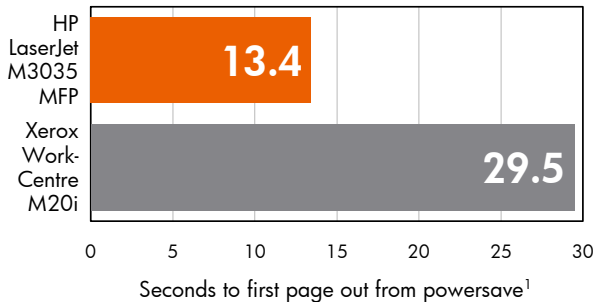


HP LaserJet M3035 MFP vs. Xerox WorkCentre M20i



Warm up faster from powersave with HP.



Significant differences between these devices could impact...

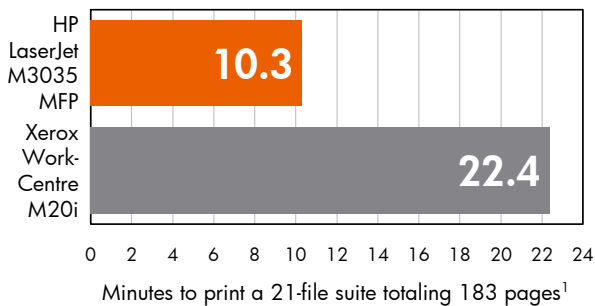
user productivity:

Faster performance – The HP LaserJet M3035 MFP's rated copy/print speed, 35 ppm, is 59% faster than the Xerox WorkCentre M20i's 22 ppm. And the HP MFP's Instant-on fuser warms up faster from powersave mode, giving it a first-page-out time from powersave of 13.4 seconds vs. 29.5 seconds for the Xerox WorkCentre M20i.¹ This advantage lets HP users print up to 10 pages from powersave before the Xerox unit even finishes warming up. Better sustained performance is another big HP advantage, with the LaserJet M3035 MFP able to print a suite of 21 files totaling 183 pages in only 10.3 minutes – less than half of the 22.4 minutes it took the Xerox unit.¹ HP also copied a 11-file, 111-page suite in only 5.6 minutes – 19% faster than Xerox's 6.9 minutes.¹

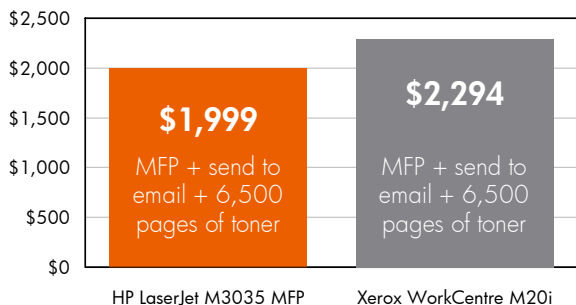
Fewer interventions – HP LaserJet M3035 MFP users don't have to replace toner as often as Xerox WorkCentre M20i users. In addition to the standard 6,500-page print cartridges, HP offers 13,000-page high-capacity cartridges, whereas Xerox only offers 8,000-page cartridges for the M20i.² HP users also don't have to replace as many parts beyond toner thanks to our integrated print cartridge design, which incorporates not only the toner supply, but the imaging drum, developer, and charge roller, as well. In addition to reducing the number of replacement parts, HP's design strategy improves print quality over the life of the device because you essentially refresh the entire imaging system whenever you replace HP toner. The Xerox M20i's imaging drum, on the other hand, is a separate consumable users must replace every 20,000 pages.²

Best-in-class fleet management – Be sure to compare the fleet-management capabilities of these devices, because HP Web Jetadmin can offer some big advantages over Xerox CentreWare Web. HP lets you manage all your HP imaging and printing devices and even many non-HP ones with a single, standalone application. Xerox users, on the other hand, have at least seven different applications to negotiate. Plus HP lets you configure multiple devices at once, as well as device settings on a group of unlike devices. HP also lets you remotely deploy pre-configured drivers, and 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 the possibility of incompatibilities for users. Xerox CentreWare Web does not support any of these advanced capabilities.²

Spend less time waiting for output with HP.



Pay less for a comparably configured multifunction device with HP.³



total cost of ownership:

Less expensive to acquire – Although both base models cost \$1,999, the HP LaserJet M3035 MFP is a much better value when you compare apples to apples.³ Xerox charges \$269 extra for send to email, whereas digital sending comes standard with the HP device.^{2,3} Plus the HP MFP ships with 6,500 pages worth of toner – 62.5% more than the 4,000-page cartridge that ships with the WorkCentre M20i – a \$26 value based on the cost of Xerox toner.^{2,3} The net result? The Xerox WorkCentre M20i can cost up to 14.8% more than a comparably configured HP LaserJet M3035 MFP.

Great warranty – HP LaserJet MFPs have a 1-year next-business-day onsite warranty. A similar warranty from Xerox for the WorkCentre M20i costs \$299 extra annually.³

Designed for demanding workgroups – HP's LaserJet M3035 MFP is designed for workgroups in today's fast-paced environments. It offers a 75,000-page monthly duty cycle and ships with 256 MB of memory. However, the Xerox unit is only rated at 20,000 pages per month and only ships with 80 MB of memory, which may impact performance on large or complex jobs. And unlike HP, Xerox does not offer a convenience stapling option.

¹ Based on HP internal testing.

² Based on the manufacturer's published product specifications.

³ All prices are estimated street prices in U.S. dollars from www.buyerslab.com on July 27, 2006. Actual prices may vary.