

©Head2Head Comparison

Make **InfoPrint Solutions**
 Model **Color 1764 MFP**
 Price **\$4,681.99**
 Imaging **Laser**



- Classification /orkgroup Color MFPs From \$2,000 To \$5,000
 Resolution (dpi) 1,200x1,200 **Network Scan**
 BW/Color Print Speed (ppm) 40/35 **Color Scan**
 Monthly Duty Cycle (pages) 150,000 **Network Print**
 Max Media Length (inches) 48.0 **Duplex Print**
 Max Media Width 8.50 **Duplex DF**
 Walk-Up Fax **Touch Screen** **USB 2.0 Port**

InfoPrint Solutions' Color 1764 with M40 MFP option is a solid workgroup color MFP that is driven by an 800 MHz CPU, has 768 MB of memory, and is rated at up to 40 (B&W)/35 (color) ppm. Of note is this color MFP's large, easy-to-use color touch screen, ability to print on banner sheets up to 48" long and optional document finishing.

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Make **Hewlett-Packard**
 Model **Color LJ CM3530fs MFP**
 Price **\$2,999.00**
 Imaging **Laser**



- Classification /orkgroup Color MFPs From \$2,000 To \$5,000
 Resolution (dpi) 1,200x600 **Network Scan**
 BW/Color Print Speed (ppm) 31/31 **Color Scan**
 Monthly Duty Cycle (pages) 75,000 **Network Print**
 Max Media Length (inches) 14.0 **Duplex Print**
 Max Media Width 8.50 **Duplex DF**
 Walk-Up Fax **Touch Screen** **USB 2.0 Port**

HP launched the Color LaserJet CM3530fs MFP in November 2008, billing it as "its first fully featured desktop color LaserJet MFP." It is also the most compact (and lightest weight) system in this class of Workgroup Color MFPs From \$2,000 To \$5,000. HP's Web Jetadmin provides very capable network management, and there are also tools for limiting color printing in order to keep down color costs. Of note is the ability to print on heavier, making the system appropriate for some graphic-arts applications.

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Make **Xerox Corporation**
 Model **Phaser 8560MFP/T**
 Price **\$2,549.00**
 Imaging **Solid Ink**



- Classification /orkgroup Color MFPs From \$2,000 To \$5,000
 Resolution (dpi) 2,400 **Network Scan**
 BW/Color Print Speed (ppm) 30/30 **Color Scan**
 Monthly Duty Cycle (pages) 85,000 **Network Print**
 Max Media Length (inches) 14.0 **Duplex Print**
 Max Media Width 8.50 **Duplex DF**
 Walk-Up Fax **Touch Screen** **USB 2.0 Port**

This color MFP is the same as the Phaser 8560 MFP/X, but is priced lower (\$2,549 versus \$3,449), has less standard memory, and a smaller standard paper capacity. Also, Xerox's Scan to PC desktop software is optional. As with the MFP/X configuration, the Phaser 8 MFP/T employs a 600 MHz PowerPC CPU and Xerox's solid-ink imaging technology. Solid-ink systems are typically faster than liquid-ink systems, are very easy to maintain, and have less impact on the environment (no empty toner cartridges to discard).

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Make **Xerox Corporation**
 Model **Phaser 8560MFP/X**
 Price **\$3,449.00**
 Imaging **Solid Ink**



- Classification /orkgroup Color MFPs From \$2,000 To \$5,000
 Resolution (dpi) 2,400 **Network Scan**
 BW/Color Print Speed (ppm) 30/30 **Color Scan**
 Monthly Duty Cycle (pages) 85,000 **Network Print**
 Max Media Length (inches) 14.0 **Duplex Print**
 Max Media Width 8.50 **Duplex DF**
 Walk-Up Fax **Touch Screen** **USB 2.0 Port**

This is the top-of-the-line configuration for the Phaser 8560MFP Series. The MFP/X version has the greatest standard memory (1 GB), largest standard paper capacity (1,675 sheets), and includes standard Scan to PC Desktop scanning software. The system uses Xerox's solid-ink imaging technology, and is driven by a 600 MHz PowerPC CPU. Solid-ink imaging technology provides faster printer speeds than liquid-ink technology, very easy maintenance, and has less impact on the environment (for instance, there are no empty toner cartridges to discard).

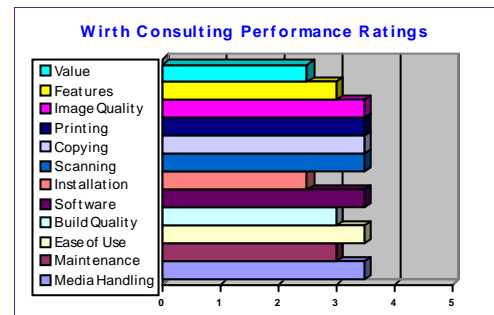
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Make **Lexmark International**
 Model **X782E XL**
 Price **\$4,499.00**
 Imaging **Laser**



- Classification /orkgroup Color MFPs From \$2,000 To \$5,000
 Resolution (dpi) 1,200x1,200 **Network Scan**
 BW/Color Print Speed (ppm) 40/35 **Color Scan**
 Monthly Duty Cycle (pages) 150,000 **Network Print**
 Max Media Length (inches) 48.0 **Duplex Print**
 Max Media Width 8.50 **Duplex DF**
 Walk-Up Fax **Touch Screen** **USB 2.0 Port**

The X782E XL is a powerhouse workgroup color MFP that is driven by an 800 MHz CPU, has 768 MB standard memory, and is rated at up to 40 (B&W)/35 (color) ppm. It features PANTONE color matching as well as the optional ability to print on banner sheets up to 48" long, making it suitable for color printing and other graphics applications, as well as B&W and color printing applications. It also features Lexmark's Embedded Solutions Framework for creating custom applications, for instance for automating scanning and distribution tasks.



RATINGS SCOREBOARD Total Ratings Score **38.5**

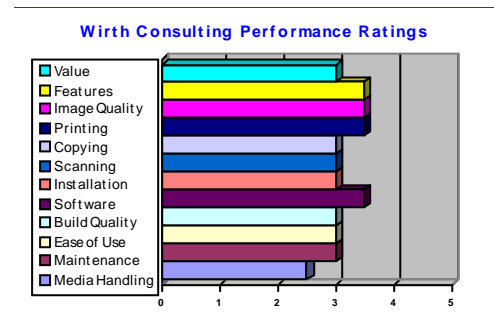
Supplies Cost Per Page

Black/Color	\$0.01733	\$0.10413	
Total Cost of Ownership (Black/Color/Mixed)			
100 pages/month	\$4,757.99	\$5,278.77	\$4,882.26
500 pages/month	\$5,061.97	\$7,665.87	\$5,870.64
1,000 pages/month	\$5,441.95	\$10,649.75	\$7,106.10
3,000 pages/month	\$6,961.87	\$12,852.27	\$12,047.97
5,000 pages/month	\$8,881.39	\$15,920.39	\$18,375.45

Strengths	Limitations
<ul style="list-style-type: none"> •Relatively low B&W and color consumables' cost per page of 1.2 and 10 cents respectively. •Optional StapleSmart document finisher for stapling and sorting, and optional mailbox for separating jobs. •Easy-to-use large color touch screen. •Software for limiting and controlling color costs. •Security includes secure printing, authentication, hard-drive erasing. •Capable MarkVision network management. •Standard 40-GB hard drive. •10/100BASE-TX Ethernet network interface; optional 10/100/1,000BASE-T Ethernet network interface, optional wireless print. •Print on banner-size sheets up to 48" long via optional banner tray (other paper sources support up to 8.5"x14"). •Print from USB memory cards as well as scan to USB memory cards. 	<ul style="list-style-type: none"> •Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.

Best Use

Small/mid-size businesses and workgroups that require a B&W/color MFP for higher volumes of general office applications that consist of B&W as well as color printing. MarkVision provides good network management for enterprise use, especially when other InfoPrint/Lexmark products are already installed on the network.



RATINGS SCOREBOARD Total Ratings Score **37.5**

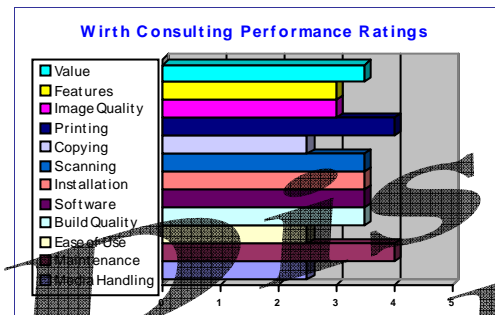
Supplies Cost Per Page

Black/Color	\$0.03919	\$0.13357	
Total Cost of Ownership (Black/Color/Mixed)			
100 pages/month	\$3,169.28	\$3,795.56	\$3,304.66
500 pages/month	\$3,550.40	\$6,981.81	\$4,647.26
1,000 pages/month	\$4,101.80	\$10,964.63	\$6,325.57
3,000 pages/month	\$6,454.80	\$17,042.29	\$13,125.46
5,000 pages/month	\$8,757.00	\$24,071.14	\$19,993.10

Strengths	Limitations
<ul style="list-style-type: none"> •Standard scanning to e-mail and folders; optional Digital Sending Software 4.0 (\$2,999) for secondary scanning to e-mail, folder, workflow, printer, digital fax (send to LAN, Windows 2000, Internet) and authentication. •1.5 MHz CPU; 512 MB memory expandable to 1 GB. •Very capable Web Jetadmin network management. •Optional JetDirect interfaces-IPv6 Gigabit Ethernet, IPv6/IPSec, Fast Ethernet, wireless. •Limit color printing with Color Access Control. •Print on up to 58 lb. bond (120 lb. index). •Security SNMPv3, SSL/TLS (HTTPS), IPSec/Firewall; Port authentication (802.1x); wired (EAP-PEAP, EAP-TLS) 	<ul style="list-style-type: none"> •Relatively high color consumables' cost per page of 3.9 cents.

Best Use

Small/mid-size businesses and workgroups that require a B&W MFP with color capability that can produce good color image quality, and for customers that may wish to limit color printing use and cost. HP's Web Jetadmin makes the system highly manageable for enterprise use.



RATINGS SCOREBOARD Total Ratings Score **39.0**

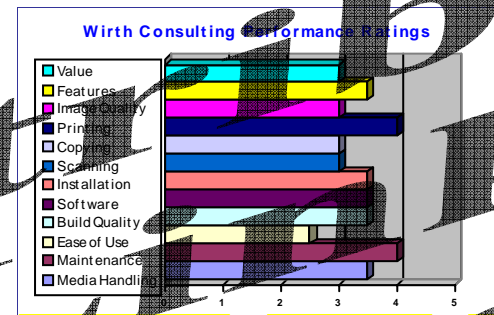
Supplies Cost Per Page

Black/Color	\$0.02540	\$0.12433	
Total Cost of Ownership (Black/Color/Mixed)			
100 pages/month	\$2,637.23	\$3,230.78	\$2,806.73
500 pages/month	\$3,311.10	\$4,413.93	\$3,641.93
1,000 pages/month	\$4,073.20	\$10,008.73	\$5,991.20
3,000 pages/month	\$7,121.61	\$14,928.20	\$11,926.57
5,000 pages/month	\$10,170.02	\$23,947.66	\$19,861.94

Strengths	Limitations
<ul style="list-style-type: none"> •Broad range of optional software solutions, including tools for job accounting/billing, management, variable data printing (VDP), SAP R/3 printing, scanning and storage, enterprise content and process management, mobile and express print drivers (print to most printers, MFPs, with a single print driver). •Optional Scan to PC desktop enables users to scan and automatically route documents to computer desktops, e-mail, file folders, OCR, convert into searchable PDFs, and integrate with enterprise-management systems such as Microsoft SharePoint and Xerox DocuShare. •Very capable CentreWare network management, as well as tools for job monitoring and accounting; PrintScout utility for job monitoring. •True Adobe PostScript print driver. •PhaserSMART remote diagnostics. •Secure printing and hard-drive overwrite; IPv6. 	<ul style="list-style-type: none"> •No touch screen. •No document finishing.

Best Use

Small/mid-size businesses and workgroups that require a B&W/color MFP that can produce good color image quality.



RATINGS SCOREBOARD Total Ratings Score **40.0**

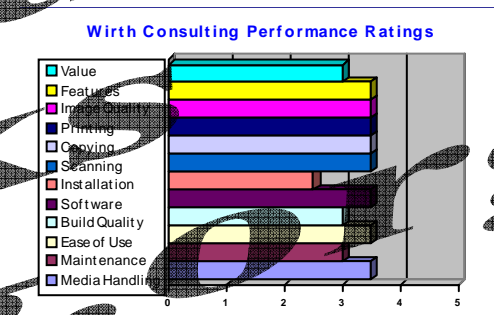
Supplies Cost Per Page

Black/Color	\$0.02540	\$0.12433	
Total Cost of Ownership (Black/Color/Mixed)			
100 pages/month	\$3,537.23	\$4,130.78	\$3,697.73
500 pages/month	\$4,211.10	\$5,313.93	\$4,532.93
1,000 pages/month	\$4,973.20	\$10,908.73	\$6,882.20
3,000 pages/month	\$8,021.61	\$25,828.20	\$13,817.57
5,000 pages/month	\$11,070.02	\$40,747.66	\$20,752.94

Strengths	Limitations
<ul style="list-style-type: none"> •Scan to PC Desktop software enables users to scan and automatically route documents to desktops (PC and Mac) and e-mail. With optional hard drive, scan to private and public folders in hard-drive memory. OCR software; convert scanned files into searchable PDFs; integrate with enterprise-management systems (Microsoft SharePoint, Xerox DocuShare). •Global print driver (print to most printers with one driver); Mobile Express print driver (print to most PS printers); PhaserSMART remote diagnostics. •Very capable CentreWare network management, as well as tools for job monitoring and accounting. •Color-matching software (match to computer monitors); color-matching for SWOP Press, EuroScale Press, Commercial Press, SNAP Press, ISO. True Adobe PostScript print driver. •Optional hard drive for collation, secure print, etc. •Secure printing and hard-drive overwrite; IPv6. 	<ul style="list-style-type: none"> •Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.

Best Use

Small/mid-size businesses and workgroups and enterprises that require an A4 color MFP that can produce good color image quality, and which will be very easy to maintain. True Adobe PostScript print driver and color-matching software make it suitable for color graphics and proofing applications.



RATINGS SCOREBOARD Total Ratings Score **39.5**

Supplies Cost Per Page

Black/Color	\$0.01564	\$0.09183	
Total Cost of Ownership (Black/Color/Mixed)			
100 pages/month	\$4,571.00	\$5,028.11	\$4,676.13
500 pages/month	\$4,858.98	\$7,144.54	\$5,564.62
1,000 pages/month	\$5,218.96	\$9,790.07	\$6,675.24
3,000 pages/month	\$6,658.88	\$20,372.22	\$11,117.69
5,000 pages/month	\$9,191.28	\$32,046.84	\$16,641.70

Strengths	Limitations
<ul style="list-style-type: none"> •Low B&W and color consumables' cost per page of 1.2 and 8.8 cents respectively. •Print on banner sheets up to 48" long via banner media tray (other paper sources support up to 8.5"x14"). •Optional StapleSmart Finisher for sorting and stapling, and 5-bin mailbox for separating jobs. •PANTONE color-matching. •Easy-to-use large 8" color touch screen. •10/100BASE-TX Ethernet network interface. •Optional Gigabit Ethernet network interface and wireless print server. •Supports IBM AS/400 printing (and MS Win, Apple Mac and Linux). •Capable MarkVision network management. •Print from and scan to USB memory cards. •Security includes SSL Web server, SNMPv3, TCP/IP port-access control, secure printing, 802.1x authentication, etc. 	<ul style="list-style-type: none"> •Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.

Best Use

Small/mid-size businesses and workgroups that require a B&W/color MFP for higher volumes of general office applications that consist of B&W as well as color printing. MarkVision provides good network management for enterprise use, especially when other Lexmark products are already installed on the network. PANTONE color-matching also makes the system suitable for color proofing.