XEROX

WorkCentre 7675
50ppm color
75ppm black & white

EDITOR'S CHOICE 2008

Sum-up: High-speed multifunctional devices with superior paper handling.

These high-end color office models have impressive speed. The WorkCentre 7655 runs at 40ppm in color and 55ppm in black-and-white. The otherwise identical WorkCentre 7665 runs at 50ppm in color and 65ppm in black-and-white. And the newer WorkCentre 7675 runs at 50ppm in color and 75ppm in black. While the machines are essentially the same, Xerox notes a maximum duty cycle of 200,000 pages per month for the 7655 and 300,000 for the 7665 and 7675 models.

These machines have a large standard paper capacity, which includes dual 500-sheet trays, an 870-sheet tray, and an 1,140-sheet tray. All of these trays can handle paper up to 110lb. index stock. Also standard is a 250-sheet bypass tray,

which can handle even heavier stock, up to 170lb. index as well as pages up to 13" x 19". There's also a 2,000-sheet letter-size feeder, selling for $2,000. That's a maximum paper capacity of 5,260 sheets.

A duplexing document feeder that can hold up to 250 sheets is among the most outstanding in the market. This feeder can scan up to 50 single-sided pages a minute in color, and 80 per minute in black-and-white.

The output options are strong. First, there is a simple 500-sheet catch tray for $300. Then there is a regular finisher which can hold up to 3,500 sheets of multiposition-stapled output ($2,995). It also includes a 2/3-hole punch. The alternative is a 2,000-sheet finisher, the so-called Professional Finisher, with a booklet maker and saddlestitcher included, as well as a standard 2/3-hole punch. That unit lists for $4,995.

The embedded Xerox print controller is standard on the copier-printer (network) version, which costs $2,000 more than the copier-only version of each machine. It has a 1.8GHz processor and at least an 80GB hard disk. The controller offers PCL and PostScript emulation as well as Ethernet connectivity. TIFF and PDF printing are also standard features with the controller.

Scan-to-desktop is an optional feature. There are two versions of the scan-to-PC package, one basic ($1,195) and one enhanced ($4,195). Each package licenses 25 workstations. Scan-to-email, or scan-to-file server are options through Xerox's flexible FreeFlow SmartSEND software ($3,998). This offers LDAP addressing as well as a variety of tools for automating scan distribution. The professional version of this software ($6,998) adds some of the most sophisticated workflow software around.

Xerox WorkCentre 7675 — This model offers a range of strong output options.

You can configure one or two fax lines for walk-up faxing.

Other features include a large color touchscreen with a very good graphic help capacity and a strong security package including audit logging and secure print. As with most Xerox products, these can be remotely managed through Xerox's CentreWare software. Accounting software with up to 2,500 user accounts and 500 group accounts is available.

These models offer speed and strong extended features at a reasonable price. They are exciting additions to the high-end color copier market. Among this trio, we've selected the WorkCentre 7675 to receive our Editor's Choice Award.

Xerox

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Vendor Profile

Xerox is a dominant force in the color copier market, though it's less powerful than it was during the glory days of the late 1990s. At one point, its product range stretched from low-cost ink jet models up to high-speed color laser machines at the top of the market, but the company's exit from the retail-channel copier market brought the ink jet portion of the line to an end.

Xerox sells its color models mostly through its direct-sales force and through its agents, independent representatives that market the machines but — unlike conventional dealers — do not hold inventory and act as resellers.

One thing that sets Xerox apart from other vendors in this market is the wide range of controller options it offers. Like its rivals, it supports Fiery controllers from EFI, but, unlike vendors such as Canon, Konica Minolta, and Ricoh, it also carries several others.

Emulsion Aggregation (EA) toner: EA Toner is now used in more than a dozen Xerox products, including some of the company's Nuvera, WorkCentre and DocuColor series of color printers. The company expects many future Xerox devices to be engineered to use EA Toner. EA Toner requires less toner per page and less fuser energy to create a final print, thus lowering the total cost of ownership.

EIP: Xerox is now releasing its Extensible Interface Platform (EIP), a programmable interface that will be seen on newer model lines. This interface allows third parties to embed software inside the copier's controller, which means it can appear on the copier's control panel. Early solutions include an accounting application from Equitrac and a document-routing solution from OmTool. Xerox believes that because of its easy-to-use Web-standard interface, many others will follow.

Note also that Xerox sells its strong DocuColor production printer line, covered in our *High Volume Printer & Digital Duplicator Guides*. Those models have copying capability, but they are primarily designed as printers.

FreeFlow: One good reason for buying a Xerox copier is the company's extensive FreeFlow Digital Workflow software suite. Designed to improve workflow, FreeFlow consists of a portfolio of tools that answer a number of customer requirements. These include tools for book makeready, for generating direct mail, for printing variable data, and for color management. FreeFlow products can work with a wide variety of Xerox copiers and printers. FreeFlow software has replaced Xerox's CentreWare administration software.