

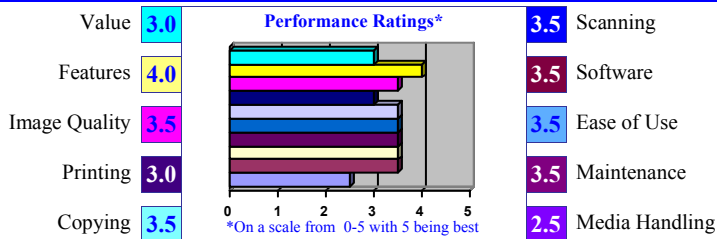


## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> Canon	<b>Imaging</b> Laser
<b>Model</b> imageRUNNER 3025	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b> \$5,200.00	 
<b>Monthly Duty Cycle (pages)</b> 50,000	
<b>BW/Color Print Speed (ppm)</b> 25	
<b>Max Media Width (inches)</b> 11.00	
<b>Classification</b> A3 20-25 PPM B/W Digital Copiers	

### Background Information

Canon U.S.A. introduced this modular system in 2007. In its base configuration, it is a digital copier-only. Optional network printing, network color scanning, Super Group 3 fax and document finishing can be added. The imageRUNNER 3025 is MEAP-enabled for creating custom workflows. The imageRUNNER 3025 is very notable in that it features a very broad range of capabilities, ranging from extensive security, to advanced workflow options, to accessibility options. Noteworthy accessibility options include Remote Operators Software (operate the MFP's control panel from a computer workstation), and Voice Operator's Kit (operate the MFP with voice commands).



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
33.5	\$0.00357	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$5,414.29		
2,000 pages per month	\$5,628.57		
3,000 pages per month	\$5,842.86		
4,000 pages per month	\$6,057.14		
5,000 pages per month	\$6,271.43		

\*Base Price

### Strengths

- Relatively low B/W consumables' cost per page of 0.3 cents.
- Optional network printing (UFR II/PCL Printer Kit-S1) includes shared Custom Processor, 512 MB memory (768 MB shared), 20-GB hard drive, 10/100BASE-TX network interface, and UFR II, PCL 5e/PCL 6 print drivers. Optional PostScript print driver.
- Optional network color scanning includes scan to FTP, SMB, IPX, WebDAV, and Internet fax; also provided are scan to e-mail and to optional Super Group 3 fax.
- Capable imageWARE Enterprise Management Console for Web-based installation and management and Web-based Remote UI for client device and job monitoring.
- Document-finishing options: inner finisher, saddle-stitch booklet maker, and hole-puncher.
- Accessibility options: Braille Reader, Remote Operators Software, Voice Operator's Kit
- Workflow Composer automates workflows into one key at the touch screen/control panel (i.e., configure one key to scan, distribute, archive a document in a single process).
- Optional searchable Adobe PDFs for keyword searches and extraction, optional Digital Device Signature Mode and Digital User Signature Mode.
- imageWARE Document Manager Personal software to manage files stored in mailboxes (hard-drive memory); access and edit stored files, and/or combine multiple source files.
- Optional WebDAV for document collaboration (scan and send to a shared storage service).
- Security: network user authentication, hard-drive encryption/erase, IP/MAC filtering, SSL Encryption, Network Application On/Off, USB Block, etc.

### Limitations


- Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.
- NOTES:
  - In the "Consumables Pricing and Yields" chart, toner yield is at 6-percent page coverage.
  - Document feeder is optional.

### Notes

### Best Use

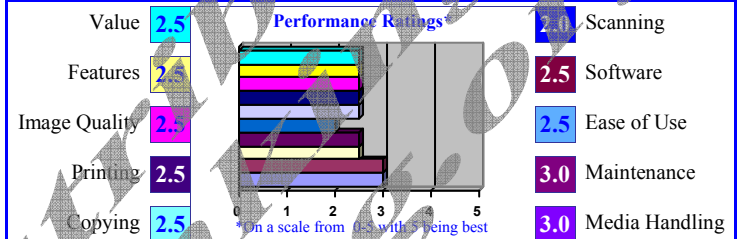
Offices and mid-size workgroups, and enterprises, that require a B/W digital copier for basic office applications, and who may also require network print and/or network scan, and/or expanded functionality for more advanced workflows. The imageRUNNER 3025 will also be particularly appropriate for workgroups in this segment that require more advanced document finishing (stapling, saddle-stitch booklet-making and/or document hole-punching).

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> Kyocera Mita	<b>Imaging</b> Laser
<b>Model</b> KM-2540	<b>Functions</b> Print/Copy/Fax
<b>Base Price</b> \$5,085.00	
<b>Monthly Duty Cycle (pages)</b> 80,000	
<b>BW/Color Print Speed (ppm)</b> 25	
<b>Max Media Width (inches)</b> 11.00	
<b>Classification</b> A3 20-25 PPM B/W Digital Copiers	

### Background Information

The KM-2540, with its 25-ppm rated print system and maximum monthly volume of 80,000 pages, is designed for higher-volume use than its cousin, the 20-ppm KM-2050 with its maximum monthly volume of 30,000 pages. In its standard configuration, the KM-2540, which began shipping in late 2007, is a digital copier-only; customers may add network printing and Super Group 3 fax as needed. Note that a document feeder—a reversing automatic document feeder (RADF)—is also optional. Network scanning is not available either standard or optional, so those customers requiring it should consult the What You Should Know Evaluation for the 25-ppm KM-2560.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
25.5	\$0.00650	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$5,355.00		
2,000 pages per month	\$5,625.00		
3,000 pages per month	\$5,895.00		
4,000 pages per month	\$6,165.00		
5,000 pages per month	\$7,035.00		

\*Base Price

### Strengths

- Features Kyocera Mita's long-life imaging drum for less frequent replacement--the imaging drum is rated to yield up to 300,000 pages. Additionally, the system has a very generous Preventive Maintenance (PM) interval of 300,000 pages for less frequent service visits.
- Print on up to 110 lb. index stock via bypass.
- Network-printing option includes 400 MHz PowerPC CPU, 64 MB of memory, PCL 6 and PostScript print drivers, as well as emulations for HP-GL/2, Diablo 630, IBM ProPrinter X24, Epson LQ850, 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 internal document finisher for staple/sort.
- Optional hard drive.

### Limitations

- No available scanning.
- 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' cost per page cannot be confirmed.

### Notes

### Best Use

Offices and workgroups that require an inexpensive B/W digital copier for basic office applications, and who may also require network printing, but do not require network scanning.

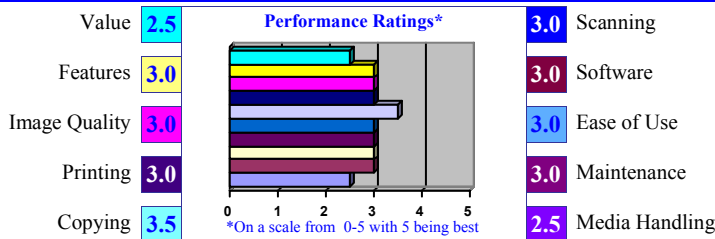
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Sharp</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>AR-M257 Digital IMAGER</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$5,650.00		
<b>Monthly Duty Cycle (pages)</b>	75,000		
<b>BW/Color Print Speed (ppm)</b>	25		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 20-25 PPM B/W Digital Copiers		



### Background Information

Introduced in 2007, and replacing Sharp's AR-M237, this scalable MFP system consists of a digital copier with local and host-based printing with JBIG compression. In this configuration, print speed is rated up to 15 ppm for single-set print jobs. An optional printer upgrade enables RIP-once-print-many for a rated printed speed of up to 25 ppm when printing multiple sets. The optional printer upgrade also adds a network interface and PCL print driver. Network scanning is also optional (and includes 10 user licenses for Sharp's Sharpdesk document-management software). Note that an automatic duplexing document feeder is standard.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
29.5	\$0.00384	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$5,880.40		
2,000 pages per month	\$6,110.80		
3,000 pages per month	\$6,341.20		
4,000 pages per month	\$6,571.60		
5,000 pages per month	\$6,802.00		

\*Base Price

### Strengths

- Standard host-based printing with JBIG data compression to reduce print-file sizes. In its standard configuration, the system provides local (not network) printing. The AR-M257 is rated at up to 15 ppm printing single-set print jobs. An optional Network Print Controller upgrade enables RIP-once-print-many for a rated printed speed of up to 25 ppm when printing multiple sets. The Network Print Controller upgrade also provides PCL 6 and 5e print drivers, Microsoft Windows and Apple Macintosh compatibility, 64 MB of memory (expandable to 320 MB), 300 MHz CPU, and 10/100BASE-T Ethernet network interface.
- Capable Printer Administration Utility for network management.
- Security provisions include optional Data Security Kit (encrypt data stored in the hard drive and erases hard-drive memory), IP/MAC address filtering, SSL encryption, IPsec, user authentication. Supports IPv6, which replaces IPv4, and adds enhanced networking and security. Also available are an optional Common Criteria Data Security Kit and an optional Commercial Data Security Kit.
- Optional monochrome scan-to-e-mail and network scanning (scan to desktop, FTP, URL).
- 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:

- Network printing is optional (host-based local printing is standard).
- Network scanning is optional.

### Notes

### Best Use

Small to mid-size offices and workgroups that require an inexpensive B/W digital copier for basic office applications, and who may also network print and/or network scan.

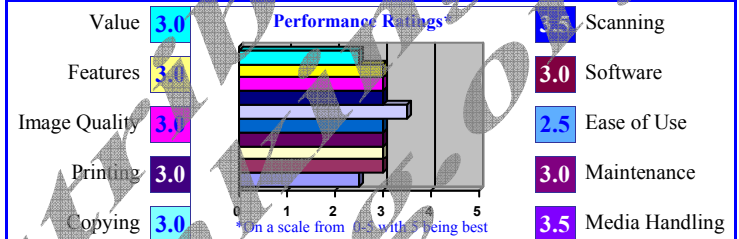
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Toshiba</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>e-STUDIO 203L</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$3,895.00		
<b>Monthly Duty Cycle (pages)</b>	64,000		
<b>BW/Color Print Speed (ppm)</b>	20		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 20-25 PPM B/W Digital Copiers		



### Background Information

This 20-ppm A3 MFP that's rated at up to 20 ppm is a modular solution that Toshiba says is suitable for up to 20 users. In its standard configuration, it's a digital copier (listing at \$3,895), but can be expanded with network printing, network scan and Super Group 3 fax. Of note is that it can be equipped with partner eCopy's optional ScanStation OP. ScanStation OP automates scanning and scan-data distribution tasks, making it suitable for workgroups with routine scanning tasks. With a base configuration price of \$3,895, and the addition of network print and scan, pricing is \$4,775, which is a good value for this group. Note that the automatic duplexing document feeder is standard.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
30.5	\$0.00217	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$4,025.43		
2,000 pages per month	\$4,155.87		
3,000 pages per month	\$4,286.30		
4,000 pages per month	\$4,416.74		
5,000 pages per month	\$4,547.17		

\*Base Price

### Strengths

- Low B/W consumables' cost per page of 0.2 cents.
- Optional Super Group 3 fax.
- Optional 40-GB hard drive for collation, secure print, save files, etc.
- Print options provide 10BASE-T/100BASE-TX Ethernet. Other options include wireless LAN and Bluetooth wireless.
- Optional network scan includes scan to e-mail, hard drive, and TWAIN scan driver.
- Touch screen/control panel tilts for easier viewing and operation.
- Optional ScanStation OP from third-party eCopy automates scanning and scan-data distribution tasks, and includes a vertically mounted touch screen and physical keyboard, the latter of which makes entering scan-job information exceptionally easy. ScanStation OP is compatible with Microsoft Windows and Novell Netware networks, and with Microsoft Outlook/Exchange, LOTUS Notes, and LDAP/SMTP.
- e-Filing provides a convenient Web-browser-based user interface, and enables users to access scanned files stored in hard-drive memory; users can merge these stored files with files stored at the desktop and on the network.
- Security provisions include user authentication, SMTP, optional hard-drive overwrite, optional hard-drive encryption, etc.
- TopAccess network management.
- Print on up to 110 lb. index via bypass tray.
- Optional stapler/sorter, saddle-stitch booklet maker, and document hole-puncher.
- Optional hard drive for secure print, collation, storage, etc.

### Limitations


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' cost per page cannot be confirmed.  
•Pricing for consumables is street pricing; all other prices

### Notes

### Best Use

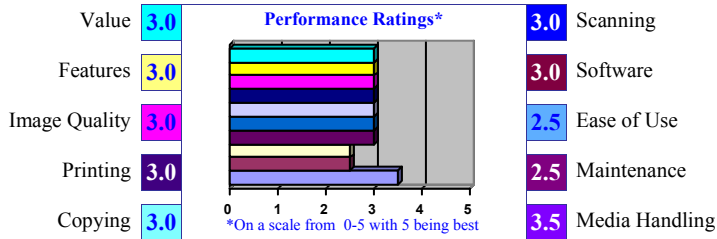
Offices and mid-size workgroups that require for a B/W digital copier for basic office applications, and who may also require network print and/or network scan, as well as functionality for more advanced office applications and workflows. The e-STUDIO 203L will also be particularly appropriate for workgroups in this segment that require more advanced document finishing (stapling, saddle-stitch booklet-making and/or document hole-punching).

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Toshiba</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>e-STUDIO 233</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$5,650.00		
<b>Monthly Duty Cycle (pages)</b>	74,000		
<b>BW/Color Print Speed (ppm)</b>	23		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 20-25 PPM B/W Digital Copiers		

### Background Information

This modular system has a suggested list price of \$5,650 for its standard configuration as a digital copier-only. It can be configured with either a network print or network/network scan option. Of note is that it can be equipped with partner eCopy's optional ScanStation OP. ScanStation OP automates scanning and scan-data distribution tasks, making it suitable for workgroups with routine scanning tasks. It includes a vertically mounted touch screen and physical keyboard for entering of scan information, a system which Wirth Consulting has found very easy to use. Note that the duplexing automatic document feeder is standard.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
29.5	\$0.00393	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$5,886.00		
2,000 pages per month	\$6,122.00		
3,000 pages per month	\$6,358.00		
4,000 pages per month	\$6,594.00		
5,000 pages per month	\$6,830.00		

\*Base Price

### Strengths

- Optional network scanning (scan to file, e-mail, hard-drive memory); TWAIN driver. Optional network printing (network printing, or network print/network scan option).
- TopAccess network management.
- Standard 40-GB hard drive for collation, private print, save files.
- Optional ScanStation OP from third party eCopy automates scanning and scan-data distribution tasks. Includes a vertically mounted touch screen and physical keyboard for easy entering of scan information.
- Using Toshiba's e-FILING software and the e-Filing Web-based user interface (and downloaded software and TWAIN driver), from their computer workstation, users can access files stored in hard-drive memory. With downloaded software and TWAIN driver, they can also merge and edit files stored in hard-drive memory with files at their computer desktop, as well as download stored files to their computer workstation.
- Extensive optional document finishing: stapler/sorter, document hole-puncher, saddle-stitch booklet-maker.
- Security provisions include network authentication, optional encryption of documents stored in hard-drive memory, optional hard-drive overwrite, SMTP.

### Limitations


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 cost per page cannot be confirmed.  
 •Pricing for consumables is street pricing, all other prices.

### Notes

### Best Use

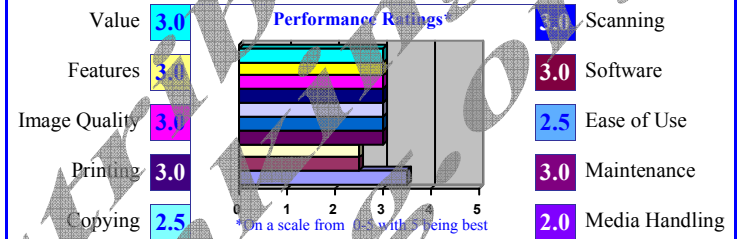
Offices and mid-size workgroups that require a B/W digital copier for basic office applications, and who may also require network print and/or network scan, as well as functionality for advanced office applications and workflows. It will also be particularly appropriate for workgroups in this segment that require more advanced document finishing (saddle-stitch booklet-maker and/or document hole-puncher).

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Toshiba</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>e-STUDIO 237</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$3,695.00		
<b>Monthly Duty Cycle (pages)</b>	74,000		
<b>BW/Color Print Speed (ppm)</b>	23		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 20-25 PPM B/W Digital Copiers		

### Background Information

Part of the e-STUDIO 167/207/237 series introduced in 2007 by Toshiba, the e-STUDIO 237 is the fastest rated unit in the series with its print speed of up to 23 ppm. Of note is that it can be equipped with partner eCopy's optional ScanStation OP. ScanStation OP automates scanning and scan-data distribution tasks (e.g., customers can create custom icons for scan destinations on the touch screen), making it suitable for workgroups with more higher-volume scanning tasks. Network scanning and network printing are optional. Note that although the base configuration does not include network print or scan, when fully equipped with network print and scan, it is still a good value.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
28.0	\$0.00292	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$3,870.00		
2,000 pages per month	\$4,045.00		
3,000 pages per month	\$4,220.00		
4,000 pages per month	\$4,395.00		
5,000 pages per month	\$4,570.00		

\*Base Price

### Strengths

- Toshiba Viewer software provides GDI print driver for local, host-based printing, and TWAIN scan drive.
- Optional Super Group 3 fax, optional PC/LAN fax, and optional Internet fax.
- TopAccess for network installation and management.
- e-BRIDGE Viewer for document searching and retrieval at the computer workstation.
- Optional ScanStation OP from third-party eCopy automates scanning and scan-data distribution tasks, and includes a vertically mounted touch screen and physical keyboard, the latter of which makes entering scan-job information exceptionally easy. ScanStation OP is compatible with Microsoft Windows and Novell Netware networks, and with Microsoft Outlook/Exchange, LOTUS Notes, and LDAP/SMTP.

### Limitations

•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' cost per page cannot be

### Notes

### Best Use

Offices and mid-size workgroups that require a B/W digital copier for basic office applications, and who may also require network print and/or network scan, and/or expanded functionality for more advanced office applications and workflows.