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N2125/b Competitive Matrix



DocuPrint N2125/b



HPLaserJet 4050/N



Lexmark Optra T614/nl

Speed - Simplex - Duplex	20 ppm 14 ipm (Optional)	16 ppm N/A - Optional	24 ppm N/A - Optional
PDL's	PCL6 and PCL5e emulations Adobe PostScript 3	HP PCL 6 and 5e Postscript 2 (Emulation)	PCL 6 and PCL5e emulations Postscript 3 (Emulation)
Print Resolutions	True 1200x1200 dpi at rated speed	1200 x 1200 dpi (FastRes; ProRes)	1200 x 1200 dpi @ half speed 1200 image quality
Memory	32 MB / 192 MB Max	8/16MB / 200 MB Max	8/16 MB / 392 MB Max
Input Capacity	650 Sh. / 1750 Max	600 Sheets/1100 Max	600 Sheets / 4100 Max
Output Capacity	500 Sh. / 1000 Max	300 Sheets	500 Sheets / 3000 Max
Paper Weight & Max. Paper Size	60 - 216 gsm / A4	60 - 199 gsm / A4	60 - 176 gsm / A4
Monthly Duty Cycle	75,000 pages/month	65,000 pages/month	130,000 pages/month
Connectivity	Ethernet 10BaseT/ 100BaseTx, Parallel, USB, Serial, 10Base2	Ethernet 10Base2 and 100BaseTx, Parallel, Serial	10Base2, T-Ring, 10BaseT/100BaseTx, Parallel, USB
Compatibility	Win 3.1/95/98/NT4/2000, OS/2, UNIX, Mac 7.0 & OS 8.0+	Windows 3.x/95/98/NT4, OS/2, UNIX, Mac System 6 & 7	Windows 3.x/9x/NT, O/S2, UNIX, DOS, Mac
Warranty	One Year On Site	One Year Return To Base	One Year On Site
Network Mgmt Software	MaiLinX, WorkSet, CentreWare,PrinterMap	HP JetAdmin HP Web JetAdmin	MarkVision
List Price (base / network)	£945 / £1050	£989 / £1255	£ 989 / £1249



Competition - N2125 vs HP 4050



Xerox Advantages:

Higher Performance

Faster print speed: 20 v 16ppm

Higher print quality: True 1200 x 1200 dpi vs HP FastRes and ProRes

Better media flexibility: 4 trays v 3 trays; 216gsm v 105 gsm

Better output productivity: Faster data throughput; True Adobe PS3 for higher fidelity documents

Better Value

More image area, more convenient paper loading, more throughput flexibility

More output capacity

More memory: 32 v 16MB

More convenience features

Assured Reliability

On site warranty



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The summary message: Price performance leadership - Advantaged in the areas most important to customers: Print Speed, Print Quality, and Paper handling

Competition - N2125 vs Lexmark Optra T614



Xerox Advantages:

Higher Performance

Higher print resolution: True 1200 x 1200 dpi at rated speed v half speed

Better media flexibility: 216gsm v 176 gsm

Better output productivity: Faster data throughput; True Adobe PS3 for higher fidelity documents

Better Value

More image area: edge to edge v shrink to fit

More convenient paper loading, more throughput flexibility

More memory: 32 v 8MB

Adobe PS 3 v clone 3

More convenience features



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The summary message: Better overall package - advantaged in the area most important to customers delivering the best combination of print speed and resolution

Conclusions: N2125 / N2125b



Highest Performance in its segment

Best in class combination of speed and resolution,
Breakthrough! True 1200 x 1200 dpi at 20 ppm

Best in class flexibility and reliability

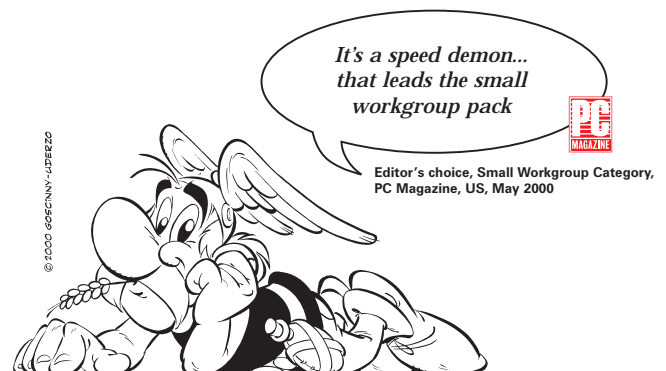
Widest range of media weights and sizes.,

A6 to A4, and everything in-between

Breakthrough! 60 to 216 g/m2 from the standard trays

Best Value for money

Big printer performance, at a small printer price,
Designed for the network out of the box 100 BaseT Ethernet,
32 MB memory, true Adobe PostScript 3, and USB



Best in class capabilities for small to medium workgroups at a hard to beat price