






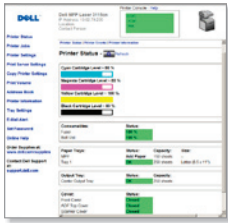
Xerox Phaser® 6180MFP vs. Dell® 3115cn MFP

The Phaser 6180MFP is a true small-to-medium size workgroup MFP with no compromise.



With the Phaser 6180MFP printer, customers get:

- Better value
- Superior image quality
- Greater performance
- Better ease-of-use
- The Xerox Total Satisfaction Guarantee

	Phaser 6180MFP	Dell 3115cn MFP
Better value The Phaser 6180MFP has a lower price than its Dell counterpart and delivers far more value due to its outstanding performance and superior features.	Phaser 6180MFP/N: \$749* Phaser 6180MFP/D: \$899*	Dell 3115cn MFP: \$899** Dell 3115cn MFP with duplex (\$199): \$1,098**
Superior print quality Produce great looking documents for in-house communications or high-impact customer proposals.	Produces vibrant and consistent color	Pixilated output with hue shift
Better language support Genuine Adobe® PostScript® 3™ provides more accurate color and less risk of file incompatibility.	True Adobe® PostScript® 3™	PostScript® 3™ clone
Better copy quality A critical part of making color copies is being able to reproduce originals with accuracy. The examples shown on the right display the copy quality advantage of the Phaser 6180MFP.		
Intuitive scan features Years of experience are evident in the Phaser 6180MFP device's embedded web server — making scanning setup very simple. By contrast, the Dell device's web server appears cluttered, which makes scanning setup difficult.		
Intuitive fax features The Phaser 6180MFP has most fax features at the top-level menu so users can get started right away, whereas the Dell device requires numerous steps just to access each fax feature.	Entering a fax number: 1 step Entering a speed dial: 1 step Performing a group dial: 2 steps	Entering a fax number: 3 – 6 steps Entering a speed dial: 6 steps Performing a group dial: 6 steps
Intuitive email features The Phaser 6180MFP has most email features at the top-level menu so users can get started right away, whereas the Dell device requires numerous steps just to access each email feature.	Start scan to email process: 1 step Manually entering an email address: 3 steps Selecting a recipient from the address book: 4 steps	Start scan to email process: 3 steps Manually entering an email address: 5 steps Selecting a recipient from the address book: 8 steps



Better real-world performance

The Phaser 6180MFP outperforms the Dell device in real-world printing environments, even though they have the same print engine and similar specifications.

Product specifications

	Phaser 6180MFP	Dell 3115cn MFP
Print speed	Up to 20 ppm color / 31 ppm black	Up to 17 ppm color / 31 ppm black
Processor	400 MHz	400 MHz
Memory	384 MB std / 1408 MB max	256 MB std / 1280 MB max

Real-world performance*

	1-page Excel file	16 seconds	28 seconds
	Magazine Cover	19 seconds	32 seconds

Faster!

* Tested using industry-standard PageSense performance measuring software




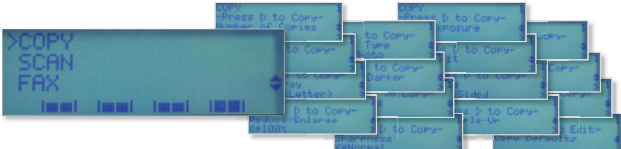
* Prices shown are after \$250 rebate.

** Prices shown are ERP

Other Xerox Phaser 6180MFP Advantages

Easy-to-use control panel

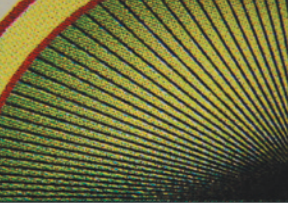
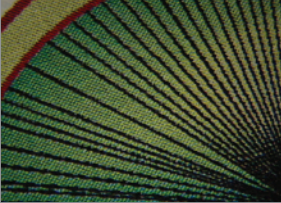


Years of Xerox multifunction design will be evident to 6180mfp users through an intuitive front panel. The benefit is a faster learning curve and an increased level of productivity. This benefit is carried throughout all functions of the Phaser 6180MFP.

SIMPLICITY – Xerox Phaser 6180MFP	COMPLEXITY – Dell 3115cn MFP
	
<p>Scroll through 5 screens to select up to 15 optional actions while making a copy.</p> <p>Simple...</p> 	<p>Scroll through 17 screens to select up to 15 optional actions while making a copy.</p> <p>Complex...</p> 

Exceptional print quality

The following enlargements clearly show that the Phaser 6180MFP has superior text quality, edge registration and the detail that users expect from a Xerox color device. By contrast, the Dell 3115cn MFP produces prints that have image drop out, ragged edges, missing content and dark and blotchy photos.

The benefit of choosing Xerox over Dell is evident in the images shown below.

	Phaser 6180MFP	Dell 3115cn MFP
<ul style="list-style-type: none"> Better detail No loss of information 		
<ul style="list-style-type: none"> Accurate skin tones 		
<ul style="list-style-type: none"> Better edge definition No loss of information 	