

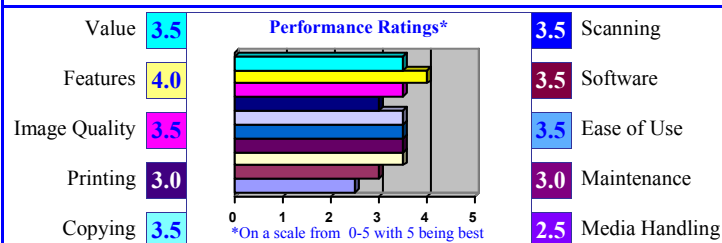
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> Canon	<b>Imaging</b> Laser
<b>Model</b> imageRUNNER 3235/3235i	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,500.00
<b>Monthly Duty Cycle (pages)</b>	130,000
<b>BW/Color Print Speed (ppm)</b>	35
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b> A3 B/W 33-39 PPM MFPs	



### Background Information

Designed for departmental use, Canon's imageRUNNER 3235/325i features standard network print and copy. The "i" model features standard color network scanning (Color Universal Send); PCL and PostScript printing, advanced security features, as well as Canon's Advanced Feature Set (enhances document-transmission capabilities). Both systems support Canon's MEAP (Multifunctional Embedded Application Platform) that enables the creation of embedded applications for Canon MFPs, and can be accessed via the device itself. They may also be extensively customized with options for document scanning and distribution, security options, document finishing, and options for the disabled.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
33.5	\$0.00292	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$8,675.00		
2,000 pages per month	\$8,850.00		
3,000 pages per month	\$9,025.00		
4,000 pages per month	\$9,200.00		
5,000 pages per month	\$9,375.00		

\*Base Price

### Strengths

- Color scan to e-mail (supports 5 LDAP servers), Internet fax, SMB, File Server (FTP, IPX, WebDAV), hard-drive memory; and Super Group 3 Fax (optional). Network TWAIN scan driver and Color Network ScanGear utility.
- USB convenience port for print from and scan to USB memory cards.
- imageWARE Enterprise Management Console for network management; Remote UI for client device monitoring/management.
- Security includes IPsec, IPv6, hard-drive erase and encryption, optional Encrypted Secure Print Software, optional Universal Send Security Feature Set, optional Digital User Signature Kit, etc.
- Supports Canon's MEAP (Multifunctional Embedded Application Platform) for creating embedded applications for Canon MFPs that can be accessed via the touch screen.
- Optional eCopy Suite (scan and distribute), Remote Operator's Kit (operate control panel/touch screen from computer workstation), Voice Guidance and Operation Options, Web Access Kit (access and navigate the Web from touch screen); and optional imageWARE Document Workgroup/Enterprise Manager (provides document retrieval, archival, records management and sharing).
- Optional document finishing: stapling, saddle-stitch booklet-making, document hole-punch.
- Optional Super Group 3 fax.

### Limitations

The vendor of this device did not respond to requests to review this report. Consequently, because pricing and page yields were not confirmed, consumables cost per page cannot be confirmed.

### Notes

- Standard memory is 768 MB for the imageRUNNER 3235 and 1,256 MB for the imageRUNNER 3235i.
- Pricing and page yield for drum could not be obtained, so consumables' cost per page cannot be used for comparison purposes.

### Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and who may also require advanced workflow and scanning/routing capability.

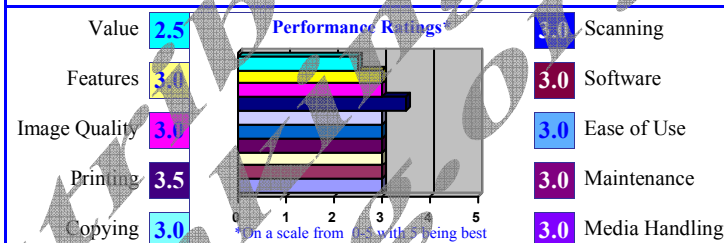
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> InfoPrint	<b>Imaging</b> Laser
<b>Model</b> 1540 MFP	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$11,542.00
<b>Monthly Duty Cycle (pages)</b>	150,000
<b>BW/Color Print Speed (ppm)</b>	35
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b> A3 B/W 33-39 PPM MFPs	



### Background Information

The 1540 MFP is marketed by InfoPrint Solutions, a joint venture between Ricoh and IBM, and is part of the 1540, 1560 and 1580 MFP series. It features standard copy and network print, as well as standard color network scan, and the ability to print on heavier media weight--up to 110 lb. index (53 lb. bond). Also available are Super Group 3 walkup fax and IPDS and barcode printing solutions.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
30.0	\$0.00437	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$11,804.00		
2,000 pages per month	\$12,066.00		
3,000 pages per month	\$12,328.00		
4,000 pages per month	\$12,590.00		
5,000 pages per month	\$12,852.00		

\*Base Price

### Strengths

- MarkVision network administration, management, and monitoring.
- USB convenience port for print from and scan to USB memory devices.
- Optional wireless print server, Gigabit Ethernet, 802.11g Wireless and Fiber Fast Ethernet network interfaces.
- Security provisions include SSL, SNMPv3, TCP/IP, 802.1x, IPsec, etc.
- Optional document finishing for stapling, saddle-stitch booklet-making, document hole-punch.
- Optional IPDS and barcode printing solutions.
- Standard 75-sheet DADF.
- Print on up to 110 lb. index stock.
- Color network scan to e-mail, FTP, LDSS, PC; Network TWAIN driver. Scanning is rated at 55 (B/W)/27.5 (color) opm.
- Supports a broad range of operating platforms.
- Optional Super Group 3 walkup fax.
- Supports a very wide range of operating environments--from a broad range of Microsoft Windows platforms, to Apple Macintosh, Linux, Citrix, Unix, and legacy platforms such as IBM AS/400.

### Limitations

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



### Notes

- Consumables consist of toner cartridge and photoconductor (drum), with developer included.

### Best Use

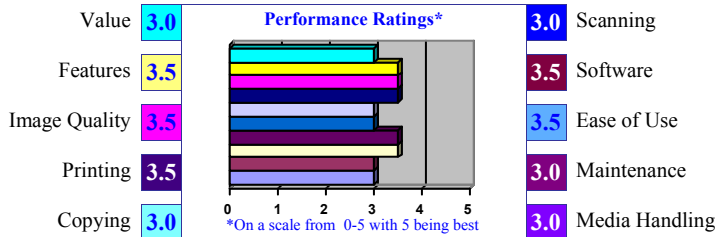
Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications. Supports a broad range of operating platforms, including legacy platforms.

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Konica Minolta</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>bizhub 361</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$9,660.00	 	
<b>Monthly Duty Cycle (pages)</b>	150,000		
<b>BW/Color Print Speed (ppm)</b>	36		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 B/W 33-39 PPM MFPs		

### Background Information

Konica Minolta introduced this B/W office MFP in September 2008; in its standard configuration, it supports copy and network scan. Customers may add the IC-207 Image Controller for network printing. The IC-207 controller includes PCL 6 and PostScript 3 printing emulations, as well as XPS (XML Page Specification) printing and is powered by a 600 MHz CPU. The bizhub 361 also supports the company's open-development platform, bizhub Extended Solution Technology (bEST), for custom integration with third-party software for advanced applications accessible at the touch screen.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
<b>32.5</b>	<b>\$0.00357</b>	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$9,874.29		
2,000 pages per month	\$10,088.57		
3,000 pages per month	\$10,302.86		
4,000 pages per month	\$10,517.14		
5,000 pages per month	\$10,731.43		

\*Base Price

### Strengths

- PageScope Suite for network and client management and monitoring, etc.
- Standard 80-sheet reversing automatic document feeder (RADF) rated at 70 opm.
- Security options include network authentication, Biometric Authentication option (reads finger-vein patterns and is used to restrict access), HID Card Reader option, account tracking, hard-drive erase (up to 7 times) and encryption, etc.
- With optional Image Panel capabilities, users can view multiple thumbnail pages on the touch screen, access and manage files stored in User Boxes (hard-drive memory).
- Optional document finishing includes stapling, saddle-stitch booklet-making, document hole-punching.
- Optional Super Group 3 walkup fax (includes PC fax).
- Optional i-Option for accessing the Web via the touch screen, and for enhanced encryption of Adobe PDFs.
- Print on up to 56 lb. bond (approximately 120 lb. index) via bypass tray.
- Scan to e-mail (supports LDAP), FTP, SMB, WebDAV, optional hard drive, Network TWAIN (HDD TWAIN) and WS-Scan.
- bizhub Send for scanning to multiple destinations in a single operation.
- USB convenience port for print from and scan to USB memory cards.
- Universal Print Driver.

### Limitations

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



### Notes

- Toner yields at 6-percent page coverage.
- Consumables' pricing and yields shown are for OEM Konica Minolta supply items ordered online via the Web.

### Best Use

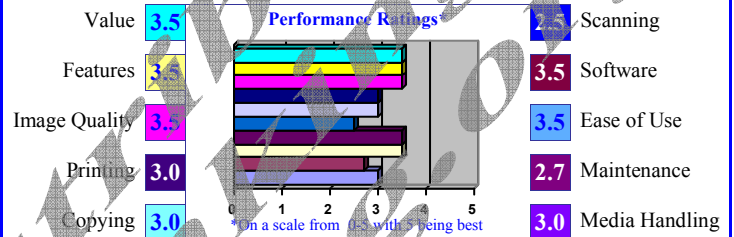
Small to mid-size offices and workgroups, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and may also benefit from advanced workflow capability.

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Konica Minolta</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>bizhub 362</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,033.00	 	
<b>Monthly Duty Cycle (pages)</b>	150,000		
<b>BW/Color Print Speed (ppm)</b>	36		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 B/W 33-39 PPM MFPs		

### Background Information

Introduced in April 2009, the next-generation bizhub 362 is similar to the bizhub 361 (both are based on a 36-ppm print engine), but the bizhub 362 is priced lower at \$8,033 versus \$9,200 for the bizhub 361. The bizhub 362 incorporates standard print/copy/scan and optional Super Group 3 walkup fax and is based on Konica Minolta's Emperon Print System. The system features Konica Minolta's tiltable touch screen/control panel for easy access for wheelchair users, and compliance with Section 508.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
<b>41.7</b>	<b>\$0.00269</b>	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$8,194.14		
2,000 pages per month	\$8,355.29		
3,000 pages per month	\$8,516.43		
4,000 pages per month	\$8,677.57		
5,000 pages per month	\$8,838.71		

\*Base Price

### Strengths

- Relatively Low cost per page of 0.4 cents.
- PageScope Suite for network and client management and monitoring, etc.
- Security provisions include account tracking, network authentication (based on Active Directory Server, NTLM V1 Server, NDS Server or built-in bizhub authentication functions), SSL, Secure Printing/Secure Batch Printing, SMTP authentication, hard-drive erase (seven times) and encryption, etc.
- Scan to e-mail (supports LDAP), FTP, optional hard drive, SMB and network HHD TWAIN. bizhub Send for scanning to multiple destinations in a single operation..
- PageScope Suite for network and client management and monitoring, etc.
- Optional document finishing includes stapling, saddle-stitch booklet-making, folding, and document hole-punch.
- Optional 40-GB hard drive.
- Print on up to 110 lb. index stock via bypass tray.
- Optional Super Group 3 walkup fax (includes IP fax and PC fax).
- Universal Print Driver.

### Limitations

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



### Notes

- Consumables' pricing and yields shown are for OEM Konica Minolta supply items ordered online via the Web.
- Optional document feeder (80-sheet reversing automatic document feeder rated at 70 opm).

### Best Use

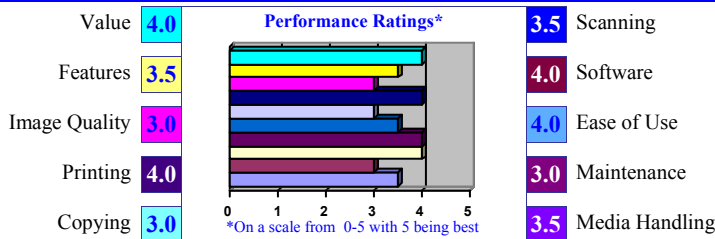
Small to mid-size offices and workgroups, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications.

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Lexmark International</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>X860de 4</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$6,279.00	 	
<b>Monthly Duty Cycle (pages)</b>	150,000		
<b>BW/Color Print Speed (ppm)</b>	35		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 B/W 33-39 PPM MFPs		

### Background Information

Introduced in October 2009, the X860de 4 is Lexmark's next-generation workgroup MFP. The new X860 Series incorporates Lexmark's Embedded Solutions Framework open-development platform for creating custom applications, such as automated scan-and-distribute workflows, and also features a faster 800 MHz CPU. The X860de 4 scored highest overall, earning BEST IN CLASS. It provides all of the features required in a workgroup MFP, as well as extensive support for alternative and legacy platforms, state-of-the-art ease of use, and workflow-customization via its open-development platform--all of this at a very affordable price point, providing exceptional value.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
<b>35.5</b>	<b>\$0.00443</b>	

Total Cost of Ownership*	Black	Color	Mixed
<b>1,000 pages per month</b>	<b>\$6,544.71</b>		
<b>2,000 pages per month</b>	<b>\$6,810.43</b>		
<b>3,000 pages per month</b>	<b>\$7,076.14</b>		
<b>4,000 pages per month</b>	<b>\$7,341.86</b>		
<b>5,000 pages per month</b>	<b>\$7,607.57</b>		

\*Base Price

### Strengths

- Lexmark's Embedded Solutions Framework open-development platform for creating custom applications, such as automated scan-and-distribute workflows, that can be accessed at the touch screen.
- USB convenience port for print from and scan to USB memory devices.
- 75-page duplexing automatic document feeder. Print on up to 58 lb. bond (120 lb. index).
- Scan to e-mail, USB memory cards, and network folders.
- Capable MarkVision Professional network-management.
- New color 9" e-TASK touch screen (may be customized for easier access to workflows)
- Lexmark's MyMFP feature enables users to save and then re-access their personal settings on a portable flash drive. Users can store and access local address books, individual copy settings, and a custom touch-screen configuration on a flash drive; when they insert their flash drive, these settings and options are then displayed on the touch screen.
- Ships with a 35,000-page-yield toner cartridge.
- Optional document finishing includes stapling, document hole-punching and saddle-stitch booklet-making.
- 80-GB hard drive; security includes IPSec, SNMPv3, 802.1x, data encryption and erase, network authentication.
- Supports a very wide range of operating environments--from a broad range of Microsoft Windows platforms, to Apple Macintosh, Linux, Citrix, Unix, and legacy platforms such as IBM AS/400.

### Limitations

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



### Notes

- Optional 2,000-sheet LCT (\$1249).

### Best Use

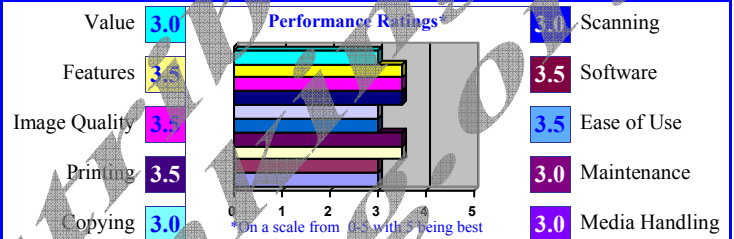
Mid-size offices and workgroups, and enterprises, that are seeking a customizable mid-volume office MFP and have monochrome print, scan and copy applications, as well as advanced workflows. Supports a broad range of operating platforms, including legacy platforms.

## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b>	<b>Océ</b>	<b>Imaging</b>	Laser
<b>Model</b>	<b>VarioLink 3622</b>	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$9,200.00	 	
<b>Monthly Duty Cycle (pages)</b>	125,000		
<b>BW/Color Print Speed (ppm)</b>	36		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 B/W 33-39 PPM MFPs		

### Background Information

Introduced in December 2008, the VarioLink 3622 provides standard copy and network scan. It may be equipped with an optional controller, as well as an option for Super Group 3 fax. The optional controller includes PCL 6 and PostScript 3 print drivers, as well as XPS (XML Page Specification) printing capability, and is powered by a 600 MHz CPU.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
<b>32.5</b>	<b>\$0.00359</b>	

Total Cost of Ownership*	Black	Color	Mixed
<b>1,000 pages per month</b>	<b>\$9,415.63</b>		
<b>2,000 pages per month</b>	<b>\$9,631.25</b>		
<b>3,000 pages per month</b>	<b>\$9,846.88</b>		
<b>4,000 pages per month</b>	<b>\$10,062.50</b>		
<b>5,000 pages per month</b>	<b>\$10,278.13</b>		

\*Base Price

### Strengths

- 80-sheet reversing automatic document feeder (RADF) rated at 70 opm.
- Security options include network authentication, Biometric Authentication option (reads finger-vein patterns and is used to restrict access), HID Card Reader option, account tracking, hard-drive erase and encryption, etc.
- Optional controller (\$1,500) provides PCL and PostScript print drivers.
- Optional document finishing includes stapling, saddle-stitch booklet-making, document hole-punch.
- Optional Super Group 3 walkup fax.
- Optional i-Option for accessing the Web via the touch screen, and for enhanced encryption of Adobe PDFs.
- Print on up to 110 lb. index stock via bypass tray.
- Scan to e-mail (supports LDAP), FTP, SMB, WebDAV, and to optional hard drive. Network TWAIN (HDD TWAIN) driver and WS-Scan.
- Scan to multiple destinations in a single operation.
- USB convenience port for print from and scan to USB memory cards.

### Limitations

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

### Notes

- Toner yield is at 6-percent page coverage.

### Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and may also benefit from advanced workflow capability.

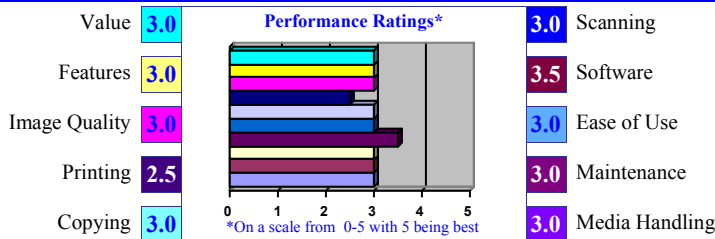
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> <b>Panasonic</b>	<b>Imaging</b> Laser
<b>Model</b> <b>DP-8035</b>	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,318.97
<b>Monthly Duty Cycle (pages)</b>	
<b>BW/Color Print Speed (ppm)</b>	35
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b>	A3 B/W 33-39 PPM MFPs



### Background Information

Panasonic's DP-8035 features standard network print, network scan, copy, and Internet fax. Standard network printing includes Panasonic Printing System for Windows (GDI printing). Also available are two controller options, one of which provides PCL printing, the other of which provides PCL and Adobe PostScript 3 printing. A standard 40-GB hard drive provides various capabilities, including concurrent copy, remote copy, as well as tandem copy capability. With tandem copy, users can link two DP-8035 systems together and virtually double print speed.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
30.0		

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month			
2,000 pages per month			
3,000 pages per month			
4,000 pages per month			
5,000 pages per month			

\*Base Price

Strengths	Limitations
<ul style="list-style-type: none"> <li>Standard 80-sheet reversing automatic document feeder (RADF) rated at 35 opm.</li> <li>Security provisions include network authentication (supports LDAP), hard-drive overwrite, memory erase, fax memory erase, etc.</li> <li>Network scan (includes scan-to-e-mail), and Document Management System desktop software for viewing and managing scanned files (send to e-mail, send via PC fax, save to network folders, annotate, etc.)</li> <li>Optional Document Distribution System Server software provides advanced network scanning and document-routing capabilities.</li> <li>Optional document finishing includes stapling, saddle-stitch booklet making, document hole-punch.</li> <li>Standard 40-GB hard drive provides tandem copy (link two systems together to split jobs and virtually double print speed), remote copy, secure print, etc.</li> <li>Optional Super Group 3 fax.</li> </ul>	<p>Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.</p>

**Best Use**  
Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and may also benefit from advanced scanning capability.

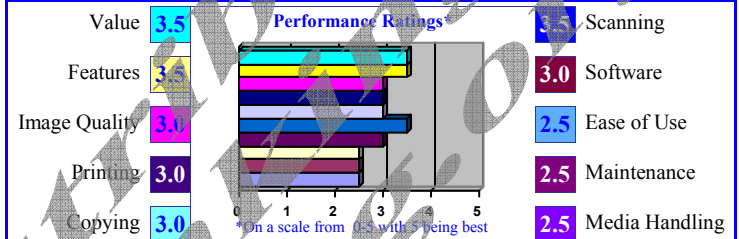
## Wirth Consulting - Office ©Head2Head Comparison

<b>Make</b> <b>Ricoh</b>	<b>Imaging</b> Laser
<b>Model</b> <b>Aficio MP 3350SP</b>	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,805.00
<b>Monthly Duty Cycle (pages)</b>	100,000
<b>BW/Color Print Speed (ppm)</b>	33
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b>	A3 B/W 33-39 PPM MFPs



### Background Information

Ricoh introduced the MP-3350 series in March 2008, and it's available in several different configurations. The MFP 3350B is a copier-only system. The SP configuration includes network print/network scan/copy, while the SPT configuration adds walk-up fax to the SP configuration. The systems support Ricoh's Embedded Software Architecture, a Java (J2ME) compatible software development platform for creating custom applications. Of note is an optional Gigabit Ethernet network interface in addition to the standard 10/100BaseTX Ethernet network interface.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
30.0	\$0.00264	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$8,963.18		
2,000 pages per month	\$9,121.36		
3,000 pages per month	\$9,279.55		
4,000 pages per month	\$9,437.73		
5,000 pages per month	\$9,595.91		

\*Base Price

Strengths	Limitations
<ul style="list-style-type: none"> <li>Supports Ricoh's Embedded Software Architecture, a Java (J2ME) compatible software development platform for creating custom applications.</li> <li>Color scan to e-mail (supports up to 5 LDAP servers), folder, URL, and hard-drive memory. Network TWAIN scan driver also included.</li> <li>Security provisions include network authentication with Kerberos; unauthorized copy controls; hard-drive encryption and overwrite; encryption of PDFs during file transmission; IPsec, SSL, SNMP v3, etc.</li> <li>Optional document finishing includes stapling, saddle-stitch booklet making, document hole-punching.</li> <li>SmartDeviceMonitor, Web Image Monitor for network management. Hewlett-Packard LaserJet-compatible.</li> <li>Optional 40-GB hard drive, Gigabit Ethernet network interface and Adobe PostScript print driver.</li> </ul>	<p>Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.</p>

**Best Use**  
Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and who may also require advanced workflow capability.

## Wirth Consulting - Office ©Head2Head Comparison

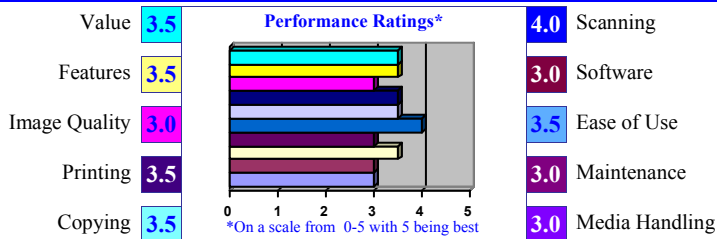
<b>Make</b> Sharp	<b>Imaging</b> Laser
<b>Model</b> MX-M363N	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$9,990.00
<b>Monthly Duty Cycle (pages)</b>	
<b>BW/Color Print Speed (ppm)</b>	36
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b> A3 B/W 33-39 PPM MFPs	

Well Worth Consideration!



### Background Information

As part of Sharp's Frontier Series, Sharp launched this system earlier in 2009 as part of its MX-M503/M453/M258 family, which feature a number of enhancements. "N" models in particular feature a standard retractable keyboard, 8.5" high-resolution color touch screen, standard 100-sheet dual-head automatic document feeder (automatically scans both sides of a two-sided original in a single pass), and 1,200 x 1,200 dpi color scanning.



**Total Ratings Score**

33.5

**Black Consumables Cost Per Page**

**Color Consumables Cost Per Page**

**Total Cost of Ownership\*** Black Color Mixed

- 1,000 pages per month
- 2,000 pages per month
- 3,000 pages per month
- 4,000 pages per month
- 5,000 pages per month

\*Base Price

### Strengths

- 100-sheet, 70-opm automatic document automatically scans both sides of a two-sided original in a single pass.
- USB convenience port for print from and scan to USB memory devices.
- Color scan to FTP, e-mail (supports LDAP), desktop, Internet fax, network folder, fax.
- With Send to Group, users can scan and send a mixed-group broadcast to e-mail, fax and Internet fax destinations.
- With ImageSend, users can scan and send documents to up to seven different destinations in a single operation.
- Preview scanned images and files stored in hard-drive memory on the touch screen.
- Supports Sharp's OSA platform for creating custom applications accessible from the touch screen (supports XML and SOAP standards). OSA supports integration of Web-based HTML, JAVA and flash clips for integrating moving video on the touch screen.
- Document stored in hard-drive memory may also be accessed and printed via the system's embedded Web page at the user's computer workstation.
- Sharp Administration Utility Suite for network management.
- Security provisions include hard-drive erase and encryption (encrypt data up to 7 times), network authentication, IPsec, SSL Encryption, etc.
- Optional Super Group 3 fax and Internet fax.
- Optional Remote Front Panel software (operate touch screen/control panel from computer workstation).

### Limitations

- The vendor of this device did not respond to requests to review this report. Consequently, because pricing and page yields were not confirmed, consumables cost per page cannot be confirmed.

### Notes

- Sharp does not publish consumables' pricing.
- Optional PostScript 3 and XP print drivers.
- Optional document finishing includes stapling, saddle-stitch booklet making, and document hole-punching.

### Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and who may also require advanced workflow capability.

## Wirth Consulting - Office ©Head2Head Comparison

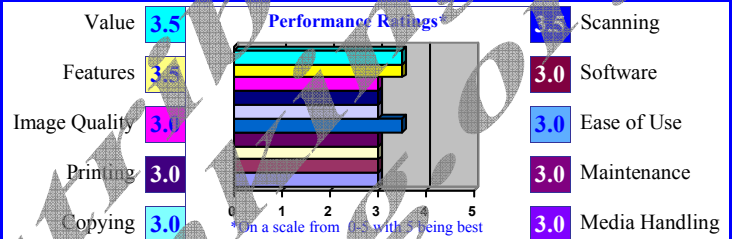
<b>Make</b> Toshiba	<b>Imaging</b> Laser
<b>Model</b> e-STUDIO355	<b>Functions</b> Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,625.00
<b>Monthly Duty Cycle (pages)</b>	125,000
<b>BW/Color Print Speed (ppm)</b>	35
<b>Max Media Width (inches)</b>	11.00
<b>Classification</b> A3 B/W 33-39 PPM MFPs	

Worth Consideration!



### Background Information

Introduced in June 2009, the e-STUDIO355 is designed for small and mid-size workgroups and offices, and features standard network print, copy, and color network scan. An Advanced Scanning option provides routing directly to Microsoft Word and Excel applications, as well as the ability to create searchable Adobe PDF files, the latter of which makes locating stored PDFs easier.



**Total Ratings Score**

41.5

**Black Consumables Cost Per Page**

**Color Consumables Cost Per Page**

**Total Cost of Ownership\*** Black Color Mixed

- 1,000 pages per month
- 2,000 pages per month
- 3,000 pages per month
- 4,000 pages per month
- 5,000 pages per month

\*Base Price

### Strengths

- TopAccess network management.
- Color network scan (includes scan to e-mail).
- USB convenience port for print from and scan to USB memory cards.
- Tiltable 8.5" color touch screen.
- Print on up to 110 lb. index via bypass.
- Add paper while the system is operating.
- Optional Super Group 3 walkup fax, Internet fax, and PC LAN fax.
- Optional document finishing includes staple, saddle-stitch booklet making, and document hole punch.
- Optional wireless LAN adapter, Bluetooth, IPsec Enabler and Advanced Scanning (scan to Microsoft Word and Excel, and create searchable Adobe PDFs).
- Open Development Platform for creating custom applications.

### Limitations

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

### Notes

- Pricing cannot be obtained for consumables, so consumables' cost per page cannot be calculated.

### Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications.

# Wirth Consulting - Office ©Head2Head Comparison

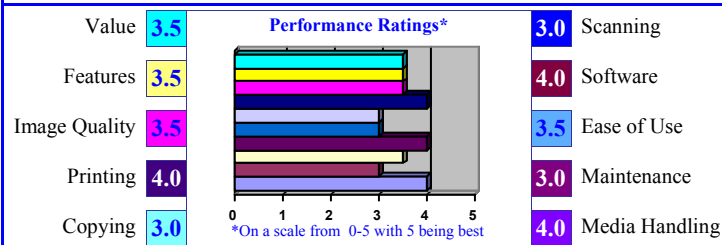
<b>Make</b>	Xerox	<b>Imaging</b>	Laser
<b>Model</b>	WorkCentre 5638	<b>Functions</b>	Print/Copy/Scan/Fax
<b>Base Price</b>	\$8,099.00		
<b>Monthly Duty Cycle (pages)</b>	150,000		
<b>BW/Color Print Speed (ppm)</b>	38		
<b>Max Media Width (inches)</b>	11.00		
<b>Classification</b>	A3 B/W 33-39 PPM MFPs		

Well Worth Consideration!



## Background Information

Xerox's WorkCentre 5638 incorporates a 1.2 GHz CPU and supports the company's open-development Extensible Interface Platform (EIP), the latter of which provides for creating customized touch-screen displays and applications. One such application, for instance, would be creation of a digital repository for files, enabling users to easily browse among stored files and print them as needed. Document-finishing include the usual stapling, saddle-stitch booklet-making and document hole-punch, but also include V/C/Z-folding and post-process sheet insertion.



Total Ratings Score	Black Consumables Cost Per Page	Color Consumables Cost Per Page
35.0	\$0.00359	

Total Cost of Ownership*	Black	Color	Mixed
1,000 pages per month	\$8,314.63		
2,000 pages per month	\$8,530.25		
3,000 pages per month	\$8,745.88		
4,000 pages per month	\$8,961.50		
5,000 pages per month	\$9,177.13		

\*Base Price

Strengths	Limitations
<ul style="list-style-type: none"> <li>•75-sheet duplexing automatic document feeder rated at 60 opm.</li> <li>•Scan to e-mail (Notes/Exchange; supports LDAP), scan to home, network server/directory, hard drive, and to Windows XP client via WIA or TWAIN drivers. Scan templates are also provided.</li> <li>•Optional SMARTSend document-routing software, and optional Scan to PC Desktop Workgroup software for document management, archiving, and organization and for OCR.</li> <li>•Extensive optional document finishing includes staple, saddle-stitch booklet making, document hole-punch, V/Z/C-folding, and post-process inserting.</li> <li>•Print on up to 110 lb. index stock via two standard paper drawers; print on up to 80 lb. cover via bypass tray.</li> <li>•Mobile Express print driver (automatically locate Xerox and non-Xerox devices, eliminating having to install multiple print drivers). Global print driver (enables IT to qualify, deploy and manage all print devices on the network using a single driver).</li> <li>•Optional Copier Assistant Software (operate touch screen/control panel from a computer workstation).</li> <li>•Optional Super Group 3 walkup fax, LAN fax, Internet fax.</li> </ul>	<p>Wirth Consulting has determined that this device does not have any notable limitations and should provide good functionality.</p>
	Notes
	<ul style="list-style-type: none"> <li>•Consumables' pricing and yields shown are for OEM Xerox supply items ordered online via the Web. Toner yield is at 6 percent.</li> <li>•Standard 10/100/1000BaseT network interface, plus 10Base/2, Token Ring and wireless Ethernet via adapters.</li> </ul>

## Best Use

Small to mid-size offices and workgroups, and enterprises, that are seeking a customizable small- to mid-volume office MFP and have monochrome print, scan and copy applications, and who may also require advanced workflow capability. Also suitable for light production with its ability to print on up to 80 lb. cover (120 lb. index) and optional advanced document finishing.