


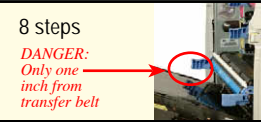


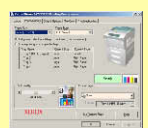



Competitive Comparison

Xerox Phaser 6250 vs. HP color LaserJet 4600

Discover why the Phaser 6250 is the best choice.

- Faster speed by 53%
- Easy to install, use, and maintain
- Smaller and easier to fit into any size office
- 2400 dpi vs. 600 dpi maximum print resolution
- More paper input capacity and can handle heavier paper weights



	Phaser 6250	LaserJet 4600
Faster speed <ul style="list-style-type: none"> • Get more done in less time with the Phaser 6250 	26 ppm 53% Faster!	17 ppm
Saves office space <ul style="list-style-type: none"> • Easier to fit into any office environment • The HP 4600's display panel may be too tall for some users to read if it's on a desktop 	Clearance required: Width: 17.3" Depth: 33.0" Height: 17.5"	Clearance required: Width: 20.9" Depth: 50.0" Height: 31.7" 3 x more space required
Print cartridges are easier to find and replace <ul style="list-style-type: none"> • HP's delicate transfer belt is exposed to damage during every print cartridge intervention 	4 steps 	8 steps DANGER: Only one inch from transfer belt 
Easier installation <ul style="list-style-type: none"> • "With the Xerox printers, all you have to do is put the setup cd in a drive; everything takes care of itself." <i>PC Magazine, 9/3/02*</i> 	4 steps 	At least 16 steps 
Easy-to-use driver <ul style="list-style-type: none"> • Get the print right the first time with the Phaser 6250 driver's up-to-the-second printer status, visual graphics, and ability to detect your Microsoft Office settings 		
Faster processor	700 MHz Faster!	400 MHz
Faster first-page-out time <ul style="list-style-type: none"> • Faster printing of most office documents of 5 pages or less 	<12 seconds Faster!	17.5 seconds
Higher print resolution	2400 dpi	600 dpi
More paper input capacity <ul style="list-style-type: none"> • Fewer user interventions keeps your office printing 	1,600 sheets 	1,100 sheets 
Handles heavier media weights <ul style="list-style-type: none"> • Superior flexibility so you can do more 	Up to 54 lb. bond	Up to 44 lb. bond
Higher maximum duty cycle	100,000 pages per month	85,000 pages per month
More single-pass color printing experience	11th single-pass color printer	1st single-pass color printer

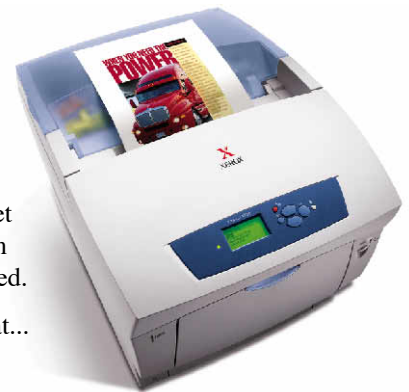


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(see over)

Other Xerox Phaser 6250 Advantages

Competitive Comparison



Additional potential LaserJet 4600 costs

- The combined HP LaserJet 4600 toner/imaging unit cartridges may increase printing cost. When the toner runs out, you could be throwing away unused imaging unit life, or visa-versa.
- At 5% coverage, a **black-only page costs over 6 cents each** when printing on the HP LaserJet 4600 in default mode (based on Xerox tests). Why so expensive? Because each print wears on all four HP LaserJet 4600 print cartridges (decreasing their life) even though no color is printed.
- In an attempt to reduce the high page cost, the HP 4600 has a **Mostly Black Pages** feature that...
 - disengages the three color print cartridges if printing a black-only page;
 - **increases printing times by six seconds per job**;
 - **causes wear on all three color cartridges** if any amount of color is printed; and
 - can only be accessed **via the printer's front panel** (adding the time it takes to go to the front panel, turn on the feature, go back to your computer to send the job, then turn the feature back off again so it doesn't affect subsequent prints).

Note: Based on testing by Xerox, the latest firmware version (20021024 03.008.1) from HP disables the Mostly Black Pages feature entirely, which means black-only pages will cost at least 6 cents to print.

Faster Speeds

	Phaser 6250DP	HP LaserJet 4600dn
Default Resolution (as tested)	2400 x 600 dpi	600 x 600 dpi
FPOT from Sleep Mode	0:35 3x FASTER	1:54
Warm-up time from Off to Ready	0:30 3.5x FASTER	1:50
Monochrome Letter	0:12 60% FASTER	0:19
Excel Spreadsheet	0:12 60% FASTER	0:19
PDF, Legal-size (2 pages, duplex)	FPOT: 0:18 Total: 0:33 FPOT: 3x faster Total: 2.5x faster	FPOT: 0:56 Total: 1:26

More color corrections

The Phaser 6200 offers more color correction options for greater control and predictability when printing.

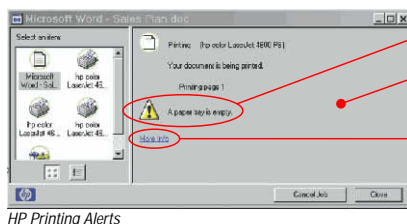
	Phaser 6250	LaserJet 4600
Color correction options	11	5

Xerox PhaserSMART automated troubleshooting vs. HP Virtual Help Desk

- Performs a remote diagnostic on your printer and automatically provides feedback and solutions – you don't need to search a database for your printer's problem.
- Some HP "Instant Support" functions do not work for network printers, require manual searching, or will download a 6 MB program without telling you what it does.

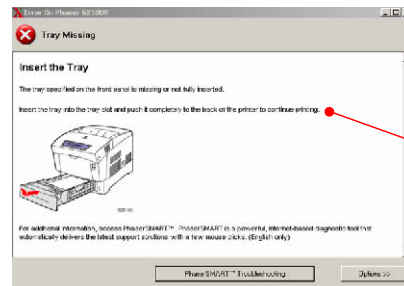
Xerox Printing Scout vs. LaserJet 4600's printing alerts

The Phaser 6250's proactive Printing Scout provides instant, detailed, on-screen alerts with instructions on how to fix the problems.



HP Printing Alerts

- **Incorrect** error message
- **No** on-screen instructions or help information
- Activates embedded Web browser, which also reports the error **incorrectly** (activating this function consistently **crashed** our Windows 2000 test computer, but worked in Windows 98)



Xerox Printing Scout

- Easy to understand instructions gets users printing fast