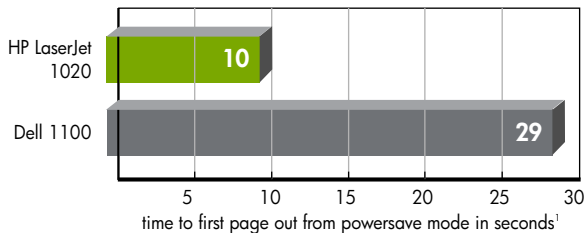


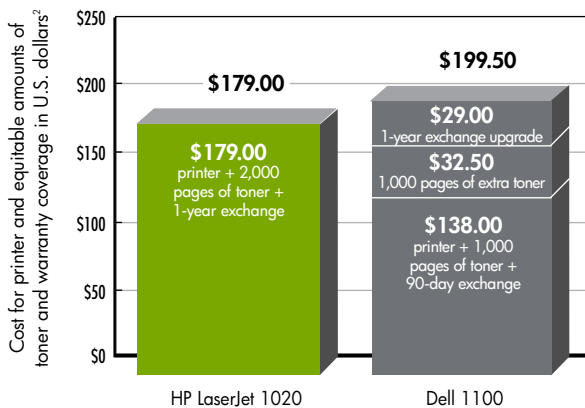
HP LaserJet 1020 vs. Dell 1100



Spend less time waiting for output with HP.



HP costs less when you compare apples to apples.



Get more with the HP LaserJet 1020 printer.

Less wait time — Thanks to HP Instant-on Technology, the LaserJet 1020 boasts a significantly faster first-page-out time from powersave mode — no more than 10 seconds vs. 29 seconds for the Dell 1100. This lets HP users warm up and print up to 4 pages before the Dell unit warms up and prints a single page — a big advantage when you consider two-thirds of office documents are three pages or less.¹

Faster processing — The Dell 1100 sports only a 150-MHz processor vs. the HP LaserJet 1020's 234-MHz chip. Furthermore, the LaserJet 1020 boasts a high-speed USB 2.0 interface, which helps the HP device process complex files faster than the USB-1.1-equipped Dell 1100.

Superior print quality — The Dell 1100 does not offer any advanced image-enhancement technology like HP REt, which among other things gives the LaserJet 1020 greater control over dot sizing and placement for sharper text, crisper lines, and finer image details. Furthermore, the Dell unit can only print up to 600 dpi, whereas HP FastRes 1200 technology allows the LaserJet 1020 to print 1,200-dpi-effective output.

Better paper handling — The HP LaserJet 1020's output capacity (125 pages) is more than double the Dell 1100's (50 pages). The HP device can also handle slightly heavier media weights from the main tray — up to 28-lb. bond vs. up to 24-lb. bond for the Dell unit.

Greater overall value — When you compare apples to apples, HP costs less. For instance, the HP LaserJet 1020 ships with 1,000 more pages of toner than the Dell 1100 — a value of \$32.50 based on the cost of Dell toner. Unlike the HP device, which comes with a one-year exchange warranty, the Dell unit only comes standard with a 90-day “advanced exchange service” warranty, and upgrading to a one-year limited warranty costs \$29. When you include the value of the extra toner and the better warranty you get with HP, the Dell 1100 costs 11.5% more to buy.²

Unmatched efficiency — Unlike the Dell 1100, the HP LaserJet 1020 offers an economode that saves up to 50% toner at 600 dpi. In addition, the Dell 1100 consumes 20% more power while operating and four times as much energy in standby mode than the HP LaserJet 1020. And with all the doors closed or open, the Dell unit requires 20% more desk space than the HP device.³

1 Based upon HP testing, the Dell 1100 can warm up from powersave mode and print a single page in 29 seconds, whereas the HP LaserJet 1020 can print a page from powersave in 10 seconds or less. Both devices were tested after being in powersave mode for 3 hours. Based upon manufacturer-rated engine speeds, it would take the HP LaserJet 1020 26 seconds to print a 4-page job from powersave mode. According to IDC, 67% of office output is “short” documents averaging 1-3 pages in length.

2 Based upon the manufacturers' published product specifications, the HP LaserJet 1020 ships with enough toner to print 2,000 pages, whereas the Dell 1100 ships with starter toner cartridges that only have enough toner to print 1,000 pages. Based upon pricing at www.dell.com on Aug. 31, 2005, the toner for 1,000 pages costs \$32.50, the Dell 1100 costs \$138, and the one-year-limited-warranty upgrade costs \$29. The LaserJet 1020 could be purchased at www.hp.com on the same date for \$179.

3 Based upon the manufacturers' published product specifications, the Dell 1100 uses 300 watts on average during operation compared to only 250 watts for the HP LaserJet 1020, and the devices use 8 watts vs. 2 watts, respectively, in standby mode. Based upon HP testing, the Dell unit measures 14.1 inches wide and 11.7 inches deep (1.15 square feet) with all the doors closed and 14.1 inches wide by 16.7 inches deep (1.64 square feet) with all of them open, whereas the HP LaserJet 1020 measures 14.6 inches wide and 9.5 inches deep (0.96 square feet) with all the doors closed and 14.6 inches wide by 13.5 inches deep (1.37 square feet) with all of them open.

