

HP LaserJet 4200n vs. top 6 competitors



Devices competing with the HP LaserJet 4200 series have serious shortcomings.

Competitor	Major weakness	Specifics
Brother HL-8050N	Inferior networking, lack of paper handling options	<ul style="list-style-type: none"> Brother networking solution is inferior to HP's in many aspects: Brother printers must be configured and managed one at a time, alerts are very basic, embedded web server is not as sophisticated Brother doesn't offer the following paper handling accessories: envelope feeder, 1500 sheet input tray, stapler First-page-out time from powersave is 19.6¹ seconds vs. 9 seconds for HP The HL-8050N control panel is not as sophisticated as the control panel on the HP LaserJet 4200
Dell M5200n	Most of the same weaknesses as the Lexmark T630, plus no WebJetAdmin-like network-management utility	<ul style="list-style-type: none"> First-page-out time from powersave is 43 seconds vs. 9 seconds for HP No printer-management application – printers must be managed one at a time Inferior control panel – Dell offers a 2-line control panel with no scrolling menu whereas HP offers a 4-line backlit graphical control panel with a scrolling menu Dell does not have an OPC shutter, and its drum charge roller is separated from the cartridge
Epson EPL-N3000	Inferior networking, lack of paper handling options	<ul style="list-style-type: none"> Epson networking solution is inferior to HP's in many aspects: Epson printers must be configured and managed one at a time, alerts are very basic, embedded web server is not as sophisticated Epson does not offer the following paper handling accessories: envelope feeder, 1500 sheet input tray, stapler First-page-out time from powersave is 19.6¹ seconds vs. 9 seconds for HP The EPL-N3000 control panel is not as sophisticated as the control panel on the LaserJet 4200 The Epson device ships with a 6,000-page starter toner cartridge
Lexmark T630	Worst in class warm-up time from powersave and lowest standard input capacity	<ul style="list-style-type: none"> First-page-out time from powersave is 43 seconds vs. 9 seconds for HP Substantially lower input capacity – 350 sheets – vs. 500+100 for HP Inferior control panel – Lexmark offers a 2-line control panel with no scrolling menu Lexmark does not have an OPC shutter, and its drum charge roller is separated from the cartridge Higher cost per page – 1.51¢ to 1.89¢ vs. only 1.27¢ for HP
Xerox Phaser 4500	Lack of paper handling options	<ul style="list-style-type: none"> Xerox does not offer the following paper handling accessories: envelope feeder, 1500 sheet input tray, stapler First-page-out time from powersave is 19.6 seconds vs. 9 seconds for HP Xerox 4500's cost per page, based on standard toner cartridges, is 26% higher than HP's. The maximum input input on the LaserJet 4200 is 2600 sheets, higher than 1800 for the Xerox 4500.
Kyocera FS-3830	Extra cleaning requirements offset low toner costs	<ul style="list-style-type: none"> Because of the ceramic drum which uses a different magnetic charge, there is more toner scatter and Kyocera printers must be cleaned monthly to maintain Print Quality. Kyocera printers use corona wire technology which requires special ozone filters. The HP LaserJet 4200 uses a charge roller instead of a corona wire, eliminating the need for ozone filters. Kyocera networking solution is inferior to HP's in many aspects: Kyocera printers must be configured and managed one at a time, alerts are very basic, embedded web server is not as

Specifications

	HP LaserJet 4200n	Brother HL-8050N	Dell M5200n	Epson EPL-N3000	Lexmark T630	Xerox Phaser 4500	Kyocera FS-3830
Engine	Canon	Fuji-Xerox	Lexmark	Fuji-Xerox	Lexmark	Fuji-Xerox	Kyocera
Technology	Laser	Laser	Laser	Laser	Laser	Laser	Laser
Print speed – letter	Up to 35 ppm	Up to 35 ppm	Up to 35 ppm	Data unavailable	Up to 35 ppm	Up to 36 ppm	Up to 35 ppm
Print speed – A4	Up to 33 ppm	Up to 34 ppm	Up to 33 ppm	Up to 34 ppm	Up to 33 ppm	Up to 34 ppm	Up to 33 ppm
Processor	300 MHz	300 MHz	300 MHz	300 MHz	300 MHz	400 MHz	300 MHz
First-page-out time – ready mode	9 seconds	9 seconds	8.5 seconds	7 seconds	8.5 seconds	8 seconds	11.5 seconds
First-page-out time – powersave	9 seconds	19.6 seconds ¹	43 seconds	19.6 seconds ¹	43 seconds	19.6 seconds	15- 26 seconds ²
Resolution – best print quality	1,200 x 1,200 dpi	1,200 x 1,200 dpi	1,200 x 1,200 dpi	1,200 x 1,200 dpi	1,200 x 1,200 dpi	1,200 x 1,200 dpi	Fast 1200 dpi
Monthly duty cycle (pages)	150,000	Data unavailable	175,000	150,000	175,000	150,000	175,000
Memory – standard	64 MB	64 MB	64 MB	64 MB	64 MB	64 MB	96 MB
Memory – maximum	416 MB	576 MB	320 MB	256 MB	320 MB	256 MB	576 MB
Input capacity – standard	500 sheets + 100	550 sheets + 100	500 sheets + 100	550 sheets + 100	250 sheets + 100	550 sheets + 150	500 sheets + 100
Input capacity – maximum	2,600 sheets	1,800 sheets	2,600 sheets	1,800 sheets	3,850 sheets	1,800 sheets	2500 sheets
Connectivity	Parallel, 10/100Base-T	Parallel, USB, 10/100Base-T	USB, 10/100Base-T	Parallel, USB, 10/100Base-T	USB, 10/100Base-T	Parallel, USB, 10/100Base-T	Parallel, USB, 10/100Base-T
Warranty	1 year limited, return to HP (U.S.)	Data unavailable	1 year on-site	1 year on-site (Europe)	1 year limited LexExpress	1 year on-site	Not available
U.S. street price, \$	\$ 1,479	N/A	\$ 719	N/A	\$ 1,119	\$ 1,119	Not available
EMEA street price, €	€ 1,285	€ 983	€ 915	€ 1006	€ 1,118	€ 1,159	€ 952 ²
U.S. cost per page	1.27¢	Data unavailable	1.16¢ -- std return 1.05¢ -- h-cap return	Data unavailable	1.89¢ – std prebate 1.51¢ – hcap. prebate	1.60¢ -- standard 1.28¢ -- high-cap.	Not available
EMEA cost per page	1.14 € cents	Data unavailable	Data unavailable	0.98 € cents	1.62 € cs – std prbte 1.20 € cs – hc prbte	1.23 € cents – std 1.03 € cents – hcap	.73 € cents ²
Consumables yield (pages)	12,000	17,000	12,000 – standard 18,000 – high-cap.	6,000 – starter 17,000 – standard	5,000 – standard 21,000 – high-cap.	10,000 – standard 18,000 – high-cap.	10,000 – starter 20,000 - standard

Financials

	HP	Brother	Dell	Epson	Lexmark	Xerox	Kyocera
Headquarters	U.S.	Japan	U.S.	Japan	U.S.	U.S.	Japan
Annual revenues	\$73 billion	\$3.7 billion	\$35.4 billion	\$11.7 billion	\$4.7 billion	\$16 billion	1087 Billion yen
Net profits	\$2.5 billion (last quar.)	\$197.7 million	\$1.6 billion	\$112.3 million	\$138 million (last quar.)	\$222 million (last qtr)	11 Billion yen
Offerings	Computers, imaging and printing, networking	Sewing machines, fax machines, printers	Computers, printing	Imaging on paper, screen, glass	Printing	Computers, printers, services	Telecom, optics, electronics

Products

	HP	Brother	Dell	Epson	Lexmark	Xerox	Kyocera
Small workgroup	LaserJet 2300	HL-6050N	S2500	EPL-6200	T420d	Phaser 3450	FS-1920
Volume workgroup (letter/A4)	LaserJet 4200 LaserJet 4300	HL-8050N	M5200n M5300n	EPL-N3000	T630 T632 T634	Phaser 4500	FS-3820 FS-3830
A3 workgroup	LaserJet 5100 LaserJet 8150 LaserJet 9000	HL-3260N	Not applicable	EPL-N7000	W810 W820	Phaser 5400 DocuPrint N4525	FS-9120 FS-9520

Strategies

	HP	Brother	Dell	Epson	Lexmark	Xerox	Kyocera
Competitive strategy	Lowest TCO when you consider total cost of printing	Strong on monochrome all-in-one devices	Lower costs through direct sales model	Targets specific geographies, plus strong in ink/color technologies	Targets vertical markets; attempts to outspec HP on PPM, paper handling, and toner-cartridge capacity	Strong competitor in shared color, MFPs, and digital copying	Lowest CPP in due to long-life drum technology
Key weaknesses	Market leader under attack on many fronts, plus not always a spec leader in every area	Networking and color	Little experience in printing, plus no network-management application	Not successful in shared office environments	Focus on specs leads to trade-offs in usability, reliability, and network management	Weak market share in monochrome printing	Drum design has tradeoffs – more cleaning required, ozone, etc. plus networking solution is weak

¹- based on testing of the Xerox 4500 (5 hrs in Powersave)
- The Epson EPL-N3000 and the Brother HL-8050N have not been tested yet

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²- based on announcement information from TCP Global and Kyocera.com. FPO from Powersave has not yet been tested. Kyocera.com specs a 15 second "warm-up time".