

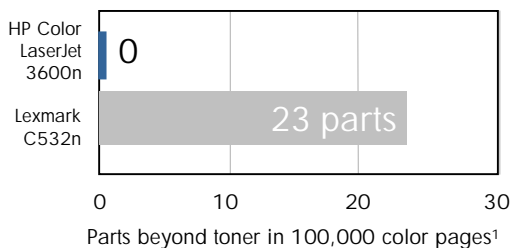
HP Color LaserJet 3600n vs. Lexmark C532n



Significant differences between these printers could impact...

total cost of ownership:

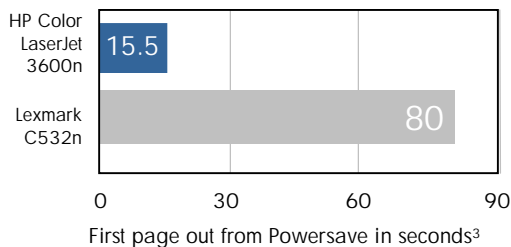
Replace fewer parts with HP.



Less maintenance with HP – When printing 100,000 color pages, with an HP Color LaserJet 3600n you don't have to replace any consumables beyond toner. With the Lexmark C532n you must replace 23 parts.¹ Also, replacing the Lexmark imaging units could be challenging for users on the Lexmark C532n, because they must be carefully attached to the transfer kit and aligned with a manual alignment process.³

More toner in the box – The HP Color LaserJet 3600n ships with more toner. HP ships toner for 4,000 CMY and 6,000 black pages, while Lexmark includes toner for only 3,000 CMY and 4,000 black pages – the difference is a value of \$212 based on the cost of standard Lexmark C532n toner cartridges.¹

Faster warm-up with HP.



Lower cost per page – Be sure to compare cost per page and include all consumables and replacement parts. In our calculations, the HP Color LaserJet 3600n has a lower color cost per page of 11.5 cents for a 20% coverage CMYK file, compared to 12.3 – 18.6 cents for the Lexmark C532n^{1,2}.

user productivity:

Fast warm-up time – From powersave the HP Color LaserJet 3600n warms up and prints in 15.5 seconds, compared to 80 seconds for the Lexmark C532n.³ Therefore, an HP Color LaserJet 3600n can warm up and print up to 19 pages before the Lexmark C532n warms up and prints a single page.

Less desk space required with HP – HP's Color LaserJet 3600n requires 20% less space based on width x depth dimensions. Also, due to the toner waste consumable on the Lexmark C532n, a Lexmark user needs access on two sides of the printer vs. only one side for the HP Color LaserJet 3600n.³

Less wait time – The HP Color LaserJet 3600n prints a suite of 20 files in 14.4 minutes, while the Lexmark C532n takes 26.7 minutes (85% longer) to complete the suite in default mode, and 41.8 minutes (190% longer) in 1200 dpi mode.³

1 – With Lexmark you replace 4 imaging drums every color 20,000 pages, a transfer kit @ 120K pages, a fuser @ 120K pages and a toner waste kit every 30K pages. Yields are based on published Lexmark product information.

2 – Using Lexmark supplies pricing from Lexmark.com and manufacturer stated yields. HP supplies pricing is from HP.com. Prices as of 1/12/07.

3- Based on HP internal testing.

