

# XEROX

## **Xerox WorkCentre 7132**

*Full-color speed: 8ppm*



***Sum-up: Somewhere between a printer and a copier multifunctional, this model offers a range of functionality.***

The new WorkCentre 7132 is, in truth, somewhere between printer-multifunctionals and copier-multifunctionals. What makes it like a copier is its 11" x 17" paper handling and a finisher. However, the scanner unit is not fully integrated. On the other hand, there is no obvious printer-only version of this machine, so we will cover it here.

The WorkCentre 7132, as we have said, has a platen but no standard document feeder. It also has only 620 sheets of input, consisting of one 520-sheet tray and a 100-sheet bypass. You can add either a two-tray unit with two 520-sheet drawers (\$649) or a 2,100-sheet high-capacity feeder (\$1,295).

You can add a 50-sheet duplexing document feeder for \$1,200. It runs at 40ppm in black-and-white, but at 13ppm in color.

The standard print controller runs at 300MHz and comes with a 40MB hard disk and with an ample 768MB of memory. PCL is standard, PostScript an optional add-on (\$450). Ethernet is standard.

Automatic duplexing for output is standard. The standard output is a 500-sheet offset tray and a 100-sheet side tray. There is an optional 1,000-sheet finisher with multiposition stapling that can staple up to 50 sheets. That runs at \$1,299.

Scanning is optional, with two choices. There is a \$499 scan-to-email package or a \$1,199 package that includes network scanning, scan-to-email, and scan mailbox features. You can also choose between a single-line fax option or adding three fax lines. The fax feature adds network fax and Internet fax software. Basic Xerox security and auditing tools are standard, and there are extended security and accounting packages as well.

Again, the WorkCentre 7132 is a little more akin to printers than copiers. Nevertheless, for an office with moderate black-and-white demands and



*Xerox WorkCentre 7132 — A productive model that stands somewhere between a printer and a copier.*

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occasional color needs, these are interesting, moderately priced choices. In fact, we give it our Editor's Choice Award.

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Rochester, NY  
800 832 6979  
[www.xerox.com](http://www.xerox.com)

## 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.

**Changing brands:** Up until fairly recently, Xerox's color copiers carried the DocuColor name. In fact, there are several DocuColor models still in the product line. But this all changed in spring 2003 when Xerox announced the most comprehensive brand update in almost a decade. For copiers, the brand strategy makes use of two existing names (WorkCentre and WorkCentre Pro) and adds a third (CopyCentre). The company's fax machines use FaxCentre.

Xerox's color copiers follow this branding strategy, but with certain exceptions. For example, some color models use either CopyCentre or WorkCentre Pro, but don't all offer WorkCentre versions. That said, there is a WorkCentre color model in the current product line.

**EIP:** Xerox is now easing out its Extensible Interface Platform (EIP), a programmable interface that will be seen on newer releases. 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 Guide*. Those models have copying capability, but they are primarily designed as printers.

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