

Xerox Phaser® 6350 vs. HP color LaserJet 4700

Discover why the Phaser 6350 is the best choice.

- Greater value
- Faster performance
- Easier to install, use, and maintain
- Smaller and easier to fit into any size office
- Higher duty cycle
- Xerox Total Satisfaction Guarantee



	Phaser 6350	HP LaserJet 4700
Get far more for less Each Phaser 6350 configuration delivers higher performance, superior features, and lower total cost of ownership (based on high capacity consumables pricing) than its comparable LaserJet 4700 configuration.	----- 6350DP: \$1,599* 6350DT: \$2,349* 6350DX: \$2,949* Low Price!	4700n: \$1,999* 4700dn: \$2,499* 4700dtn: \$3,399* 4700ph+: \$4,999*
Faster performance Faster engine speed, quicker FPOT, more powerful processor, more memory, and smarter controllers equals dramatically better real-world performance.	Up to 36 ppm As fast as 10 second FPOT 800 MHz processor 256 MB to 1 GB RAM Faster!	Up to 31 ppm Less than 10 second FPOT 533 MHz processor 160 MB to 544 MB RAM
Get your documents faster - First page out time from Powersaver overnight (as fast as) - One-page B/W e-mail - One-page color chart - Two-page flyer - Complex graphic file 24-page business document Note: HP's stated FPOT of less than 10 seconds was unattainable. HP also states a FPOT of 16.5 seconds during Powersaver...but this can only be achieved when the HP first enters Powersaver.**	30 seconds 10 seconds 10 seconds 12 seconds 58 seconds 46 seconds Faster!	1:27 seconds 16 seconds 18 seconds 21 seconds 1:43 seconds 1:03 seconds
Print cartridges are easier to find and replace HP requires three doors to be opened just to see the supplies.	3 steps	7 steps Only one inch from transfer belt
Easy driver installation - The Phaser installation is intelligent and largely automated - The HP 4700 driver installation process has 10 steps, or decisions, which can cause confusion and waste valuable time (it doesn't even detect the printer configuration). Plus, it requires you to reboot your computer.	Install Time: 2 minutes 4 Steps!	Install Time: 8 minutes 14 Steps
More robust and intuitive display - The Phaser 6350's front panel display shows printing status information such as who's job it is, document name, and current page printing (e.g., "Printing Page 5 of 7.") - HP's front panel display only shows "Printing."	6-line display complete with animated graphics	4-line display with no animated graphics
Higher print resolution	2400 dpi	600 dpi
Higher maximum duty cycle Higher duty cycle translates into greater reliability over time.	120,000 pages per month	100,000 pages per month

*All prices are U.S. ERP. Reseller prices may vary. Xerox prices are shown after \$200 rebate.

**Times based on 6350DX and 4700ph+ test results using default driver and print settings.

(see over)

Other Xerox Phaser 6350 Advantages

CLEARLY THE BETTER VALUE

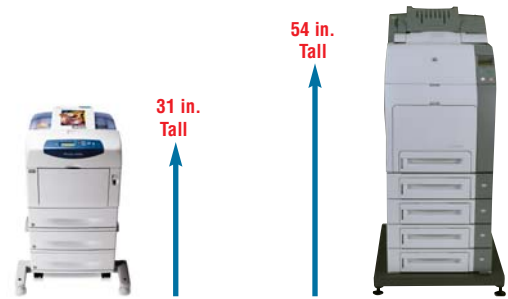
Phaser 6350 vs. HP color LaserJet 4700

- Much lower purchase price
- 5 ppm faster
- Faster first-page-out time (tested)
- Faster processor
- More standard memory
- Higher duty cycle

Additional potential LaserJet 4700 costs

- The HP 4700's integrated toner/imaging unit may increase the printing cost. When the imaging unit runs out, you could be throwing away unused toner.
- The Phaser 6350 has 4 toner cartridges that are separated from a single imaging drum — maximizing the life of each consumable

MUCH SMALLER AND MORE MOBILE UNIT



Phaser 6350DX vs. HP LaserJet 4700ph+

- 23 inches shorter
- 121 pounds lighter
- Easily moved by one person
- Over 7 inches wider, 5 inches deeper and 23 inches taller
- 121 pounds heavier
- Big and unwieldy, the 4700ph+ is hard to move around and place in the office

EASILY FIND AND REPLACE CONSUMABLES

Phaser 6350



Steps 1-3

1. Remove frosted cover
2. Change toner cartridges
3. Replace frosted cover



HP LaserJet 4700



Find the consumables...

Steps 1-7

1. Open top door
2. Open bottom door
3. Open transport belt assembly
4. Replace toner
5. Close transport belt assembly
6. Close bottom door
7. Close top door



Only one inch from the transfer belt



THE 4700ph+ MAY HAVE FINISHING...

But an extra \$2,045 is a high price to pay for mostly a single-position stapler.



- One 6350DX printer = \$2,949
- One stapler = \$5



- One 4700ph+ printer = \$4,999

HP LaserJet 4700ph+ Stapler

- Limited to only 30 pages
- Single-position stapling only

Stacker

- Replaces original output
- Only adds an additional 200 sheets of output
- No driver controllable offset or jogging...all jobs get stacked together