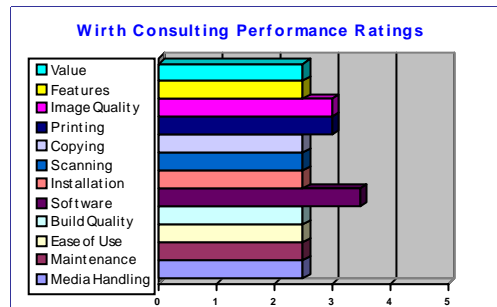


©Head2Head Comparison

Make	Canon	
Model	imageCLASS MF7470	
Price	\$2,694.99	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	25/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	50,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

Canon's imageCLASS MF7470 provides B&W network printing, color/B&W network scanning, copying and walk-up fax. Its rated print speed of up to 25 ppm and more limited paper capacity (580 sheets both standard and maximum) make it more appropriate for lighter print volumes. The system is equipped with Canon's capable Remote User Interface (UI), and NetSPOT Console for managing the device and compatible network printers and MFPs. While PCL drivers are provided, PostScript is not available.



RATINGS SCOREBOARD Total Ratings Score **32.0**

Supplies Cost Per Page

Black/Color	\$0.02030
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,816.78
500 pages/month	\$3,303.96
1,000 pages/month	\$3,912.93
3,000 pages/month	\$6,348.81
5,000 pages/month	\$8,784.69

Strengths

- PCL 5e and 6 print drivers, as well as Canon's proprietary Ultra Fine Rendering (UFR) II print driver for faster processing of print files.
- Canon Remote UI, NetSPOT Installer and NetSPOT Console solutions for device installation and network management.

Limitations

- No PostScript print driver.
- Higher B&W cost per page and total cost of ownership.
- Optional AutoStore software for connecting to optional document-management solutions.

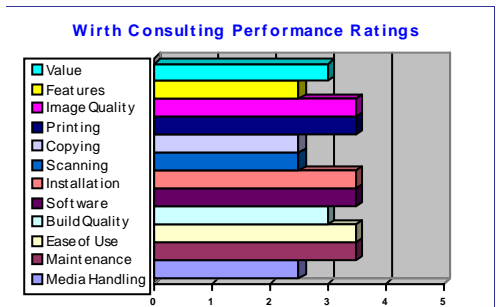
Best Use

Best for smaller workgroups and offices that require a B&W MFP with letter-/legal-size capability, and who also require color/B&W network scanning. Remote UI/NetSPOT Console suitable for enterprise use.

©Head2Head Comparison

Make	Hewlett-Packard	
Model	LaserJet M3035xs	
Price	\$1,999.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	35/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	75,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

HP's LaserJet M3035xs Multifunctional Laser Printer, with B&W network print, color/B&W network scan, copy and walk-up fax, is based on the company's tried-and-true LaserJet platform. HP LaserJets and its Web Jetadmin network management have traditionally been the choice of the IT community. HP's optional Auto Store Software can expand the system's versatility by enabling customers to add optional document-management solutions.



RATINGS SCOREBOARD Total Ratings Score **37.0**

Supplies Cost Per Page

Black/Color	\$0.02077
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,123.62
500 pages/month	\$2,622.08
1,000 pages/month	\$3,245.15
3,000 pages/month	\$5,777.46
5,000 pages/month	\$8,229.77


Strengths

- Standard 256 MB of memory can be expanded to 512 MB
- 20-sheet convenience stapler.
- Universal print driver for printing to HP LaserJets and most network MFPs and printers.
- Easy Printer Care Software managing up to 15 HP printers.
- Very capable HP Web Jetadmin network management.
- Hard-drive erase (standard hard drive)
- Optional HP Digital Sending Software 4.3 for scanning to file Transfer Protocol (FTP) and for fax send.
- Optional AutoStore software for connecting to optional document-management solutions.

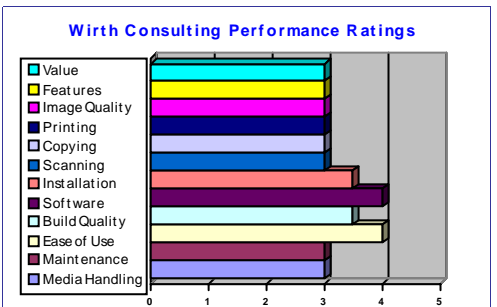
Best Use

Best for small- and mid-size workgroups and offices that require a B&W MFP with letter-/legal-size capability, and who also require color/B&W network scanning. Web Jetadmin network management makes the system suitable for enterprise use.

©Head2Head Comparison

Make	Xerox Corporation	
Model	Phaser 3635MFP/X	
Price	\$1,999.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	35/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	75,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

This B&W 35-ppm office MFP with network print, network scan, copy and walk-up fax features Xerox's very capable CentreWare Internet Services/Web for advanced network management of the system and most 3rd network peripherals. One important strength is that the system can be tailored with a very wide range of optional software applications including software for variable data (VDP) printing, LAN fax, EFI SendMe, document archiving, etc., making the system very versatile. Overall, expect exceptional ease-of-use.



RATINGS SCOREBOARD Total Ratings Score **39.0**

Supplies Cost Per Page

Black/Color	\$0.01650
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,098.00
500 pages/month	\$2,494.00
1,000 pages/month	\$2,989.00
3,000 pages/month	\$4,949.00
5,000 pages/month	\$6,949.00

Strengths

- Low B&W cost per page of 1.6 cents.
- Very capable Xerox CentreWare Internet Services and CentreWare Web for network management.
- Network scanning, as well as Windows WIA drivers for "push" scanning.
- Xerox Standard Accounting software.
- 8" color touch screen is very easy to use.
- Xerox SMARTsend scan-capture and document-distribution software.
- Xerox Scan to PC Desktop Personal Edition SE software includes Nuance PaperPort and Omni Page for document management and OCR.
- Very broad range of optional software applications include VDP printing, LAN fax, EFI SendMe, OMR software, SAP R/3 printing, document archiving, etc.
- Xerox Global and Mobile Express print drivers.
- Optional wireless print server.

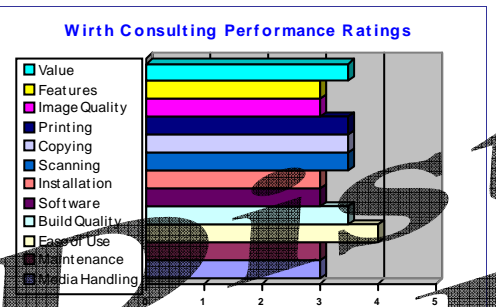
Best Use

Best for mid-size and large workgroups and offices that require a B&W MFP with letter-/legal-size capability for higher print volumes, and who also require color/B&W network scanning, as well as very good ease-of-use and low B&W cost per page. CentreWare Internet Services and CentreWare Web network management makes the system suitable for enterprise use.

©Head2Head Comparison

Make	Lexmark International	
Model	X644e MFP	
Price	\$2,499.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	50/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	225,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

This B&W 50-ppm office MFP features network printing and scanning, as well as copying and walk-up fax. Lexmark's very capable MarkVision Professional network-management solution provides advanced monitoring, installation and management of the X644e MFP and most third-party network printers and MFPs. When the optional hard drive is installed, the 8" color touch screen displays images of scanned files, so that users can preview them, making sure they are correct, before sending them to their destination.



RATINGS SCOREBOARD Total Ratings Score **39.5**

Supplies Cost Per Page

Black/Color	\$0.01166
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,868.94
500 pages/month	\$2,848.69
1,000 pages/month	\$3,198.38
3,000 pages/month	\$4,597.13
5,000 pages/month	\$5,995.88

Strengths

- Very low B&W cost per page of 1.1 cents.
- Optional hard drive provides advanced features such as previewing of scanned images on the touch screen.
- Very capable MarkVision Professional network management.
- Secure data encryption and hard-drive erasing.
- 8" color touch screen is very easy to use.
- Standard 256 MB memory expandable to 768 MB.
- Accepts up to 110 lb. card stock.

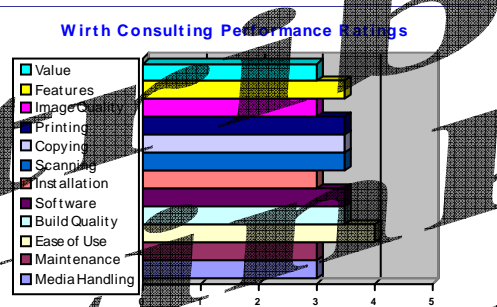
Best Use

Best for mid-size and large workgroups and offices that require a B&W MFP with letter-/legal-size capability for higher print volumes, and who also require color/B&W network scanning, as well as very good ease-of-use and low B&W cost per page. MarkVision Professional network management makes the system suitable for enterprise use.

©Head2Head Comparison

Make	Lexmark International	
Model	X646E MFP	
Price	\$2,999.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	50/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	225,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

This B&W 50-ppm office MFP features network print, network scan, copy and walk-up fax. With Lexmark's Embedded Solutions Framework technology, customers can tailor the system for specific workflows, such as automating document scanning and routing. For instance, the user simply selects the application at the touch screen. Pre-set scanning settings are applied, and the document is scanned and automatically routed to a pre-set destination, making the entire process faster and easier.



RATINGS SCOREBOARD Total Ratings Score **40.0**

Supplies Cost Per Page

Black/Color	\$0.01166
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$3,068.94
500 pages/month	\$3,348.69
1,000 pages/month	\$3,698.38
3,000 pages/month	\$5,097.13
5,000 pages/month	\$6,495.88

Strengths

- Very low B&W cost per page of 1.1 cents.
- Accepts card stock up to 110 lb.
- Optional applications for PDF, IPDS, bar coding, PRESCRIBE and encrypted data printing.
- Standard 256 MB of memory can be expanded to 768 MB.
- Standard 40-GB hard drive: hard-drive erase and AES encryption for data security and restriction.
- 8" color touch screen is very easy to use.
- Via USB flash drive, users can print files stored on UBS flash memory devices, as well as scan files to them.
- Scanned files are displayed on the touch screen, so that users can make sure files have been scanned correctly before sending them.
- Supports Microsoft Windows, Citrix MetaFrame, Linux, Apple Mac, Novell and UNIX environments.
- Very capable MarkVision Professional network management
- Optional network interfaces include Gigabit Ethernet and wireless.

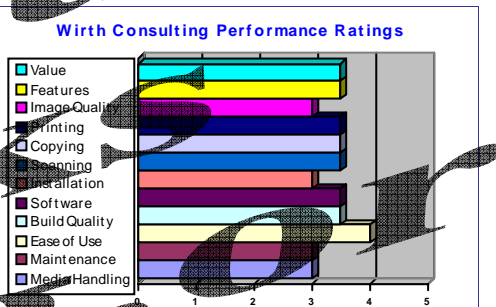
Best Use

Best for mid-size and large workgroups and offices that require a B&W MFP with letter-/legal-size capability for higher print volumes, and who also require color/B&W network scanning, as well as very good ease-of-use and low B&W cost per page. Embedded Solutions Framework technology will be very useful for customers who wish to automate routine scanning and document-distribution tasks. MarkVision

©Head2Head Comparison

Make	Lexmark International	
Model	X654DE MFP	
Price	\$2,499.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	55/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	275,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

This B&W 55-ppm office MFP features network scan, network print, copy, and walk-up fax. With Lexmark's Embedded Solutions Framework technology, customers can tailor the system for specific workflows, such as automating document scanning and routing. For instance, the user simply selects the application at the touch screen. Pre-set scanning settings are applied, and the document is scanned and automatically routed to a pre-set destination, making the entire process faster and easier.



RATINGS SCOREBOARD Total Ratings Score **40.5**

Supplies Cost Per Page

Black/Color	\$0.01200
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,571.00
500 pages/month	\$2,859.00
1,000 pages/month	\$3,219.00
3,000 pages/month	\$4,659.00
5,000 pages/month	\$6,099.00

Strengths

- Low B&W cost per page of 1.2 cents (Extra High Yield Return Cartridge).
- Optional hard drive provides advanced features such as previewing of scanned images on the touch screen
- Lexmark's Embedded Solutions Framework for creating custom applications.
- Very capable MarkVision Professional network management.
- Secure data encryption and hard-drive erasing.
- With Remote Copy, users can scan files in color and then print them in color via an additional Lexmark color laser printer.
- With MyMFP, users can save personal device settings, address books, etc. on a flash drive and then access them later at any time.
- 9" color touch screen is easy to use.
- Gigabit Ethernet, Fibre Fast Ethernet and wireless network options.
- Supports broad range of Microsoft Windows, Apple Mac, Citrix MetaFrame, Linux and Novell environments.

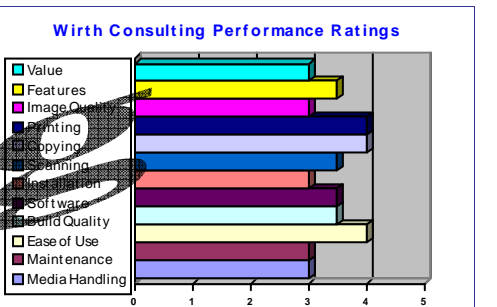
Best Use

Best for mid-size and large workgroups and offices that require a B&W MFP with letter-/legal-size capability for higher print volumes, and who also require color/B&W network scanning, as well as very good ease-of-use and low B&W cost per page. Embedded Solutions Framework technology will be very useful for customers who wish to automate routine scanning and document-distribution tasks. MarkVision

©Head2Head Comparison

Make	Lexmark International	
Model	X656DE MFP	
Price	\$2,749.00	
Imaging	Laser	
Classification	B&W MFPs From \$2,000 To \$3,000	
Resolution (dpi)	600x600	Network Scan <input checked="" type="checkbox"/>
BW/Color Print Speed (ppm)	55/NA	Color Scan <input checked="" type="checkbox"/>
Monthly Duty Cycle (pages)	275,000	Network Print <input checked="" type="checkbox"/>
Max Media Length (inches)	14.0	Duplex Print <input checked="" type="checkbox"/>
Max Media Width	8.50	Duplex DF <input checked="" type="checkbox"/>
Walk-Up Fax <input checked="" type="checkbox"/>	Touch Screen <input checked="" type="checkbox"/>	USB 2.0 Port <input checked="" type="checkbox"/>

This B&W 55-ppm office MFP features network print, network scan, copy and walk-up fax, and is the same as Lexmark's X654DE MFP, but adds a standard 80-GB hard drive. It features Lexmark's Embedded Solutions Framework technology, so that customers can create customized workflows, such as automated document scanning and routing.



RATINGS SCOREBOARD Total Ratings Score **41.0**

Supplies Cost Per Page

Black/Color	\$0.01200
Total Cost of Ownership (Black/Color/ Mixed)	
100 pages/month	\$2,821.00
500 pages/month	\$3,109.00
1,000 pages/month	\$3,469.00
3,000 pages/month	\$4,909.00
5,000 pages/month	\$6,349.00

Strengths

- Low B&W cost per page of 1.2 cents (Extra High Yield Return Cartridge).
- Standard hard drive provides advanced features such as previewing of scanned images on the touch screen.
- Lexmark's Embedded Solutions Framework for creating custom applications.
- Very capable MarkVision Professional network management
- Secure data encryption and hard-drive erasing.
- With Remote Copy, users can scan files in color and then print them in color via an additional Lexmark color laser printer.
- With MyMFP, users can save personal device settings, address books, etc. on a flash drive and then access them later at any time.
- 9" color touch screen is easy to use.
- Gigabit Ethernet, Fibre Fast Ethernet and wireless network options.
- Supports broad range of Microsoft Windows, Apple Mac, Citrix MetaFrame, Linux and Novell environments.

Best Use

Best for mid-size and large workgroups and offices that require a B&W MFP with letter-/legal-size capability for higher print volumes, and who also require color/B&W network scanning, as well as very good ease-of-use and low B&W cost per page. Embedded Solutions Framework technology will be useful for customers who wish to automate routine scanning and document-distribution tasks. MarkVision Professional