







Competitive Comparison

Xerox Phaser® 8400 vs. HP color LaserJet 3700

The Phaser 8400 has more value, more speed, and better print quality

- Lower price
- Faster speed
- Legendary solid ink ease-of-use
- Better paper handling
- True Adobe PostScript 3
- More color control



	Phaser 8400	HP LaserJet 3700
More value <ul style="list-style-type: none"> • Save ~\$300 on equivalent configurations • The Phaser 8400DX comes with a hard drive and more paper capacity than the HP 3700dtn 	Phaser 8400B: \$999* Phaser 8400N: \$1,299* Phaser 8400DP: \$1,699* Phaser 8400DX: \$2,499* 	HP LJ 3700: \$1,299 HP LJ 3700n: \$1,599 HP LJ 3700dn: \$1,999 HP LJ 3700dtn: \$2,249
Faster engine speed Faster first-page-out time Faster processor	Up to 24 ppm 6 seconds 500 MHz 	Up to 16 ppm 20 seconds 350 MHz
Higher maximum print resolution <ul style="list-style-type: none"> • Solid ink has more uniformly round-shaped dots to optimize smooth color blends 	2400 FinePoint™ image enhancement technology	600 x 600 dpi
Better language support <ul style="list-style-type: none"> • True Adobe PostScript allows for fewer errors across platforms and faster speeds when printing PostScript or PDF files 	True Adobe® PostScript® 3™, PCL 5c emulation 	PostScript 3 emulation, PCL 6, PCL 5c
Holds more paper <ul style="list-style-type: none"> • Fewer user interventions keeps your office printing • Fit an entire ream of paper in the Phaser 8400 main paper tray 	Standard input: 625 sheets Maximum input: 1,675 sheets Output: 500 sheets	Standard input: 350 sheets Maximum input: 850 sheets Output: 175 sheets
Hard drive <ul style="list-style-type: none"> • With a hard drive, the Phaser 8400 can perform more tasks at once, have more storage for fonts, and perform Save Print and Secure Print features 	20 GB (standard on 8400DX) 	Not an option
Higher duty cycle <ul style="list-style-type: none"> • Higher maximum monthly duty cycle means more reliability and longer life 	85,000 pages per month 	55,000 pages per month
More media flexibility <ul style="list-style-type: none"> • The Phaser 8400 can feed more paper with greater reliability – providing more creative freedom for the office 	Up to 220 gsm from Tray 1 Up to 122 gsm from Trays 2-4	Up to 163 gsm from tray 1 Up to 105 gsm from trays 2-3
Greater color control <ul style="list-style-type: none"> • More color correction options add flexibility for more true, accurate color 	TekColor®, Automatic, ColorSync, ICC profiles 	Automatic
More productivity features <ul style="list-style-type: none"> • The Phaser 8400 has more features to keep your office productive 	PrintingScout on-screen alert notification, PhaserSMART® online troubleshooting, job accounting, usage analysis tool	General consumable status notification, onscreen printer alerts



*U.S. estimated retail prices. Reseller prices may vary.

(more over)

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Other Xerox Phaser 8400 Advantages

Simple design = simple maintenance

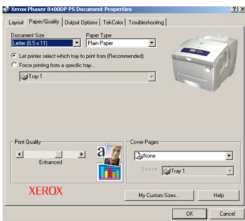
The Phaser 8400's technology is legendary for its ease of use. Loading ink is as easy as loading a stapler...even a child can do it.

The HP color LaserJet 3700, as you can see in the photo, is a complicated device. Opening its front cover engages dozens of moving plastic parts that could be broken. In addition, opening the device exposes the delicate transfer film that cannot be touched.

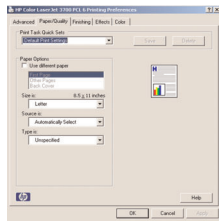


Phaser 8400

HP LaserJet 3700



Phaser 8400's driver



LaserJet 3700's driver

Easy-to-use driver

Phaser 8400 printer's visual graphics interface is easy to navigate and helps get the print right the first time

The HP LaserJet 3700 print driver has the most commonly used selections on different screens, so it is more time-consuming and less intuitive



Phaser 8400

HP LaserJet 3700

Faster speed

	Phaser 8400	HP LaserJet 3700
Monochrome e-mail (1 page)	8.5 seconds	19.7 seconds
Excel spreadsheet (1 page)	8.3 seconds	21 seconds
Real estate PDF (2 pages)	14.1 seconds	26 seconds
PowerPoint presentation on paper (8 pages)	41 seconds	49 seconds

Note: All pages printed in default print mode on letter-size media.

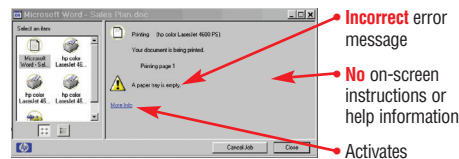
Front display panel eliminates guesswork

Phaser 8400 front display panel is larger and shows more helpful information including animated graphics to aid in maintenance.

HP LaserJet 3700 front panel is smaller, provides less information at-a-glance, and requires more button pushing to find what you need.

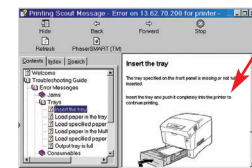
Xerox PrintingScout vs. LaserJet 3700's printing alerts

The Phaser 8400's proactive PrintingScout 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**



Xerox PrintingScout

- Easy to understand instructions gets users printing fast

