

# What You Should Know

## Office Digital Imaging Product Evaluation

Wednesday, January 06, 2010 2:02:29 PM

# Lexmark

## X463de

A4 B/W 40-49 PPM MFPs  
Lexmark Web Site and Authorized Dealers



### Product Introduction



Introduced in April 2009, this A4 office MFP is available in several configurations. The X463de (\$999) includes network print, copy and color network scan. The X464de (\$1,199) adds Super Group 3 walk-up fax, while the X466de (\$1,499) adds additional memory, Lexmark's Embedded Solutions Framework (ESF) open-development platform, and 80-GB hard drive. The X466dwe (\$1,599) adds wireless network connectivity to the X466de. The systems also feature Lexmark's Rapid Fuser Technology for lower energy consumption and faster warm-up. Note that optional document finishing is not available. The following report is for the X436de.

### Key Specifications and Pricing

Functions	Print/Copy/Scan/Fax	Std Media Capacity (sheets)	300	Price	\$999.00	€715.68	
Imaging Technology	Laser	Max Media Capacity (sheets)	850	Duplex	\$0.00	€0.00	
Monthly Duty Cycle (pages)	80,000	Max Media Sources	3	Print	\$0.00	€0.00	
BW/Color Print Speed (PPM)	40	Max Media Width (inches/mm)	8.5	215.9	Network	\$0.00	€0.00
Max Print Resolution (DPI)	1200x1200	Max Media Length (inches/mm)	14.0	355.6	Scan	\$0.00	€0.00
Std Printer Memory (MB)	128	Max Media Wt. (bond, lbs./gsm)	47.0	158.6	Doc Feeder	\$0.00	€0.00
Max Printer Memory (MB)	640	Height (inches/mm)	20.90	530.86	Media Trays	550-sheet drawer	
Hard Drive (GB)	Optional 80 GB	Width (inches/mm)	19.20	487.68	Price	\$199.00	€142.56
Hard Drive Overwrite	Yes	Depth (inches/mm)	17.20	436.88	LCT	\$0.00	€0.00
Ethernet Network Interface	10/100/1000BaseT	Weight (pounds/kg)	50.0	22.7	Finisher	None	
User Authentication	Yes	Power Consumption (watts)	N/A		Price	\$0.00	€0.00

### Feature Analysis, Ratings (from 0-5, with 5 being best) and Composite Scores

<b>Value</b>	<b>2.5</b>	<b>Copying</b>	<b>2.5</b>	<b>Scanning</b>	<b>2.5</b>	<b>Printing</b>	<b>3.5</b>	
Overall Score	27.5	Copier Score	19.0	Scanner Score	16.5	Printer Score	22.5	
Full System Price	\$999.00	Duplex Document Feeder	<input checked="" type="checkbox"/>	Color Scanning	<input checked="" type="checkbox"/>	Print Processor (MHz)	500	
Black Cost per Page	\$0.0194	Touch Screen	<input checked="" type="checkbox"/>	Network Scanning	<input checked="" type="checkbox"/>	Maximum Memory (MB)	640	
Color Cost per Page		Hard Drive	<input type="checkbox"/>	Open Platform	<input type="checkbox"/>	BW/Color Print Speed	40	
Black TCO* (5k/mo)	\$6,813.90	<div style="text-align: center;"> <b>Wirth Consulting Performance Ratings</b>                      (from 0-5, with 5 being best)                 </div>						Windows <input checked="" type="checkbox"/> Linux <input checked="" type="checkbox"/>
Color TCO* (5k/mo)								Apple Mac <input checked="" type="checkbox"/> PCL <input checked="" type="checkbox"/>
Mixed** TCO* (5k/mo)								GDI Printing <input type="checkbox"/> PostScript <input checked="" type="checkbox"/>
*Base Price; **67% BW and 33% Color								
<b>Features</b>	<b>3.0</b>	<b>Image Quality</b>	<b>2.5</b>	<b>Printing</b>	<b>3.5</b>	<b>Image Quality</b>	<b>2.5</b>	
USB Convenience Port	<input checked="" type="checkbox"/>	Imaging Technology	Laser	Max. Resolution	1200x1200	BW Office IQ	<input checked="" type="checkbox"/>	
Scanner	<input checked="" type="checkbox"/>	Color Office IQ	<input type="checkbox"/>	Professional IQ	<input type="checkbox"/>	Photographic IQ	<input type="checkbox"/>	
Walk-Up Fax	<input type="checkbox"/>							
LAN Fax	<input type="checkbox"/>							
Duplex Printing	<input checked="" type="checkbox"/>							
Network Printing	<input checked="" type="checkbox"/>							
<b>Media Handling</b>	<b>2.5</b>	<b>Maintenance</b>	<b>2.5</b>	<b>Software</b>	<b>2.5</b>	<b>Ease of Use</b>	<b>3.5</b>	
Max Media Sources	3	Black Page Yield	15,000	Desktop Software	<input checked="" type="checkbox"/>	Usability Score	8.5	
Max Wt. (bond, lbs.)	47.0	All-in-One Toner Cartridge	<input type="checkbox"/>	Web Utilities	<input checked="" type="checkbox"/>	Graphic Display	<input type="checkbox"/>	
Feeds 110-lb. Index Stock	<input type="checkbox"/>	Holds Full Ream of Media	<input checked="" type="checkbox"/>	Adobe PostScript	<input type="checkbox"/>	Touch Screen	<input checked="" type="checkbox"/>	
Max Weight from all Sources	<input type="checkbox"/>			Open Platform	<input type="checkbox"/>	Navigation Keys	<input type="checkbox"/>	
Finishing	<input type="checkbox"/>					Holds Full Ream of Media	<input checked="" type="checkbox"/>	

## Consumables Pricing and Yields

\*Based on an original area coverage of 5% per color. \*\*Yield in pages

Consumable	Price	Yield**	Dev Price	Dev Yield**	Drum Price	Drum Yield**
Black Ink/Toner	\$252.00	15,000			\$26.99	30,000
Cyan Ink/Toner						
Magenta Ink/Toner						
Yellow Ink/Toner						
Multicolor Ink						
Other Type						
Other						
Maintenance Kit	\$202.00	120,000				

**Lexmark**

**X463de**



A4 B/W 40-49 PPM MFPs

## Supply Cost Per Page and Total Cost of Ownership\*

\*CPP and TCO include the base price depreciated over a five-year period (not including service) \*\*Based on 66% Black/33% Color

Monthly Volume	Black CPP	Color CPP	Black TCO	Color TCO	Mixed TCO**
50 pages	\$0.352		\$1,052.10		
100 pages	\$0.186		\$1,105.20		
250 pages	\$0.086		\$1,264.50		
500 pages	\$0.053		\$1,529.99		
1,000 pages	\$0.036		\$2,060.98		
2,000 pages	\$0.028		\$3,324.96		
3,000 pages	\$0.025		\$4,487.94		
4,000 pages	\$0.024		\$5,650.92		
5,000 pages	\$0.023		\$6,813.90		

## Consumables CPP

(Based on an original area coverage of 5% per color)

Black Cost Per Page
Black Consumables Cost per Page
<b>\$0.0194</b>
Color Cost Per Page
Color Consumables Cost per Page

### Strengths

- Print from and scan to USB memory drives. 50-sheet duplexing automatic document feeder.
  - Color scan to e-mail, network folders (requires 256 MB of memory), and USB memory drives.
  - Optional 80-GB hard drive enables Lexmark's Embedded Solutions Framework (ESF) open-development platform for creating custom applications accessible at the touch screen
  - PCL 5e, PCL 6 and PostScript 3 print drivers, as well as Personal Printer Data Stream (PPDS), XHTML, PDF 1.6, Direct Image, and Microsoft XPS XML
  - MyMFP enables users to save and re-access personal touch-screen settings and local address books on a memory drive. With Remote Copy, scan an original in color, and print it in color on a networked Lexmark color printer or MFP.
  - With Lexmark's Universal Print Driver, deploy only one print driver for printing to all networked Lexmark MFPs and printers.
  - Capable MarkVision Professional for device management over the network and for remote monitoring.
  - With Job Waiting, jobs continue to print even though one job may lack the resources to be printed (such as an installed paper size or type), preventing job back-ups.
  - Security: IPSec, SNMPv3, 802.11x, net. authentication, encryption, hard-drive erasing.
- OPTIONS: 80-GB Hard Drive (\$N/A); Super Group 3 Fax Card (\$421); Wireless 802.11n (\$544); Wireless 802.11b/g (\$169); Fiber Ethernet (\$605); IPDS & SCS/Tne Card (\$465); PrintCryption Card (\$249); Forms & Bar Code Card (\$419); 250/550-Sheet Media Drawer (\$163/\$252); 128/256/512 MB SDRAM (\$724/\$749/\$899).

### Limitations

- Relatively lower standard and optional media capacity.
- No document finishing available.
- Relatively higher Cost Per Page (CPP)..

### Notes

- Pricing for toner and drum is manufacturer's list price. All other consumables' pricing is obtained from Web sources and is not list pricing.
- ADF Maintenance Kit (120,000 ADF scans - \$60 ).

### Best Use

Offices and mid to large-size workgroups, and enterprises, that require a manageable (via MarkVision) office MFP and have primarily A4 (letter- or legal-size paper) B/W print, copy, fax, and color scan applications, and who may also require Lexmark's extensive support for alternative/legacy platforms, but who do not require document finishing.