Xerox Phaser® 8860MFP vs. HP® Color LaserJet® CM4730 MFP

The Phaser 8860MFP is a true workgroup MFP—without compromise

- Lower Total Cost of Ownership
- Full-featured network scanning
- Excellent performance for general office tasks
- Legendary solid ink ease-of-use
- True multifunctional concurrency
- Xerox Total Satisfaction Guarantee

	Phaser 8860MFP	HP Color LaserJet CM4730 MFP
Better value • The Phaser 8860MFP device's features and productivity are equal to or greater than the HP device – for far less money!	.... Phaser 8860MFP/D: $3,999* **WOW!** .... * Includes network scanning software (unlimited users)	LaserJet CM4730 MFP: $4,999** LaserJet CM4730f MFP: $5,299** LaserJet CM4730fsk MFP: $6,549** LaserJet CM4730fm MFP: $6,549** ** Client / server scanning software is optional ($399 to $14,999 depending on number of users).
Lower Total Cost of Ownership[1] • Phaser 8860MFP printer users save $7,600 to $13,960 more than HP CM4730 MFP users (based on HP's recommended monthly print volume of 5,000- to 9,000-pages) over 3 years.	• Lower box price **Big Savings!** • Lower Cost Per Page • **Savings of up to $13,960**	• Higher box price • Higher Cost Per Page
PRINT FEATURES		
Faster first-page-out time • The bulk of general office print, copy and scan jobs are less than 5 pages, which conveys the importance of the 8860MFP device's superior performance	As fast as 6 seconds color and black-and-white **FASTER!**	As fast as 13 seconds color and black-and-white
Superior print quality • Solid ink technology generates incredibly smooth and consistent color and print quality. Details and registration are amazingly accurate. Color control is an intuitive snap with its automatic Xerox color options.	• Vibrant finish • Consistent color, page after page	Exhibits subtle banding and color hue shifts
Better language support • Genuine Adobe® PostScript® 3™ for truer, more accurate printing	Adobe PostScript 3, PCL 5c emulation, direct PDF	PostScript 3 emulation, PCL 5c and PCL 6, PPDS, direct PDF
COPY FEATURES		

Dual–head scanner ADF
• The Phaser 8860MFP device's dual-head scanner makes copies of 2-sided documents in less time and more reliably than the HP device
	• 1-sided copying: 11 ppm*
	• 2-sided copying: 10 ppm*
	  (20 ppm effective throughput)
	*Excellent performance for a device that is less than half the price.
		• 1-sided copying: 27 ppm
		• 2-sided copying: 9 ppm
		  (18 ppm effective throughput)

Simple and intuitive control panel • Spend less time learning and more time being productive	• Frequently used functions are at the 1st level • Simple icons communicate functions	Frequently used functions are at 2nd and 3rd levels

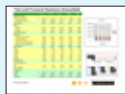[1]Savings based on U.S. ERP for MFP and consumables

Competitive Comparison

SCAN FEATURES	Phaser 8860MFP	HP Color LaserJet CM4730 MFP
Network scanning is standard • Network scanning is a requirement for input to document management systems and provides a convenient way to archive documents as well as reduce paper clutter	Standard scan destinations: •Scan to PC/Mac •Scan to email (via Xerox Scan Utility) •Scan to TWAIN •Scan to User Desktop •Scan to Public / Private Folders	Standard scan destinations: •Scan to email •Scan to PC desktop Optional scan destinations: •Scan to PC email** •Scan to network server** **Requires HP DSS software (prices start at $399 per seat and finish at $14,999 for 250 seats)
Dual–head scanner ADF • Scan 2-sided documents in less time and more reliably than the HP device with the Phaser 8860MFP device's dual-head scanner	1-sided scanning: 15 ppm* 2-sided scanning: 10 ppm* (20 ppm effective throughput) *Excellent performance for a device that is $1,300 less expensive to purchase.	1-sided scanning: 27 ppm 2-sided scanning: 9 ppm (18 ppm effective throughput)
Secure network scanning • The Phaser 8860MFP makes it easier for Xerox customers to meet their increasing high-level security requirements	• Scan data can be protected by user assigned PIN's • Email scans are traceable by PC user login authentications • Hard drive data "scrubbing" is easily administered	Device installation allows scan data to be sent without authentication (no one knows source of email). Administrator must create an "authenticating email address/ log-in" or an "LDAP server authen-tication" if they want to be able to trace emails
More scan file formats • With the Phaser 8860MFP, walkup scans can be retrieved from the device in multiple formats — even after the scan is complete. • By contrast, HP requires the file format to be determined at the time of scanning. If other formats are needed later, the document must be rescanned.	•PDF (single or multi-page) •TIFF (single or multi-page) •JPEG •BMP •GIF	•PDF (single or multi-page) •TIFF (single or multi-page) •JPEG NOTE: HP DSS software adds scanning functionality but at a significant price. See "Network scanning" section above.
Smaller scan file sizes • The Phaser 8860MFP creates small scan file sizes to reduce network traffic	Color, high compression: 476 Kb Color, low compression: 953 Kb	Color, high compression: 770 Kb Color, low compression: 1,769 Kb
FAX FEATURES		
PC fax • The Phaser 8860MFP makes faxing easier by utilizing the same driver that users are familiar with • By contrast, HP requires the user to install a separate driver for printing and faxing	Embedded in print driver for simplicity	Requires a separate fax driver
Walk-up fax	Standard	Optional on base configuration

Competitive Comparison

SYSTEM FEATURES	Phaser 8860MFP	HP Color LaserJet CM4730 MFP
Faster processor	750 MHz	533 MHz
More memory	512 MB standard 1 GB maximum	448 MB standard 512 MB maximum
Better device management • Xerox offers several automated self-help tools that are powerful and effective at reducing calls to help desks • If the Phaser 8860MFP needs attention, it will provide detailed, on-screen alerts on what to do, or connect the user to the same extensive Knowledge Base used by Xerox technicians	PrintingScout on-screen alerts, PhaserSMART online troubleshooting, Job Accounting, Usage Analysis Tool, Email alerts, configuration SIM for hot swapping configuration settings between devices	HP Toolbox provides limited alert functionality
Supplies are easier to find and replace • Xerox solid ink is cartridge free, safe to handle and easy to load • By contrast, the HP device uses bulky print cartridges that require four doors (including the transport belt assembly) to be opened to replace. And users must use extreme caution while removing toner due to its close proximity with the sensitive transport belt.	4 steps 	7 steps
Easy driver and software installation • With the Phaser 8860MFP, installation of Print, Network Scan and PC Fax drivers require only five mouse clicks • With the HP device, there are numerous steps that can cause confusion and lead to errors	1 minute and 40 seconds using Walkup Technology	• 5 minutes and 10 decisions for the print driver installation only • PC Fax is a separate driver that must be installed using the Windows add printer wizard • HP DSS software, which implements network scanning is a separate installation, requiring over 30 steps. Prices for this software start at $399 per seat and finish at $14,999 for 250 seats.
PRINT SPEED COMPARISONS[1]		
Black-and-white email, single page	8 seconds	13 seconds
Color Excel sheet, single page	8 seconds	13 seconds
Realty flyer: color, 2 pages, simplex	17 seconds	22 seconds
Complex graphic	48 seconds	1 minute, 34 seconds

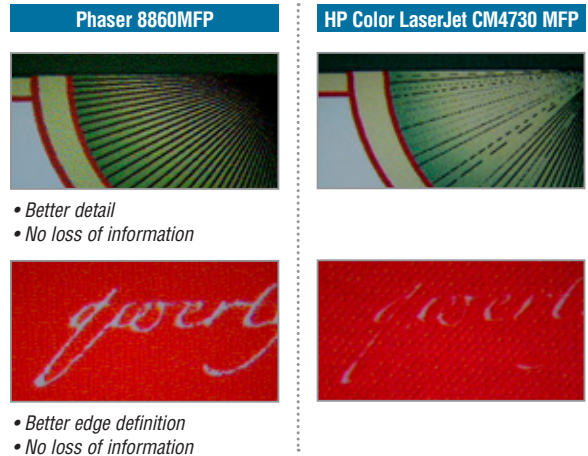[1] All pages printed in default print mode on letter-size media

Competitive Comparison

Xerox Phaser® 8860MFP Advantages

Better print quality and more consistent color

- Solid ink technology generates incredibly smooth and consistent color and print quality. Details and registration are amazingly accurate. Color control is an intuitive snap with the Phaser 8860MFP's automatic Xerox color options.

- The HP Color LaserJet CM4730 MFP's output, on the other hand, has banding and registration issues, as well as a very noticeable dot pattern that degrades its print quality. Its color controls are neither intuitive nor automatic, and it lacks good color fidelity.

Phaser 8860MFP	HP Color LaserJet CM4730 MFP

- Better detail
- No loss of information

- Better edge definition
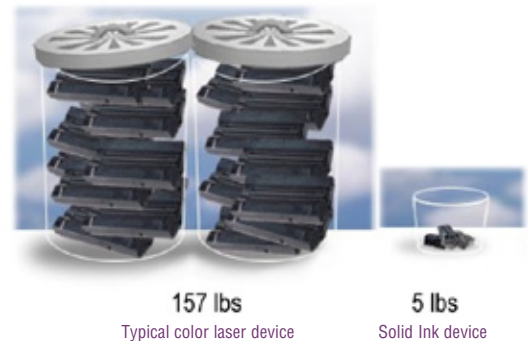- No loss of information

More environmentally friendly

- The Phaser 8860MFP utilizes compact solid ink sticks with no casings. So when users run out of ink, there's nothing left to throw away. The only other replaceable unit is a maintenance roller, which lasts for tens of thousands of pages.

- By contrast, when the HP Color LaserJet CM4730MFP device runs out of toner, users are still left with big, bulky print cartridges that need to be disposed. Not to mention other items, such as fusers and transfer kits.
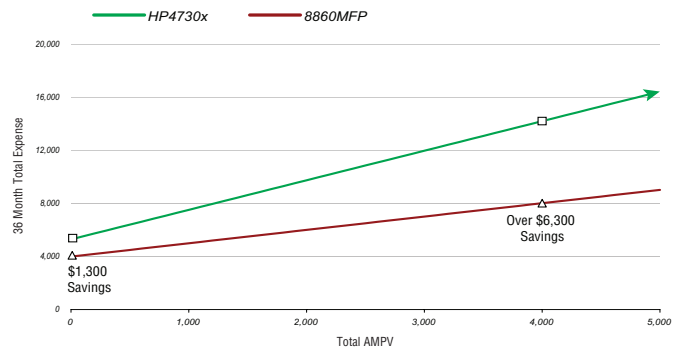
The bottom line? For every 100,000 printed pages, a solid ink device generates approximately 5 lbs. of waste, compared to approximately 157 lbs. for a typical color laser.

Landfill waste for every 100,000 pages

157 lbs
Typical color laser device

5 lbs
Solid Ink device

Much better value

- The Phaser 8860MFP has the lowest running cost of ANY color multifunction product, offering color printing for the cost of black-and-white, along with incredibly low Total Cost of Ownership.

- As shown in the graph, the Phaser 8860MFP device's acquisition cost is $1,300 less than HP's equivalent CM4730 MFP device. And with each print, the savings just keep getting better. In fact, Phaser 8860MFP users who plan on printing 4,000 pages per month over 3 years will save over $6,300 more than HP users (includes $1,300 box price savings and $5,000 Cost Per Print savings).

HP4730x   8860MFP

Over $6,300
Savings

$1,300
Savings

36 Month Total Expense

Total AMPV

(Numbers are derived using manufacturers' published unit and consumable prices, and one additional fuser for the HP product).

Assumptions: Term of evaluation = 36 months; Average Monthly Print Volume = 4,000 pages;
Color pages vs. b/w = 70%; Toner coverage is 5% per color; Products are equivalent configurations.

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