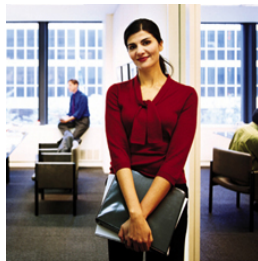


HP Color LaserJet 4700 vs. Xerox Phaser 6300/6350



Significant differences between these printers could impact...

total cost of ownership:

More toner in the box – The HP Color LaserJet 4700 ships with more than twice the toner. HP ships toner for 10,000 CMY and 11,000 black pages, while Xerox includes toner for only 4000 CMYK pages – the difference is a value of \$518 - \$780 based on the cost of Xerox 63x0 toner cartridges.¹

Fewer parts to replace – When printing 140,000 color pages, with an HP Color LaserJet 4700 you replace one part beyond toner. With the Xerox 63x0 you replace 9 parts costing \$1,359.²

Reliable consumable designs – The HP Color LaserJet 4700 uses integrated print cartridges which contain the toner supply, the imaging drum and the developer for each color (CMYK). This design aims to reduce variability in the printing process and improve reliability over time because imaging drums and developers are refreshed regularly with replacements of the toner supply.

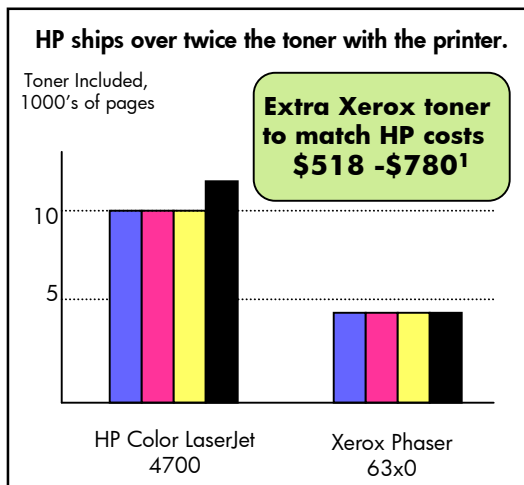
The Xerox 63x0 printers are based on Fuji-Xerox print engines which have a very different consumables design. Imaging drums are separated from the toner supplies and developers are permanently mounted in the print engine. On the Xerox 63x0, if the developer system wears out a service call is required.

user productivity:

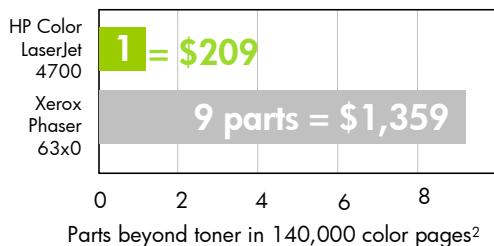
Superior print quality – HP's ImageRet 3600 technology consistently delivers output with sharper text and graphics, creating more professional looking documents. The Xerox 63x0 print engine requires multiple transfer steps in the imaging process which can degrade text quality, blur edges and lead to registration problems.³

Fast warm-up time – From powersave the HP Color LaserJet 4650 warms up and prints in 16.5 seconds, compared to 33 seconds for the Xerox 6350.³

Performance in Best PQ mode – The HP Color LaserJet 4700 prints a suite of 21 files (183 pages) in 10.1 minutes, while the Xerox 6350 takes 19.2 minutes.³ Both printers were in Best Print Quality mode (default for the HP Color LaserJet 4700).



Replace fewer parts for less \$ with HP.



1 – Using Standard cartridges, 6000 pages of Xerox CMY toner costs \$225 x 3 = \$675, and 7000 pages of black toner costs \$105, totaling \$780. Using Hi-Capacity cartridges for the Xerox 6350, 6000 pages of Xerox CMY toner costs \$149 x 3 = \$448, and 7000 pages of black toner costs \$70, totaling \$518. Prices from Xerox.com and all yields are based on 5% coverage for each color.

2 – With HP you replace 1 transfer kit @120K pages for \$209. With Xerox you must replace 4 imaging units every 35K for \$235 each, 4 transfer kits every 35K for \$70 each and a fuser @ 100K pages for \$139. Prices are based on average street prices for supplies.

3- Based on HP testing of the Xerox 6350.

