

# Wirth Consulting

## B2B Digital Imaging Product Evaluation

Monday, October 05, 2009 3:13:31 PM

# WYSK

"What You Should Know"

<b>Make</b>	Canon	<b>Model</b>	imageCLASS MF4370DN
<b>Functions</b>	Print/Copy/Scan/Fax	<b>Imaging Technology</b>	Laser
<b>Classification</b>	B/W Duplex MFPs Under \$500		



The imageCLASS MF4370dn provides Microsoft Windows GDI network printing, copying, and TWAIN scanning, as well as Super Group 3 walkup fax and PC fax. It is essentially the same as the imageCLASS MF4350dn, except that the MF4350dn does not have the MF4370dn's standard networking capability. Canon provides software for organizing and managing scanned files and for optical character recognition (OCR). Optional wireless printer server (\$99.99)



## Specifications

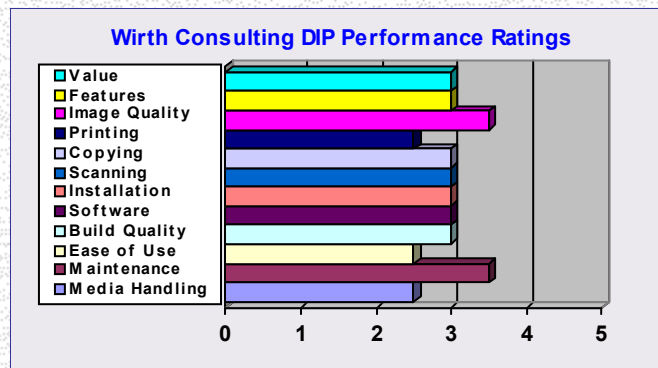
Monthly Duty Cycle	7,500	Max Media Width (inches)	8.5	215.90	mm	Price	\$299.99	€214.91
BW/Color Print Speed (PPM)	23	Max Media Length (inches)	14.0	355.60	mm	Duplex		
Max. Print Resolution (DPI)	600x600	Max Media Wt. (bond, lbs.)	43.0	145.13	gsm	Print		
Standard Memory (MB)		Height (inches)	17.00	431.80	mm	Network		
Std Media Capacity (sheets)	250	Width (inches)	15.00	381.00	mm	Scan		
Max Media Capacity (sheets)	250	Depth (inches)	21.00	533.40	mm	Doc Feeder		
Power Consumption (watts)	630W	Weight (pounds)	27.60	12.52	kg	Full System	<b>\$299.99</b>	<b>€214.91</b>

## Feature Checklist

<b>Value Add</b>	<b>Print</b>	<b>Scan</b>	<b>Copy</b>
USB Convenience Port <input checked="" type="checkbox"/>	Duplex Printing <input checked="" type="checkbox"/>	Color Scanning <input checked="" type="checkbox"/>	Duplex Document Feeder <input checked="" type="checkbox"/>
Scanner <input checked="" type="checkbox"/>	Network Printing <input checked="" type="checkbox"/>	Network Scanning <input type="checkbox"/>	<b>Ease of Use</b>
Walk-Up Fax <input checked="" type="checkbox"/>	Microsoft Windows <input checked="" type="checkbox"/>	<b>Software</b>	Graphic Display <input type="checkbox"/>
LAN Fax <input type="checkbox"/>	Apple Mac <input checked="" type="checkbox"/>	Desktop Software <input checked="" type="checkbox"/>	Touch Screen <input type="checkbox"/>
<b>Image Quality</b>	Linux <input type="checkbox"/>	Web Utilities <input checked="" type="checkbox"/>	Navigation Keys <input checked="" type="checkbox"/>
BW Office IQ <input checked="" type="checkbox"/>	GDI Printing <input checked="" type="checkbox"/>	<b>Media Handling</b>	<b>Maintenance</b>
Color Office IQ <input type="checkbox"/>	PCL <input type="checkbox"/>	Feeds Index Stock <input type="checkbox"/>	All-in-One Toner Cartridge <input checked="" type="checkbox"/>
Professional IQ <input type="checkbox"/>	PostScript <input type="checkbox"/>	Max Weight from all Sources <input type="checkbox"/>	<b>Finishing</b>
Photographic IQ <input type="checkbox"/>	Adobe PostScript <input type="checkbox"/>	Holds Full Ream of Media <input type="checkbox"/>	Finishing <input type="checkbox"/>

## Wirth Consulting Ratings\* \*On a scale of 0-5, with 5 being the best

Value	<b>3.0</b>
Features	<b>3.0</b>
Image Quality	<b>3.5</b>
Printing	<b>2.5</b>
Copying	<b>3.0</b>
Scanning	<b>3.0</b>



<b>3.0</b>	Installation
<b>3.0</b>	Software
<b>3.0</b>	Build Quality
<b>2.5</b>	Ease of Use
<b>3.5</b>	Maintenance
<b>2.5</b>	Media Handling

## Ratings Scoreboard\* \*Highest possible scores: Overall, 60; Copier, 45; Printer, 50; Scanner, 40; Usability, 25

<b>Overall Score</b>	<b>35.5</b>	<b>Copier Score</b>	<b>27.0</b>	<b>Printer Score</b>	<b>29.5</b>	<b>Scanner Score</b>	<b>24.0</b>	<b>Usability Score</b>	<b>15.0</b>
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# Wirth Consulting

## B2B Digital Imaging Product Evaluation

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Make **Canon**

Model **imageCLASS MF4370DN** Classification **B/W Duplex MFPs Under \$500**

### Consumables Pricing and Yields\* \*All supply yields are based on an original area coverage of 5% per color

Black Ink/Toner Price	<input type="text" value="\$75.00"/>	Magenta Ink/Toner Yield (pages)	<input type="text"/>	Maintenance Kit Price	<input type="text"/>
Black Ink/Toner Yield	<input type="text" value="2,000"/>	Yellow Ink/Toner Price	<input type="text"/>	Maintenance Kit Yield	<input type="text"/>
Cyan Ink/Toner Price	<input type="text"/>	Yellow Ink/Toner Yield	<input type="text"/>	Other Type	<input type="text"/>
Cyan Ink/Toner Yield	<input type="text"/>	Multicolor Ink Price	<input type="text"/>	Other Price	<input type="text"/>
Magenta Ink/Toner Price	<input type="text"/>	Multicolor Ink Yield	<input type="text"/>	Other Yield	<input type="text"/>
Black Consumables Cost per Page		<input type="text" value="\$0.0375"/>	Color Consumables Cost per Page		<input type="text"/>

### Total Cost Per Page\*

### Total Cost of Ownership\*\*

\*Cost Per Page and \*\*Total Cost of Ownership include the purchase price depreciated over a five-year period. \*\*\*Mixed=Based on print usage of 66% Black and 33% Color

Monthly Volume	Black CPP	Color CPP	Monthly Volume	Black TCO	Color TCO	***Mixed TCO
50 pages	<b>\$0.137</b>		50 pages	<b>\$412.49</b>		
100 pages	<b>\$0.087</b>		100 pages	<b>\$524.99</b>		
250 pages	<b>\$0.057</b>		250 pages	<b>\$862.49</b>		
500 pages	<b>\$0.047</b>		500 pages	<b>\$1,424.99</b>		
1,000 pages	<b>\$0.042</b>		1,000 pages	<b>\$2,549.99</b>		
2,000 pages	<b>\$0.040</b>		2,000 pages	<b>\$4,799.99</b>		
3,000 pages	<b>\$0.039</b>		3,000 pages	<b>\$7,049.99</b>		
4,000 pages	<b>\$0.039</b>		4,000 pages	<b>\$9,299.99</b>		
5,000 pages	<b>\$0.038</b>		5,000 pages	<b>\$11,549.99</b>		

### Wirth Consulting Commentary

#### Strengths

- Standard Ethernet network interface.
- NetSPOT Device Installer software for device installation and Remote UI (User Interface) for managing the system on the network.
- 35-sheet duplexing automatic document feeder.
- ScanSoft Omnipage SE (and NewSoft Presto!PageManager (Apple Macintosh) for managing scanned documents and for OCR.
- All-in-one toner cartridge (no separate drum to replace).
- Super Group 3 fax and PC fax.
- Optional wireless printer server (\$99.99).

#### Limitations

- Utilizes Microsoft Windows GDI printing: 1) system utilizes the host computer workstation's processing power to process jobs), 2) PCL and PostScript print drivers not available.
- Relatively high consumables' cost per page and TCO (Total Cost of Ownership).

#### Notes

#### Best Use

For sharing on networks in small and mid-size offices, and in home offices, for network print, copy, scan and fax.