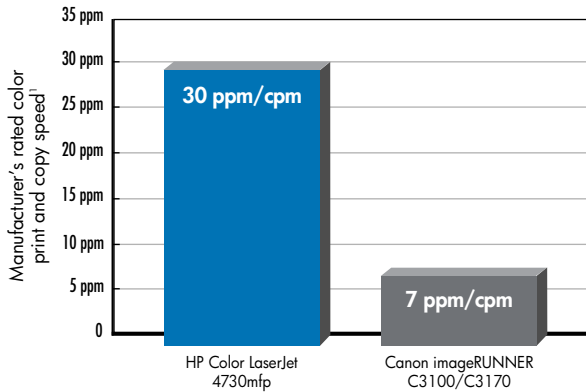


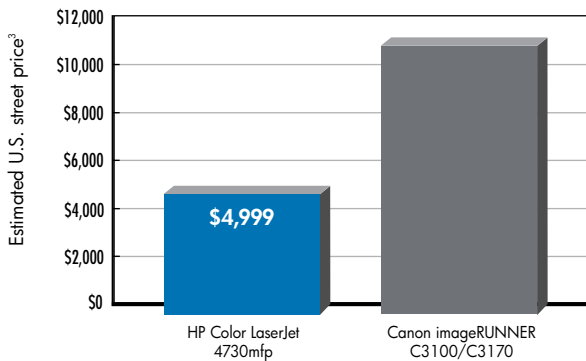
HP Color LaserJet 4730mfp vs. Canon imageRUNNER C3100/C3170



Print and copy in color faster with HP.



Get faster color for less money with HP.



1 Based on the manufacturers' published product specifications.

2 Based on HP internal testing in default print modes

3 The base unit street price for the HP Color LaserJet 4730mfp is \$4,999 at www.hp.com. Estimated street pricing for the base model of the Canon imageRUNNER C3100N plus an automatic document feeder — \$11,135 — was obtained from independent Canon dealer pricing. Actual prices may vary.

Significant differences between these MFPs could impact... user productivity:

Faster performance — The HP Color LaserJet 4730mfp's rated color print and copy speed, 30 color ppm/cpm, is more than 4 times faster than the 7 color ppm/cpm offered by the Canon imageRUNNER C3100 and C3170. The HP MFP also offers a faster rated color first-copy-out time — less than 10 seconds vs. 23.9 seconds for the Canon devices.¹ Better sustained performance is another big HP advantage, with the Color LaserJet 4730mfp able to print a suite of 19 files totaling 174 pages in 9.6 minutes — less than one-third the 31.1 minutes it took the Canon imageRUNNERS.²

Unparalleled output quality — The Canon imageRUNNER C3100 and C3170 do not support advanced image-enhancement technology like HP ImageREt3600. In addition, print quality over the life of the Canon devices can degrade since only toner is replaced when you swap out a Canon cartridge. HP's integrated print cartridges — which incorporate the imaging drums — deliver unmatched print quality because you essentially refresh the entire imaging system whenever you replace LaserJet toner. And the new, advanced HP ColorSphere toner employed by the Color LaserJet 4730mfp delivers rich, brilliant, intense output, a wider range of colors, and enhanced, uniform gloss.

Better paper handling — The HP Color LaserJet 4730mfp can handle media weights up to 32 lbs. from the trays and 58 lbs. from the multipurpose tray vs. only 20 lbs. and 32 lbs., respectively, for the Canon imageRUNNER C3100 series. The HP MFP also supports a broader range of paper sizes, plus it offers much greater standard input capacity — 1,600 sheets vs. 1,150 sheets for the Canon devices.¹

total cost of ownership:

Less expensive to acquire — The HP Color LaserJet 4730mfp costs less than half as much as its Canon counterparts. For instance, the estimated street price for the new HP MFP is only \$4,999 vs. \$11,135 for the Canon imageRUNNER C3100N. And unlike the Canon devices, the HP Color LaserJet 4730mfp comes standard with a one-year, next-business-day onsite warranty.^{1,3}

Lower power consumption — The HP Color LaserJet 4730mfp consumes far less energy while operating — only 790 watts compared to 1,200 watts for the Canon imageRUNNER C3100 and C3170.¹

Fewer management chores — HP lets you batch configure multiple devices, plus it lets you deploy the HP Universal Print Driver or pre-configured drivers to all users in one easy step. With Canon, you must configure each device and each client's driver one at a time, and its support for remote diagnostics is limited. HP also lets you configure LDAP settings and update proactive alerts on multiple devices at once, route specific alerts to multiple destinations, filter duplicate alerts, and set early thresholds for long-life replacement parts. Canon does not provide any of these capabilities.

