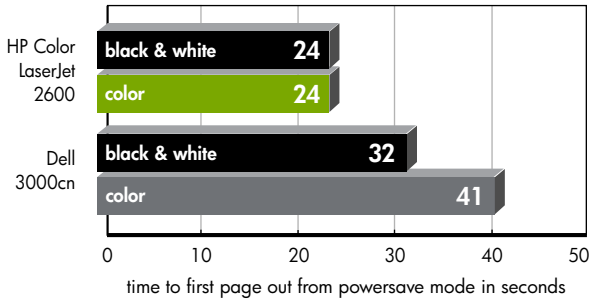


HP Color LaserJet 2600n vs. Dell 3000cn and 3100cn



Spend less time waiting for output with HP.¹



Significant differences between these printers could impact...

user productivity:

Superior color speed — The HP Color LaserJet 2600n utilizes a single-pass, in-line engine that lets you print up to 8 color pages per minute. The 4-pass engine on the Dell 3000cn and 3100cn can only print up to 5 color pages per minute.

Less wait time — Thanks to HP Instant-on Technology, the Color LaserJet 2600n boasts a significantly faster first-page-out time from powersave mode — only 24 seconds for either color or black and white vs. 41 seconds and 32 seconds, respectively, for the Dell units. This lets HP users warm up and print up to 3 color or 2 black-and-white pages before the Dell 3000cn and 3100cn can warm up and print a single page — a big advantage when you consider two-thirds of office documents are three pages or less.^{1,2}

Simplified usage — The HP Color LaserJet 2600n's innovative design provides users with easy access to consumables via a single door in the front of the printer. Dell 3000cn and 3100cn users, on the other hand, must navigate 4 doors to replace consumables, remove jams, and clean the laser lens. The laser lens must be cleaned frequently to prevent streaking and other print-quality defects — a task that's unnecessary with the HP Color LaserJet 2600n. In addition, HP's 250-page paper drawer is easier to use than Dell's unusual, 150-page multipurpose tray. Plus, to change media sizes on the Dell 3000cn and 3100cn, users must reconfigure the application, the driver, and the control panel, whereas with HP you only need to change the settings within the application.

total cost of ownership:

More toner in the box — The HP Color LaserJet 2600n ships with 1,000 more pages of color toner (CMY) and 500 more pages of black (K) toner than the Dell 3000cn — a value of more than \$130 based on the cost of Dell toner.³

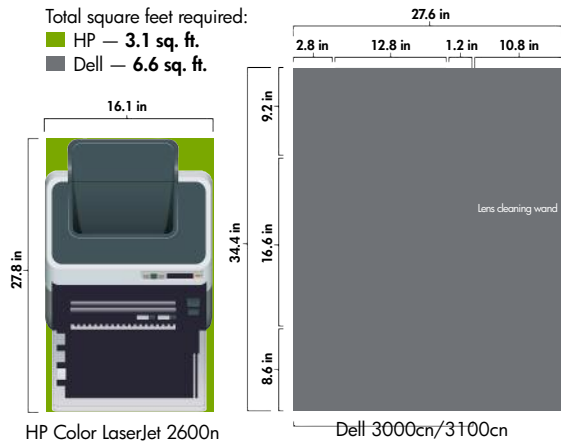
Smaller overall footprint — When you include the space required to open all the doors, the Dell 3000cn and 3100cn consume nearly twice as much desk space as the HP Color LaserJet 2600n (6.6 square feet vs. 3.4 square feet, respectively).⁴

Enough memory — Based on our testing, Dell 3000cn and 3100cn users can experience memory errors when printing in best PQ mode, which may force them to add memory to print reliably in best PQ mode.

Free up valuable workspace with HP.⁴

Total square feet required:

- HP — 3.1 sq. ft.
- Dell — 6.6 sq. ft.



1 Based on HP testing, the Dell 3000cn and 3100cn can warm up from powersave mode and print a single black-and-white page in 32 seconds and a single color page in 41 seconds, whereas the HP Color LaserJet 2600n can print a black-and-white or color page from powersave in only 24 seconds. Both devices were tested after being in powersave mode for 3 hours. Based upon manufacturer-rated engine speeds, it would take the HP Color LaserJet 2600n 39 seconds to print a 3-page color job and 31.5 seconds to print a 2-page black-and-white job from powersave mode.

2 According to IDC, 67% of office output is "short" documents averaging 1-3 pages in length.

3 The HP Color LaserJet 2600n ships with enough toner to print 2,000 color (CMY) and 2,500 black (K) pages. However, the Dell 3000cn only ships with enough toner for 1,000 color (CMY) and 2,000 black (K) pages. Based upon average street pricing for Dell standard supplies from Buyers Labs, the toner for 500 color (CMY) pages costs \$125 and the toner for 1,000 black (K) pages costs \$8.50.

4 With all the doors open, the Dell 3000cn and 3100cn measure 27.6 inches wide by 34.4 inches deep compared to only 16.1 inches wide by 27.8 inches deep for the HP Color LaserJet 2600n.