

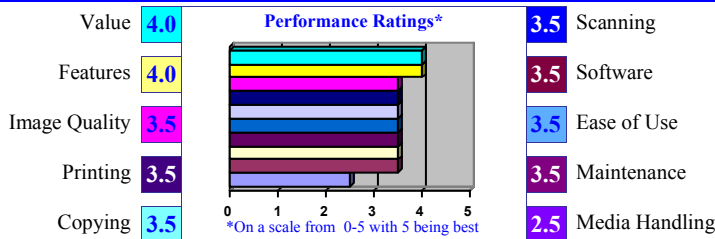


Wirth Consulting - Office ©Head2Head Comparison

Make	Canon	Imaging	Laser
Model	imageRUNNER 3225	Functions	Print/Copy/Scan/Fax
Base Price	\$5,200.00	 	
Monthly Duty Cycle (pages)	N/A		
BW/Color Print Speed (ppm)	25		
Max Media Width (inches)	11.00		
Classification	A3 20-25 PPM B/W MFPs		

Background Information

Canon designed the imageRUNNER 3225, which began shipping in July 2008, with advanced functionality in mind. The system, which features standard network printing and optional network color scanning, incorporates Canon's MEAP, which enables developers to create embedded applications, such as a workflow for automated distribution of scanned files. Also available is imageWARE Publishing Manager software for combining and printing different source files, job imposition, etc. Users can also add an external USB keyboard to make entering data for scanning tasks easier. Extensive security provisions are also provided.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
35.0	\$0.00250	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$5,350.00		
2,000 pages per month	\$5,500.00		
3,000 pages per month	\$5,650.00		
4,000 pages per month	\$5,800.00		
5,000 pages per month	\$5,950.00		

*Base Price

Strengths

- Standard network printing (10/100/1000BASE-TX Ethernet network interface).
- Standard 60-GB hard drive for collation, secure print, save files, etc. The 60-GB hard drive provides 100 user inboxes (store scanned files in user inboxes), 1 public inbox for incoming faxes, and 50 private boxes for incoming faxes.
- Standard Ultra Fine Rendering (UFR) II print driver. Optional PCL 5e/PCL 6 PostScript drivers.
- Optional color network scanning for scanning to SMB, file server (FTP, IPX, WebDAV); scan to e-mail, Internet fax and Super Group 3 fax (optional).
- Optional Super Group 3 fax.
- Security provisions include SMTP user authentication, hard-drive encryption/erase, encrypted Adobe PDFs, optional encrypted printing, optional Universal Send Security Feature Set, IP/MAC filtering, IPv6, etc.
- Options for disabled users include a Voice Guidance Kit, Voice Operation Kit, Accessibility Handle, and Braille Label Kit.
- Scan to and print from USB flash memory devices.
- Optional stapler, document hole-puncher, saddle-stitch booklet maker.
- Capable imageWARE Enterprise Management Console for Web-based installation and management and Web-based Remote UI for client device and job monitoring.
- Supports Microsoft XML Paper Specification, XMS file format, Trace & Smooth PDF.
- imageWARE Publishing Manager software for combining and printing different source files, as well as editing and impositioning tools, etc.

Limitations

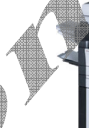

- Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.
- NOTES:
 - Document feeder is optional (100-sheet duplexing, automatic document feeder).
 - 1,140 watts is maximum power consumption.

Notes

Best Use

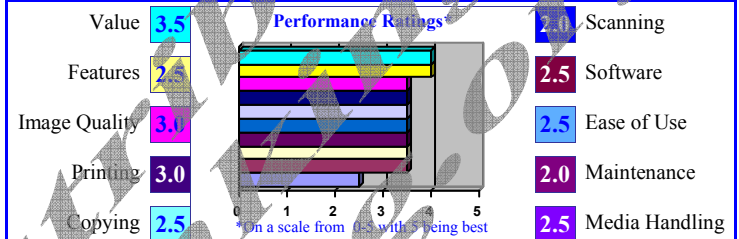
Offices and mid-size workgroups, and enterprises, for both basic B/W office applications and advanced office applications. It will also be particularly appropriate for workgroups in this segment that require more advanced workflows, as well as more advanced document finishing (stapling, saddle-stitch booklet-making and/or document hole-punching).

Wirth Consulting - Office ©Head2Head Comparison

Make	Kyocera Mita	Imaging	Laser
Model	KM-2050	Functions	Print/Copy/Scan/Fax
Base Price	\$3,545.00	 	
Monthly Duty Cycle (pages)	30,000		
BW/Color Print Speed (ppm)	20		
Max Media Width (inches)	11.00		
Classification	A3 20-25 PPM B/W MFPs		

Background Information

Kyocera Mita introduced the KM-2050 in 2004, and has positioned it as an affordable, entry-level system in its monochrome MFP family, which spans the gamut from 16-ppm small-workgroup MFPs to 82-ppm MFPs for high-volume/light-production. The KM-2050 comes equipped as a digital copier/network printer; network scanning and Super Group 3 fax are optional. Note that the document feeder (a reversing automatic document feeder for duplexing) and duplex printing are optional. An internal finisher for stapling/sorting is also optional. Note that it also features a long-life imaging drum for less frequent replacement.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
26.0	\$0.00333	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$3,745.00		
2,000 pages per month	\$3,945.00		
3,000 pages per month	\$4,145.00		
4,000 pages per month	\$4,345.00		
5,000 pages per month	\$4,545.00		

*Base Price

Strengths

- Standard network-printing includes 10/100BASE-TX Ethernet network interface, 300 MHz PowerPC CPU, PCL 6 and PostScript 3 print drivers, as well as emulations for HP-GL/2, Diablo 630, IBM Proprinter X24, Epson LQ850, and Line Printer.
- Print drivers have a single user interface for easier operation.
- Kyocera Mita includes KMnet Admin network monitoring; client software for job and device monitoring; and job-accounting software (KM-NET for Accounting).
- Optional network scanning provides scan to PC/file, Apple Macintosh, e-mail; TWAIN scan drivers for both PCs and Apple Macs.
- PRESCRIBE software enables users to create and manage forms and letterhead, and store in device memory for print-on-demand, eliminating the need for preprinted forms and letterhead.
- Long-life imaging drum for less frequent replacement.

Limitations


- Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.
- NOTES:
 - Please note that the vendor of this device did not respond to multiple requests to review this report. Consequently, because

Notes

Best Use

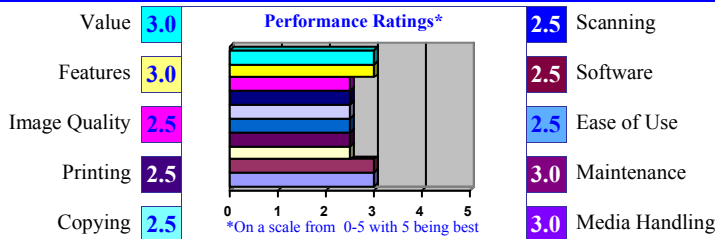
Budget-conscious small offices and workgroups that require an inexpensive B/W MFP for basic office applications.

Wirth Consulting - Office ©Head2Head Comparison

Make Kyocera Mita	Imaging Laser
Model KM-2560	Functions Print/Copy/Scan/Fax
Base Price \$6,733.00	
Monthly Duty Cycle (pages) 80,000	
BW/Color Print Speed (ppm) 25	
Max Media Width (inches) 11.00	
Classification A3 20-25 PPM B/W MFPs	

Background Information

Launched in late 2007, the KM-2560 is essentially the same as the KM-2540, but adds standard network printing and standard network (color) scanning. It also adds an optional 1,000-sheet external document finisher for stapling/sorting in addition to an optional 500-sheet internal document finisher. A Super Group 3 fax/LAN fax/Internet fax option is also available. Of special note is Kyocera Mita's long-life drum technology, which is rated to last up to 300,000 pages. This, combined with an exceptional 300,000-page Preventive Maintenance interval, will mean less frequent service visits.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
27.0	\$0.00650	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$7,003.00		
2,000 pages per month	\$7,273.00		
3,000 pages per month	\$7,543.00		
4,000 pages per month	\$7,813.00		
5,000 pages per month	\$8,683.00		

*Base Price

Strengths

- Standard network printing and standard color network scanning.
- Long-life drum (good for up to 300,000 pages) and 300,000-page Preventive Maintenance intervals for less frequent service visits.
- Print on up to 110 lb. index stock via bypass.
- Standard 400 MHz PowerPC CPU, PCL 6 and PostScript print drivers, as well as emulations for HP-GL/2, Diablo 630, IBM ProPrinter X24, Epson LQ850, and Line Printer.
- Print drivers have a single user interface for easier operation.
- Kyocera Mita includes KMnet Admin network monitoring; client software for job and device monitoring; and job-accounting software (KM-NET for Accounting).
- Optional 1,000-sheet external document finisher for stapling/sorting; optional 500-sheet internal document finisher for stapling/sorting.
- Other options include Data Security Kit, Adobe PDF Enhancement Kit, and KYOCapture Express. KYOCapture Express is a server-based document-capture application providing automated rules-based workflows initiated from the touch screen/control panel. A "KYOCapture" version provides more advanced document-capture and workflows.

Limitations

Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.


NOTES:
•Please note that the vendor of this device did not respond to multiple requests to review this report. Consequently, because

Notes

Best Use

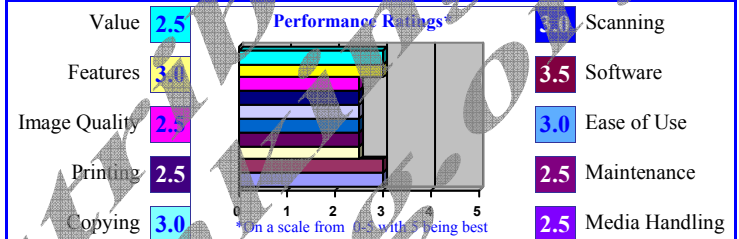
Offices and workgroups that require an inexpensive, but fully equipped, (and expandable) B/W MFP for basic office applications, as well as for some advanced scan-workflow applications.

Wirth Consulting - Office ©Head2Head Comparison

Make Panasonic	Imaging Laser
Model DP-2330	Functions Print/Copy/Scan/Fax
Base Price \$7,060.00	
Monthly Duty Cycle (pages) 90,000	
BW/Color Print Speed (ppm) 23	
Max Media Width (inches) 11.00	
Classification A3 20-25 PPM B/W MFPs	

Background Information

Launched in 2005, the DP-2330 in its standard configuration is a digital copier/network printer with host-based printing and network scanning. It can be customized with either an option for PCL printing or with an option that provides both PCL and Adobe PostScript printing. As noted, the system comes standard with network scanning and an optional unlock module that enables customers to add Panasonic's Document Distribution Software for automating more demanding document scanning and distribution workflows. Note that the duplexing document feeder is also standard.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
28.0	\$0.00567	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$7,400.00		
2,000 pages per month	\$7,740.00		
3,000 pages per month	\$8,080.00		
4,000 pages per month	\$8,420.00		
5,000 pages per month	\$8,760.00		

*Base Price

Strengths

- Relatively low B/W consumables' cost per page of 0.4 cents.
- Standard host-based network printing (10BASE-1/100BASE-TX Ethernet interface); PCL and Adobe PostScript printing are optional.
- Low B&W consumables' pricing of 0.3 cents.
- Standard B/W network scanning includes scan to SMB, FTP, and server. Internet fax is also standard.
- Optional Document Distribution Software provides automatic "cleaning" of scanned files (de-skewing, removing specks, etc.), and automatic distribution of scanned files. The system can be set up so that, at the touch screen, users can automatically route scanned files to their destinations, such as to e-mail addresses, FTP sites or to the built-in Web-based storage system, without having to manually enter the destination. This is especially helpful for heavy scanning workloads. The Web-based storage system enables users to store (and share) scanned faxes and inbound faxes using a Web-browser interface. It automatically notifies selected recipients of new documents, and automatically distributes documents to specified workstations. Document Distribution Software also integrates with Active Directory.
- Optional document finishing for staple/sort.
- Optional Super Group 3 fax and LAN fax.

Limitations

Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.



NOTES:
•All pricing (including device, options and consumables) is list pricing. In the "Consumables Pricing and Yields" chart, note that

Notes

Best Use

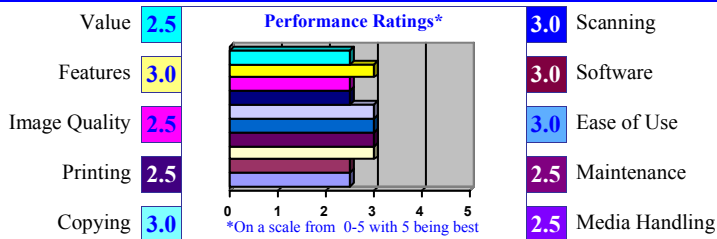
Small offices and workgroups for basic B/W office applications, network scanning, and for advanced/higher-volume network scanning workflows.

Wirth Consulting - Office ©Head2Head Comparison

Make Panasonic	Imaging Laser
Model DP-8025	Functions Print/Copy/Scan/Fax
Base Price \$7,060.00	 
Monthly Duty Cycle (pages) 95,000	
BW/Color Print Speed (ppm) 25	
Max Media Width (inches) 11.00	
Classification A3 20-25 PPM B/W MFPs	

Background Information

Panasonic's DP-8025/DP-8032 series, which the company launched in February 2009, is based on a 25/32-ppm print-engine platform. In their standard configurations as digital copier/network printers with host-based printing and network scanning, both systems can be expanded. Customers can add either PCL printing (\$819 list), or both PCL and Adobe PostScript printing (\$1,128 list price). As noted, network scanning is standard, and can also be expanded with Panasonic's Document Distribution Software. Super Group 3 fax is optional.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
27.5	\$0.00567	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$7,400.00		
2,000 pages per month	\$7,740.00		
3,000 pages per month	\$8,080.00		
4,000 pages per month	\$8,420.00		
5,000 pages per month	\$8,760.00		

*Base Price

Strengths

- Relatively low B/W consumables' cost per page of 0.5 cents.
- Standard host-based network printing (10BASE-T/100BASE-TX Ethernet network); PCL and Adobe PostScript printing are optional.
- Standard (B&W) network scanning; includes scan to FTP and server.
- Supports IPv6, the latest Internet Protocol (IP) for networking and security, replacing IPv4.
- Optional Document Distribution Software provides automatic "cleaning" of scanned files (de-skewing, removing specks, etc.), and automatic distribution of scanned files. The system can be set up so that, at the touch screen, users can automatically route scanned files to their destinations, such as e-mail addresses, FTP sites or to the built-in Web-based storage system, without having to manually enter the destination. This is especially helpful for heavy scanning workloads. The Web-based storage system enables users to store (and share) scanned faxes and inbound faxes using a Web-browser interface (integrates with Active Directory) and provides automatic notification of new documents; automatically distributes documents to specified workstations).
- Optional 80-GB hard drive for collation, private print, save files, etc., and optional document finisher for staple/sort. Maximum memory is 178 MB plus optional 80-GB hard drive.
- Optional document finishing for staple/sort.
- Optional Super Group 3 fax.

Limitations



- Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.
- NOTE:
- All pricing (for device, options and consumables) is list price.
- While network printing is standard (10BASE-

Notes

Best Use

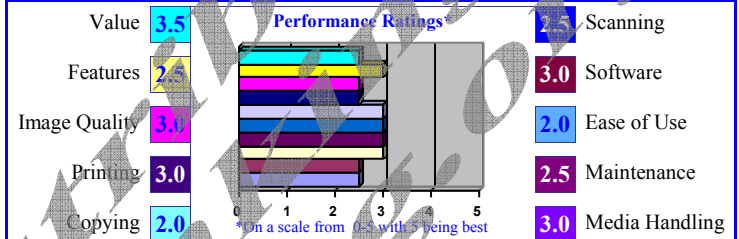
Small to mid-size offices and workgroups for basic B/W office applications, network scanning, and for advanced/higher-volume network scanning workflows.

Wirth Consulting - Office ©Head2Head Comparison

Make Ricoh	Imaging Laser
Model Aficio MP 2000SPF	Functions Print/Copy/Scan/Fax
Base Price \$4,225.00	 
Monthly Duty Cycle (pages) N/A	
BW/Color Print Speed (ppm) 21	
Max Media Width (inches) 11.00	
Classification A3 20-25 PPM B/W MFPs	

Background Information

Introduced in February 2007, the Aficio MP 2000 is available in two configurations: both provide standard digital copying, but the "SPF" version provides standard network printing, network B/W scanning and Super Group 3 fax. Another version, the MP 2000L, provides copying, PCL 6 printing and TWAIN scanning--network scanning and fax are not included in order to provide lower pricing for more budget-sensitive customers--the MP 2000L lists at \$3,475 versus the MP 2000's list price of \$4,225.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
27.0	\$0.00267	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$4,385.00		
2,000 pages per month	\$4,545.00		
3,000 pages per month	\$4,705.00		
4,000 pages per month	\$4,865.00		
5,000 pages per month	\$5,025.00		

*Base Price

Strengths

- Standard B/W network scanning (to SMB, FTP, with LDAP support), scan to e-mail, and network TWAIN scan driver.
- Standard 10BASE-T/100BASE-TX Ethernet network interface.
- Standard PCL 5e/6 print drivers; standard Ricoh proprietary RPCS (Refined Print Command Stream) print driver (provides icon-based settings for easier operation); and optional Adobe PostScript 3 print driver.
- Standard Super Group 3 fax, IP fax, Internet fax, and LAN fax.
- Optional wireless LAN and Bluetooth wireless interfaces.
- Capable SmartDeviceMonitor and Web SmartDeviceMonitor for network installation and management. Web Image Monitor for client device/job monitoring, and DeskTopBinder Lite for document management.

Limitations

- No touch screen.
 - No available document finishing.
- NOTES:
- Please note that the vendor of this device did not respond to multiple requests to review this report. Consequently, because pricing and page yields were not confirmed, consumables'

Notes

Best Use

Offices and mid-size workgroups, and enterprises, for basic B/W office applications and operations. Customers who require document-finishing (stapling), should consider the Aficio MP 2500SPF.

Wirth Consulting - Office ©Head2Head Comparison

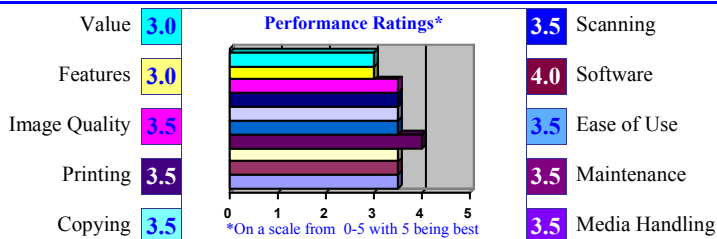
Make	Xerox	Imaging	Laser
Model	WorkCentre 5222 Printer/Co	Functions	Print/Copy/Scan/Fax
Base Price	\$7,000.00		
Monthly Duty Cycle (pages)	70,000		
BW/Color Print Speed (ppm)	22		
Max Media Width (inches)	11.00		
Classification	A3 20-25 PPM B/W MFPs		

Well Worth Consideration!



Background Information

Xerox introduced the WorkCentre 5222 Printer/Copier in May 2008 as part of its WorkCentre 5222/5225/5230 series, which features a 22-30-ppm monochrome print-engine platform. At 22-ppm, the WorkCentre 5222 is the entry-level system. This series is one of the first to include Xerox's Extensible Interface Platform (EIP) for developing custom workflow applications accessible from the touch screen/control panel. B/W network scanning and Super Group 3 fax are optional. Note that the duplexing automatic document feeder is standard.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
34.5	\$0.00573	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$7,344.00		
2,000 pages per month	\$7,688.00		
3,000 pages per month	\$8,032.00		
4,000 pages per month	\$8,376.00		
5,000 pages per month	\$8,720.00		

*Base Price

Strengths	Limitations
<ul style="list-style-type: none"> •Standard 10/100BASE-TX Ethernet network interface for network printing, standard 40-GB hard drive, optional PostScript 3 print driver. •All-in-one toner cartridge is easier to replace than systems utilizing separate toner and developer. •Print on up to 80 lb. cover (120 lb. index stock). •Security provisions include HTTPS (secure scan and network server), IP filtering, network authentication, SNMPv3, and lock printing of inbound faxes. Security option provides hard-drive overwrite, encryption of stored hard-drive data, and Audit Log. •When equipped with optional B&W network scanning, users can utilize Job Flow Sheets, so that documents are automatically routed to pre-defined locations, such as e-mail addresses, fax destinations, and FTP/SMB sites. •Optional Super Group 3 fax, Internet fax, LAN fax, and network fax server. •Very capable CentreWare network management. •Supports Xerox's Extensible Interface Platform, a software platform with which developers can create server-based applications that can be configured from the MFP's touch screen, for example, for automating the editing, distribution and storage of scanned documents. •Xerox Standard Accounting for job tracking and accounting. •Optional Scan to PC Desktop software for document management and OCR. •Optional 500-sheet Integrated Office Finisher provides stapling up to 50 sheets. 	<ul style="list-style-type: none"> •Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality. •NOTE: Pricing for device, options and consumables are list prices.
Notes	Notes

Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a versatile and expandable B/W MFP for both basic office applications as well as more advanced workflow applications, but who do not require color network scanning.

Wirth Consulting - Office ©Head2Head Comparison

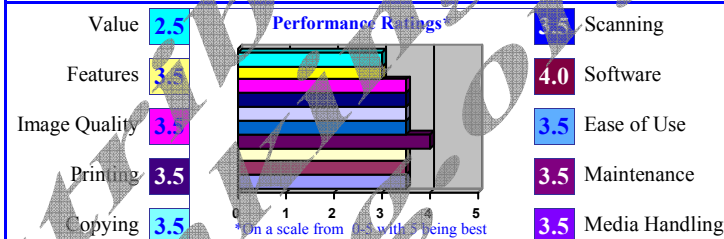
Make	Xerox	Imaging	Laser
Model	WorkCentre 5225A	Functions	Print/Copy/Scan/Fax
Base Price	\$9,200.00		
Monthly Duty Cycle (pages)	75,000		
BW/Color Print Speed (ppm)	25		
Max Media Width (inches)	11.00		
Classification	A3 20-25 PPM B/W MFPs		

Well Worth Consideration!



Background Information

As part of Xerox's WorkCentre 5222/5225/5230 series, the WorkCentre 5225A is rated slightly faster than the WorkCentre 5222 (25 versus 22 ppm), and has a slightly higher maximum monthly volume (75,000 versus 70,000 pages), and also provides standard network (color) scanning versus the WorkCentre 5222's optional B/W network scanning. It may also be equipped with a greater maximum memory (768 versus 512 MB), and more paper (5,100 versus 3,100 sheets). Consequently, the WorkCentre 5225A lists at \$9,200 while the WorkCentre 5222 lists at \$7,000. Note too that the WorkCentre 5225A also supports Xerox's Extensible Interface Platform (EIP) for creating server-based applications that can be configured from the MFP's touch screen (see "Strengths" below for more).



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
34.5	\$0.00573	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$9,544.00		
2,000 pages per month	\$9,888.00		
3,000 pages per month	\$10,232.00		
4,000 pages per month	\$10,576.00		
5,000 pages per month	\$10,920.00		

*Base Price

Strengths	Limitations
<ul style="list-style-type: none"> •Standard network printing (10/100BASE-TX Ethernet network interface). •Standard 40-GB hard drive, optional PostScript 3 print driver. •Standard color network scanning. •All-in-one toner cartridge easier to replace than systems utilizing separate toner and developer. •Maximum paper capacity of 5,100 sheets; print on up to 80 lb. cover (120 lb. index). •Security provisions include HTTPS (secure scan and network server), IP filtering, network authentication, SNMPv3, lock printing of inbound faxes. Security option provides hard-drive overwrite, encryption of stored hard-drive data, and Audit Log. •With network scanning, users can utilize Job Flow Sheets, so that documents are automatically routed to pre-defined locations, such as e-mail addresses, fax destinations, and FTP/SMB sites. •Optional Super Group 3 fax, Internet fax, LAN fax, and network fax server. •Very capable CentreWare network management. •Supports Xerox's Extensible Interface Platform, a software platform with which developers can create server-based applications that can be configured from the MFP's touch screen, for example, for automating the editing, distribution and storage of scanned documents. •Xerox Standard Accounting for job tracking and accounting. •Optional Scan to PC Desktop software for document management and OCR. 	<ul style="list-style-type: none"> •Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality. •NOTE: Pricing for device, consumables and options are list prices.
Notes	Notes

Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a versatile and expandable B/W MFP for both office applications as well as more advanced workflow applications, and who may also require color network scanning.