



Competitive Comparison

Xerox Phaser® 8560 vs. HP® Color LaserJet® CP3505



The Phaser 8560 has more value, more speed and better print quality

- Lower Total Cost of Ownership
 - Superior performance
 - Legendary solid ink ease of use
 - Better paper handling
- Better print quality
 - More color control
 - Xerox Total Satisfaction Guarantee

	Phaser 8560	HP Color LaserJet CP3505
More value <ul style="list-style-type: none"> The Phaser 8560 offers superior performance, print quality and ease of use for less money 	Phaser 8560N: \$699* Phaser 8560DN: \$899* Phaser 8560DT: \$1,399* Phaser 8560DX: \$1,999*	LaserJet CP3505n: \$899** LaserJet CP3505dn: \$1,199** LaserJet CP3505x: \$1,449**
Lower Total Cost of Ownership¹ <ul style="list-style-type: none"> Phaser 8560 printer users save \$360 to \$1,280 more than HP CP3505 users (based on HP's recommended monthly print volume of 1,500- to 5,000-pages) over 3 years. 	<ul style="list-style-type: none"> Lower box price Lower Cost Per Page Savings of up to \$1,280 	<ul style="list-style-type: none"> Higher box price Higher Cost Per Page
Faster print speed Faster first-page-out time Faster processor	<ul style="list-style-type: none"> Up to 30 ppm color and black As fast as 5 seconds 600 MHz 	<ul style="list-style-type: none"> Up to 22 ppm color and black As fast as 12.5 seconds 450 MHz
Better paper handling <ul style="list-style-type: none"> Fewer user interventions keep your office printing without interruption Fit an entire ream of paper into the Phaser 8560 main paper tray 	<ul style="list-style-type: none"> Standard input: 625 sheets Maximum input: 1,675 sheets 	<ul style="list-style-type: none"> Standard input: 350 sheets Maximum input: 850 sheets
Superior print quality <ul style="list-style-type: none"> The Phaser 8560 printer's solid ink technology generates exceptional print quality, regardless of media type 	Produces consistently smooth, vibrant output	Exhibits noticeable banding and inconsistent toner transfer
Easy driver installation <ul style="list-style-type: none"> Phaser installation is intelligent and highly automated HP installation demands 13 steps or decisions, which can cause confusion and waste valuable time. Plus, it requires you to reboot your computer 	<ul style="list-style-type: none"> Install time: 2 minutes 	<ul style="list-style-type: none"> Install time: 5:30
Higher duty cycle <ul style="list-style-type: none"> Higher maximum monthly duty cycle means more reliability and longer life 	85,000 pages per month	65,000 pages per month
Greater color control <ul style="list-style-type: none"> More color correction options add flexibility for more accurate color 	Xerox color options, Automatic, ColorSync, ICC profiles, Custom Color Sliders, Embedded SPOT table, PANTONE®-approved	Automatic, ColorSync, ICC profiles
Better management and productivity features <ul style="list-style-type: none"> The Phaser 8560 has more features to keep your office productive 	PrintingScout® onscreen alert notification, PhaserSMART® online troubleshooting, job accounting, Usage Analysis Tool, Intelligent Ready, email alerts, CentreWare Web, configuration SIM	HP Easy Printer Care, limited job accounting, email alerts, and HP Web Jet Admin

¹Savings based on U.S. ERP for printer and consumables
 *All prices are after \$100 rebate
 **All prices are U.S. ERP. Reseller prices may vary.

(see over)

Competitive Comparison

Other Xerox Phaser® 8560 Advantages

Simple design = simple maintenance

The Phaser 8560 printer technology is legendary for its ease of use. Loading ink is as easy as loading a stapler — even a child can do it.

In sharp contrast, the HP Color LaserJet CP3505 is a complicated device, as illustrated in the photo below. Opening its front cover exposes dozens of breakable plastic moving parts and the transfer belt to potential damage.



Phaser 8560

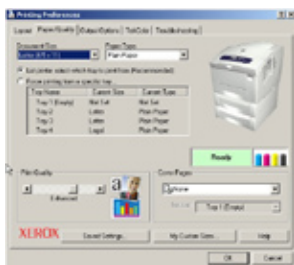


HP Color LaserJet CP3505

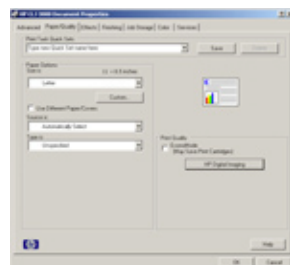
Easy-to-use driver

The Phaser 8560 bidirectional drivers and visual graphics interface are easy to navigate and help the users get their prints right the first time.

The HP Color LaserJet CP3505 print driver has its most commonly used features on separate screens, making it more time-consuming and less intuitive.



Phaser 8560 driver



LaserJet CP3505 driver

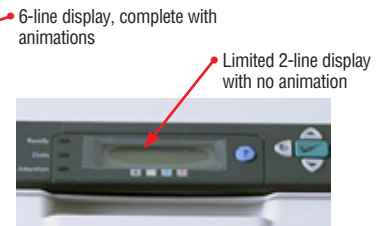
Intuitive front panel display

The Phaser 8560 front panel display is larger and shows more helpful information, including animated graphics to aid in maintenance.

The HP Color LaserJet CP3505 front panel is smaller, provides less information at a glance, and requires more button-pushing to find what you need.







Phaser 8560



HP Color LaserJet CP3505

Real-world performance

The Phaser 8560 has a dramatic performance advantage over HP's Color LaserJet CP3505 in both specifications and most importantly real-world performance.

	Phaser 8560	HP Color LaserJet CP3505
Monochrome email (1 page) 	10 seconds	18 seconds
Excel spreadsheet (1 page) 	13 seconds	25 seconds
2-page real estate PDF (duplexed) 	24 seconds	36 seconds
Complex multilayered file 	56 seconds	1:49 seconds

Note: All pages printed in default print modes on letter-size media.

More environmentally friendly

For every 100,000 printed pages, a solid ink printer generates approximately **5 lbs.** of waste, compared to approximately **157 lbs.** for a typical color laser.



157 lbs
Typical color laser printer

5 lbs
Solid Ink printer