

Wirth Consulting

B2B Digital Imaging Product Evaluation

Tuesday, October 06, 2009 1:42:29 PM

WYSK

"What You Should Know"

Make	Xerox	Model	WorkCentre 3220/DN
Functions	Print/Copy/Scan/Fax	Imaging Technology	Laser
Classification	B/W Duplex MFPs Under \$500		

The WorkCentre 3220/DN features a 50-sheet duplexing automatic document feeder, 10/100Base-TX Ethernet network interface, and USB convenience port for print from and scan to USB memory cards. It also features an Adobe PostScript print driver, which is usually not provided in this segment.



Specifications

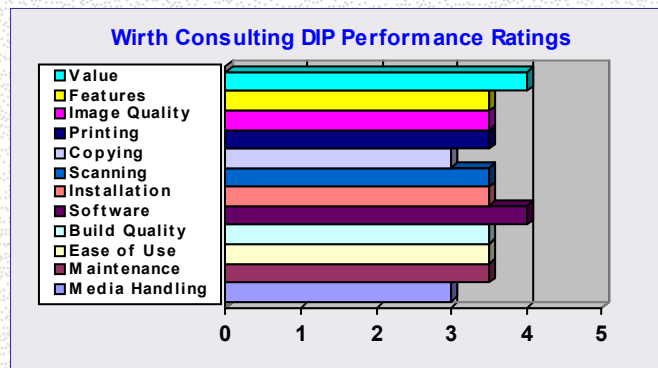
Monthly Duty Cycle	50,000	Max Media Width (inches)	8.5	215.90	mm	Price	\$499.00	€357.48
BW/Color Print Speed (PPM)	30	Max Media Length (inches)	14.0	355.60	mm	Duplex		
Max. Print Resolution (DPI)	1200x1200	Max Media Wt. (bond, lbs.)	43.0	145.13	gsm	Print		
Standard Memory (MB)	128.00	Height (inches)	15.60	396.24	mm	Network		
Std Media Capacity (sheets)	251	Width (inches)	17.50	444.50	mm	Scan		
Max Media Capacity (sheets)	501	Depth (inches)	16.20	411.48	mm	Doc Feeder		
Power Consumption (watts)	450	Weight (pounds)	30.73	13.94	kg	Full System	\$499.00	€357.48

Feature Checklist

Value Add	Print	Scan	Copy
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 checked="" type="checkbox"/>	Ease of Use
Walk-Up Fax <input checked="" type="checkbox"/>	Microsoft Windows <input checked="" type="checkbox"/>	Software	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"/>
Image Quality	Linux <input checked="" type="checkbox"/>	Web Utilities <input checked="" type="checkbox"/>	Navigation Keys <input checked="" type="checkbox"/>
BW Office IQ <input checked="" type="checkbox"/>	GDI Printing <input type="checkbox"/>	Media Handling	Maintenance
Color Office IQ <input type="checkbox"/>	PCL <input checked="" 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"/>	Finishing
Photographic IQ <input type="checkbox"/>	Adobe PostScript <input checked="" 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	4.0
Features	3.5
Image Quality	3.5
Printing	3.5
Copying	3.0
Scanning	3.5



3.5	Installation
4.0	Software
3.5	Build Quality
3.5	Ease of Use
3.5	Maintenance
3.0	Media Handling

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

Overall Score	42.0	Copier Score	31.0	Printer Score	35.5	Scanner Score	29.0	Usability Score	18.0
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Make **Xerox**

Model **WorkCentre 3220/DN**

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	\$95.99	Magenta Ink/Toner Yield (pages)		Maintenance Kit Price	
Black Ink/Toner Yield	4,100	Yellow Ink/Toner Price		Maintenance Kit Yield	
Cyan Ink/Toner Price		Yellow Ink/Toner Yield		Other Type	
Cyan Ink/Toner Yield		Multicolor Ink Price		Other Price	
Magenta Ink/Toner Price		Multicolor Ink Yield		Other Yield	
Black Consumables Cost per Page		\$0.0234	Color Consumables Cost per Page		

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	\$0.190		50 pages	\$569.24		
100 pages	\$0.107		100 pages	\$639.47		
250 pages	\$0.057		250 pages	\$850.18		
500 pages	\$0.040		500 pages	\$1,201.37		
1,000 pages	\$0.032		1,000 pages	\$1,903.73		
2,000 pages	\$0.028		2,000 pages	\$3,308.46		
3,000 pages	\$0.026		3,000 pages	\$4,713.20		
4,000 pages	\$0.025		4,000 pages	\$6,117.93		
5,000 pages	\$0.025		5,000 pages	\$7,522.66		

Wirth Consulting Commentary

Strengths

- Standard 10/100Base-TX Ethernet network interface.
- Low consumables' cost per page and TCO (Total Cost of Ownership).
- Scan to PC, USB convenience port, and e-mail, and TWAIN/WIA scan drivers.
- Scan to PC Desktop SE software for managing scanned documents.
- USB convenience port for print from and scan to USB memory cards.
- Capable CentreWare Internet Services network management.
- Supports Microsoft Windows, Apple Macintosh and Linux environments.

Limitations

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

Notes

- Optional 256 memory (\$599), 250-sheet paper drawer (\$149), and Wireless 802.aa b/g interface (\$219).

Best Use

For sharing on Microsoft Windows networks in small and mid-size offices, and even some enterprise use, for network print, copy, scan and fax and for more robust workloads.