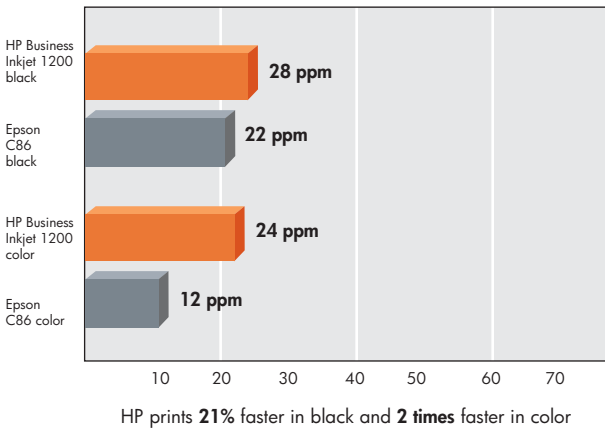


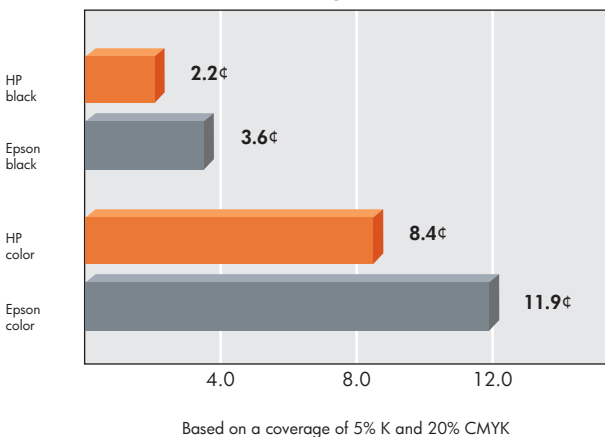
HP Business Inkjet 1200 vs Epson C86 (US)



Speed Graph (based on specs)



CPP Graph (US cents)



Get more for less with the HP Business Inkjet 1200 series printer

lowest cost color printing — HP Business Inkjet 1200 has a lower running cost than Epson C86. HP's color CPP is 29% lower than Epson's and black CPP is 39% lower.

high performance for business — HP prints 21% faster than Epson in black and twice faster in color based on specification draft mode. With speeds up to 28 ppm black and 24 ppm color you never have to wait long for your print jobs. You get quick laser quality black text at up to 1200 dpi on plain paper and professional color documents up to 4800 x 1200 optimized dpi on premium photo papers.

more robust for shared use — HP's high capacity individual ink cartridges give you up to 1750 pages per color. Compared to Epson, it reduces ink intervention by 2 times less for black and 4 times less for color.

- HP has the reliability required for high volume printing with an estimated 20% higher duty cycle than Epson's unit.
- Media intervention for HP's unit is reduced by ~3 times with the addition of a 2nd tray offering 400 sheets of media.
- HP Business Inkjet 1200d comes with standard automatic duplexer which is not available in Epson's unit.

1. The speed comparison is based on specifications.
2. CPP comparison is based on published ink cartridge capacities; assuming 5% coverage per color.
3. All ink prices are from www.officedepot.com (August 2004).
4. Duty cycle for Epson C86 is based on estimation.