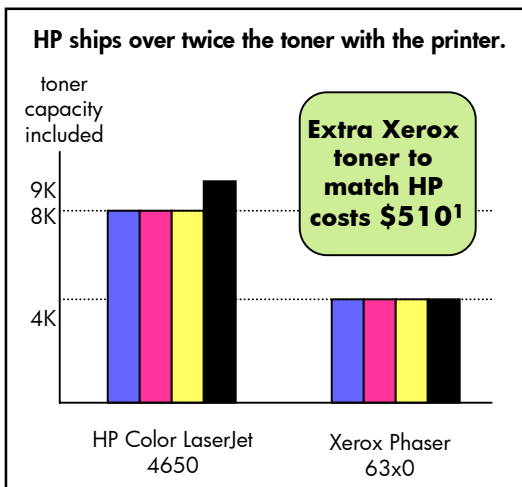


# HP Color LaserJet 4650 vs. Xerox Phaser 6300/6350



## Significant differences between these printers could impact...

### total cost of ownership:

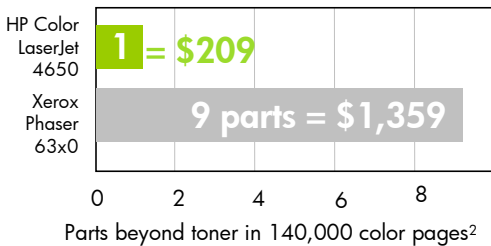


**More toner in the box** – The HP Color LaserJet 4650 ships with more than twice the toner. HP ships toner for 8000 CMY and 9000 black pages, while Xerox includes toner for only 4000 CMYK pages – the difference is a value of \$510 based on the cost of Xerox 63x0 standard toner cartridges.<sup>1</sup>

**Fewer parts to replace** – When printing 140,000 color pages, with an HP Color LaserJet 4650 you replace one part beyond toner. With the Xerox 63x0 you replace 9 parts costing \$1,359<sup>2</sup>.

**Reliable consumable designs** – The HP Color LaserJet 4650 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. 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. In HP testing of other printers using this Fuji-Xerox engine design, results showed premature failures of both imaging drums and the developer system.<sup>3</sup>

### Replace fewer parts for less \$ with HP.



### 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 and blur edges.

**Fast warm-up time** – From powersave the HP Color LaserJet 4650 warms up and prints in 18 seconds. In HP testing of other printers using the same Fuji-Xerox engine design as the Xerox 63x0, the First Page out from Powersave was 38 seconds.<sup>3</sup>

**Fewer delays on long print jobs** – The HP Color LaserJet 4650 pauses for 6 seconds every 50 pages for cleaning. In HP testing of other printers using the same Fuji-Xerox engine design as the Xerox 63x0, pauses were 30 seconds long and as frequent as every 15 pages<sup>3</sup>. This type of delay slows a 36 ppm printer to 20 ppm.

1 – 4000 pages of Xerox CMY toner costs \$148 x 3 = \$444, and 5000 pages of black toner costs \$66. Calculations are based on 5% coverage per color, and average street prices for Xerox Standard Cartridges.

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 Dell 5100cn, which uses a Fuji-Xerox engine similar to the Xerox 6300.

