

# HP LaserJet M4345 MFP vs. Xerox WorkCentre 4150



## Make imaging and printing easier for end-users and IT alike with the HP LaserJet M4345 MFP.

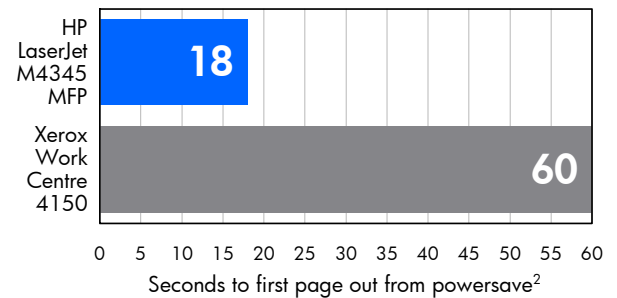
Look beyond the specs, price tags, and cost per page and it should be easy to see why the HP LaserJet M4345 MFP is a better choice for the distributed office than the Xerox WorkCentre 4150. Both devices deliver similar features and cost about the same to buy.<sup>1</sup> Both vendors even offer the same stated cost per page – 1.1¢.<sup>1</sup> But that's where the similarities end, because there are striking differences between these two devices.

## Make installation a breeze with HP.

Setting up the HP LaserJet M4345 MFP is super easy. No assembly is required – the device ships in one box. Even a floor-standing model like the HP LaserJet M4345xm or M4345xs MFP is easy to unpack – you simply need to roll it off the pallet with the ramps provided, install the print cartridge, connect the device to your network, and let HP Web Jetadmin auto configure it.

Installation of the Xerox 4150xf requires significantly more work because the device ships in seven separate boxes. This approach can create hours of assembly for each device and can leave behind a sizable pile of garbage.<sup>2</sup> This can be particularly problematic when you're deploying these multifunction products throughout

## Print and copy faster from powersave mode with HP.



your organization, especially when you consider that – unlike HP – Xerox does not let you configure multiple devices at once or deploy pre-configured drivers.

## Spend less time waiting for prints, copies, and scans with HP.

Looking to make end-users happier and more productive? The HP LaserJet M4345 MFP boasts several significant performance advantages over its Xerox counterpart:

- **Less warm-up time** – HP's Instant-on fuser dramatically reduces warm-up time, giving the LaserJet M4345 MFP a first-page-out time from powersave of 18 seconds vs. 60 seconds for the Xerox WorkCentre 4150.<sup>2</sup> This



**A BREEZE** – With the HP LaserJet M4345xm and M4345xs MFPs, you simply roll the device off the pallet using the ramps included in the box.

**A PROJECT** – With the Xerox WorkCentre 4150xf, you must unpack and assemble seven components, which can take several hours.

advantage lets HP users copy or print up to 32 pages before the Xerox unit even finishes warming up.<sup>1</sup>

- **Better sustained performance** – Although both devices are rated at 45 pages per minute, the HP LaserJet M4345 MFP is able to copy a suite of 11 originals totaling 111 pages in only 3.8 minutes – 16% less time than the 4.5 minutes it takes the Xerox WorkCentre 4150.<sup>2</sup> The HP device also prints a 183-page, 21-file suite in 8.8 minutes vs. 9.0 minutes for Xerox.<sup>2</sup>
- **Faster color scanning** – Although both devices have color scanners, HP LaserJet M4345 MFP users enjoy much faster color scanning – 30 ipm vs. only 4 ipm for the Xerox WorkCentre 4150.<sup>1,3</sup>
- **Faster digital sending** – HP users can digital send files much faster than Xerox users. For instance, it only takes 35 seconds for the HP LaserJet M4345 MFP to send a 12-page color Microsoft Word file to Outlook Express using default settings – nearly 8 times faster than the 4 minutes it takes the Xerox WorkCentre 4150.<sup>2</sup>

### Get a more robust offering from HP.

Significant design advantages make the HP LaserJet M4345 MFP an exceptionally user-friendly device:

- **Reliable print quality** – HP’s integrated print cartridges incorporate the toner supply, imaging drum, developer, and charge roller. This innovative design helps HP LaserJets deliver consistently great print quality throughout the life of the device since you essentially refresh the entire imaging system every 18,000 pages when you replace your HP LaserJet M4345 MFP’s toner. Xerox WorkCentre 4150 toner cartridges don’t include the imaging drum, which is a separate consumable that only gets replaced every 55,000 pages.<sup>1</sup> Xerox’s approach not only doubles the number of consumables you have to replace, order, and store, but may compromise print quality over time, as well.
- **Dependable design** – The WorkCentre 4150’s drum becomes exposed whenever Xerox users access the device’s paper path to install toner or clear jams, so they must take an extra measure of care to ensure sunlight, fingerprints, or any nicks or scratches don’t cause permanent damage. The HP MFP’s drum, on the other hand, is fully protected.
- **Better paper handling** – Unlike the HP LaserJet M4345 MFP, the Xerox WorkCentre 4150 does not offer users a multi-bin mailbox option. Furthermore, the HP MFP supports up to 53-lb. bond in the standard trays vs. only up to 32-lb. bond in Xerox’s standard trays.

### Minimize management chores with HP.

HP also outperforms Xerox in several key areas that radically simplify MFP (and printer) management:

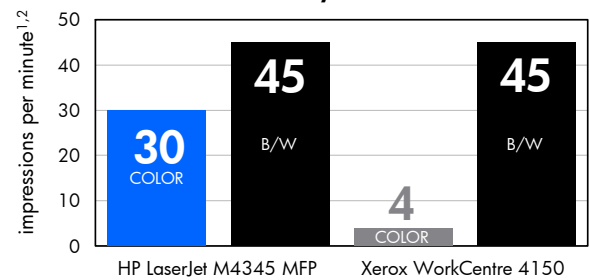
- **A single management application** – HP Web Jetadmin lets you manage all of your HP imaging and printing devices and even many non-HP ones with a single, standalone application, whereas Xerox users have at least seven different applications to negotiate.

#### Footnotes:

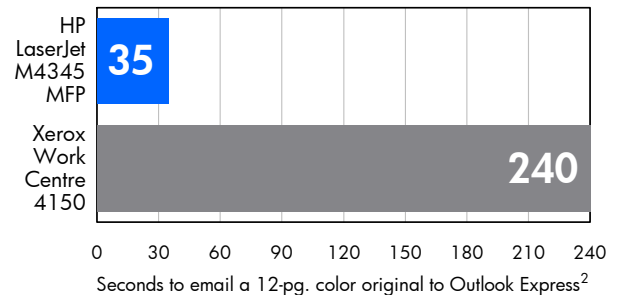
- 1 Based on the manufacturers’ published product specifications.
- 2 Based on HP internal testing.
- 3 Buyers Laboratory test report.

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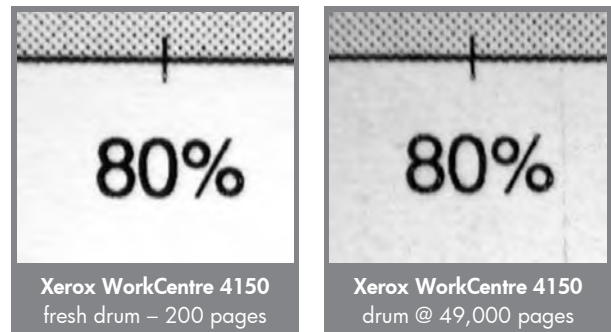
### Scan color documents nearly 8 times faster with HP.



### Digitally send documents significantly faster with HP.



### Get consistently superior print and copy quality with HP.



Because its drum only gets replaced every 55,000 pages, the Xerox MFP’s output can suffer from such defects as excessive background gray, vertical streaking, and poor toner adhesion.

- **A full-featured universal driver** – The HP Universal Print Driver for Windows lets you deploy just one driver for your entire HP imaging and printing fleet, reducing IT interventions and eliminating the possibility of driver incompatibilities for users. This free solution gives users wired and wireless access to almost any networked or directly connected HP MFP or printer and cuts the need to distribute new drivers when you upgrade or scale up equipment. Xerox does not offer a similar solution.
- **Industry-leading connectivity and security** – HP delivers an array of networking options, including high-speed and high-security (IPv6/IPsec) internal print servers, a WiFi external print server, and Bluetooth™ printer adapters. Xerox doesn’t offer any optional printing interfaces and cannot be upgraded to support the advanced security delivered by IPv6 and IPsec.<sup>2</sup>

To learn more, visit [www.hp.com](http://www.hp.com)

LTR version 1.0 • November 28, 2006

