 20 ppm black	12 ppm color, 20 ppm black	20 ppm color, 20 ppm black
First-page-out time (as fast as)	24 seconds color 15 seconds black	29 seconds color 18 seconds black	20 seconds color 20 seconds black	19 seconds color 13 seconds black	21 seconds color 12 seconds black	14 seconds color 9 seconds black	13 seconds color 13 seconds black
Print technology	Color laser	Color laser	Color laser	Color laser	Color laser	Color LED	Color laser
Processor	300 MHz	264 MHz	264 MHz	300 MHz	300 MHz	200 MHz	312 MHz
Memory (standard)	128 MB	64 MB	16 MB	128 MB	128 MB	32 MB	128 MB
Monthly duty cycle (pages)	Up to 35,000	Up to 30,000	Up to 35,000	Up to 45,000	Up to 35,000	Up to 50,000	Up to 45,000
COLOR QUALITY							
Resolution (max)	2400 image quality	ImageREt 2400	ImageREt 2400	2400 image quality	9600 image quality	1200 dpi	4800 color quality
Color management software	Automatic, ColorSync/ICC profiles, PANTONE, custom color adjustments	Automatic, ColorSync/ICC profiles	Automatic	Automatic, ColorSync/ICC profiles	Automatic, ColorSync/ICC profiles, DynamicContoneScreening	Not stated	ColorSaver, Mono only driver
Page description languages	PostScript® 3™ and PCL 6/5c emulations	HP PCL 6, PostScript 3 emulation	GDI	PCL 6/5e and PostScript 3	PostScript 3 and PCL 6 emulations	GDI	PostScript 3 and PCL 6 emulations, PDF 1.5
PAPER HANDLING							
Automatic two-sided printing	Optional	No option	No option	Optional	Optional	Optional	Optional
Paper input							
Trays, standard	1	1 (+ 125-sheet MPT)	1	1 (+ 150-sheet MPT)	1	1 (+ 100-sheet MPT)	1 (+ 1-sheet MPT)
Trays, maximum	2	2 (+ 125-sheet MPT)	2	2 (+ 150-sheet MPT)	2	2 (+ 100-sheet MPT)	2 (+ 1-sheet MPT)
Media capacity, standard	200 sheets	375 sheets	250 sheets	400 sheets	200 sheets	400 sheets	251 sheets
Media capacity, maximum	700 sheets	875 sheets	500 sheets	900 sheets	700 sheets	930 sheets	751 sheets
Available options	500 sheets	500-sheet feeder	250-sheet tray	500-sheet feeder	500-sheet tray	530-sheet feeder	500-sheet tray
Paper output capacity	200 sheets	125 sheets	125 sheets	200 sheets	200 sheets	250 sheets	250 sheets

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PAPER HANDLING <i>(continued)</i>							
Media types	Plain paper, envelopes, transparencies, card stock	Plain paper, envelopes, labels, card stock	Plain paper, envelopes, labels, transparencies, card stock	Plain paper, envelopes, labels, transparencies, card stock	Plain paper, envelopes, labels, transparencies, card stock	Plain paper, envelopes, labels, transparencies, card stock	Plain paper, envelopes, labels, transparencies, card stock
Media sizes	Letter, legal, executive, A4, statement, envelopes, custom	Letter, legal, executive, A4, envelopes, custom	Letter, legal, executive, envelopes, custom	Letter, legal, executive, A4, statement, envelopes, custom	Letter, legal, executive, A4, statement, envelopes, custom	Letter, legal, executive, A4, A5, envelopes, custom	Letter, legal, executive, A4, A5, envelopes, custom, banner
Media weights (gsm)	Main tray: 60-163	MPT: 60-177, Trays: 60-105	MPT: 60-176, Trays: 60-105	MPT: 60-216, Trays: 60-90	MPT: 60-163, Trays: 60-90	MPT: 75-200, Trays: 75-120	MPT: 60-176, Trays: 60-163
NETWORK AND SOFTWARE Interfaces	USB 2.0, Parallel, 10/100Base-TX Ethernet	USB 2.0, Parallel, 10/100Base-TX Ethernet	USB 2.0, 10/100Base-TX Ethernet	USB 2.0, Parallel, 10/100Base-TX Ethernet	USB 2.0, Parallel, 10/100Base-TX Ethernet	USB 2.0, 10/100Base-TX Ethernet	USB 2.0, 10/100Base-TX Ethernet
Printer management software	CentreWare® IS embedded web server, PrintingScout alert ¹ notification, CentreWare Web ¹	HP Web JetAdmin, HP embedded web server	HP Web JetAdmin, HP embedded web server	Dell Printer Web Tool, Dell Toner Management System, Dell Color Track	PageScope Net Care, PageScope Web Connection, PageScope Network Setup	PrintSuperVision, OkiLAN Embedded Web Server	Embedded Web Server
OTHER FEATURES							
Print cartridge yield (5% area coverage)	Black: 4,500 and 1,500 Color: 4,500 and 1,500	Black: 5,000 Color: 2,000 and 4,000	Black: 2,500 Color: 2,000	Black: 4,000 Color: 4,000	Black: 4,500 Color: 4,500 and 1,500	Black: 1,500 Color: 1,500	Black: 4,000 Color: 3,000
Noise level	< 53 dBA printing	< 62 dBA printing	< 47 dBA printing	< 63 dBA printing	< 53 dBA printing	Not stated	< 51 dBA printing
Warranty	One-year quick exchange, Xerox Total Satisfaction Guarantee	One-year return to depot	One-year return to depot	One-year on-site	One-year exchange	One-year express exchange	One-year on-site
STRENGTHS AND WEAKNESSES	<ul style="list-style-type: none"> • Auto-duplex is optional • Exceptional print quality • High standard memory • Quiet operation • Vivid Pantone-certified color • Remarkably simple and easy to use • Xerox Total Satisfaction Guarantee 	<ul style="list-style-type: none"> • No auto-duplex • Slower color print speed • No color tools • Lower duty cycle • Noisy operation • Less standard memory • Less paper output capacity 	<ul style="list-style-type: none"> • No auto-duplex • Less memory • No PostScript or PCL support • Much slower monochrome print speed • Less paper input capacity • Parallel connectivity is not offered • Higher cost per page 	<ul style="list-style-type: none"> • Weaker print quality • Lower toner capacity yields • Less overall value • Much heavier and larger • Noisy operation 	<ul style="list-style-type: none"> • Less intuitive control panel messaging • Higher price 	<ul style="list-style-type: none"> • Less memory • Parallel connectivity is not offered • Color LED engine • No PostScript or PCL support 	<ul style="list-style-type: none"> • Higher cost per page • Lower print quality • More consumable interventions • Large unit requires more office space

¹Features available for this product in 2006.

Prices are subject to change without notice.
Not intended for customer use. 11/20/05

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