

# Xerox Phaser® 8860 vs. HP® Color LaserJet® CP3505



**The Phaser 8860 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 8860	HP Color LaserJet CP3505
<b>More value</b> <ul style="list-style-type: none"> <li>The Phaser 8860 printer offers superior performance, print quality and ease of use for less money</li> </ul>	<p>Phaser 8860DN: \$2,499*</p>	<p>LaserJet CP3505n: \$899** LaserJet CP3505dn: \$1,199** LaserJet CP3505x: \$1,449**</p>
<b>Lower Total Cost of Ownership<sup>1</sup></b> <ul style="list-style-type: none"> <li>Phaser 8860 printer users save \$1,346 to \$8,420 more than HP CP3505 users (based on HP's recommended monthly print volume of 1,500- to 5,000-pages) over 3 years.</li> </ul>	<ul style="list-style-type: none"> <li>Lower Cost Per Page</li> <li><b>Savings of up to \$8,420</b></li> </ul>	<ul style="list-style-type: none"> <li>Higher Cost Per Page</li> </ul>
<b>Faster print speed</b> <b>Faster first-page-out time</b> <b>Faster processor</b>	<ul style="list-style-type: none"> <li>Up to 30 ppm color and black</li> <li>As fast as 5 seconds</li> <li>750 MHz</li> </ul>	<ul style="list-style-type: none"> <li>Up to 22 ppm color and black</li> <li>As fast as 12.5 seconds</li> <li>450 MHz</li> </ul>
<b>Better paper handling</b> <ul style="list-style-type: none"> <li>Fewer user interventions keep your office printing without interruption</li> <li>Fit an entire ream of paper into the Phaser 8860 printer's main paper tray</li> </ul>	<ul style="list-style-type: none"> <li>Standard input: 625 sheets</li> <li>Maximum input: 1,675 sheets</li> </ul>	<ul style="list-style-type: none"> <li>Standard input: 350 sheets</li> <li>Maximum input: 850 sheets</li> </ul>
<b>Superior print quality</b> <ul style="list-style-type: none"> <li>The Phaser 8860 printer's solid ink technology generates exceptional print quality, regardless of media type</li> </ul>	<p>Produces consistently smooth, vibrant output</p>	<p>Exhibits noticeable banding and inconsistent toner transfer</p>
<b>Easy driver installation</b> <ul style="list-style-type: none"> <li>Phaser installation is intelligent and highly automated</li> <li>HP installation demands 13 steps or decisions, which can cause confusion and waste valuable time. Plus, it requires you to reboot your computer</li> </ul>	<ul style="list-style-type: none"> <li>Install time: 2 minutes</li> </ul>	<ul style="list-style-type: none"> <li>Install time: 5:30</li> </ul>
<b>Higher duty cycle</b> <ul style="list-style-type: none"> <li>Higher maximum monthly duty cycle means more reliability and longer life</li> </ul>	<p>120,000 pages per month</p>	<p>65,000 pages per month</p>
<b>Greater color control</b> <ul style="list-style-type: none"> <li>More color correction options add flexibility for more accurate color</li> </ul>	<p>Xerox color options, Automatic, ColorSync, ICC profiles, Custom Color Sliders, Embedded SPOT table, PANTONE®-approved</p>	<p>Automatic, ColorSync, ICC profiles</p>
<b>Better management and productivity features</b> <ul style="list-style-type: none"> <li>The Phaser 8860 has more features to keep your office productive</li> </ul>	<p>PrintingScout® onscreen alert notification, PhaserSMART® online troubleshooting, job accounting, Usage Analysis Tool, Intelligent Ready, email alerts, CentreWare Web, configuration SIM</p>	<p>HP Easy Printer Care, limited job accounting, email alerts, and HP Web Jet Admin</p>

<sup>1</sup>Savings 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

# Xerox Phaser® 8860 Advantages

## Simple design = simple use

The Phaser 8860 printer's solid ink 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 8860



HP Color LaserJet CP3505

## Intuitive front panel display

The Phaser 8860 printer's 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 8860

6-line display, complete with animations



HP Color LaserJet CP3505

Limited 2-line display with no animation

## Real-world performance

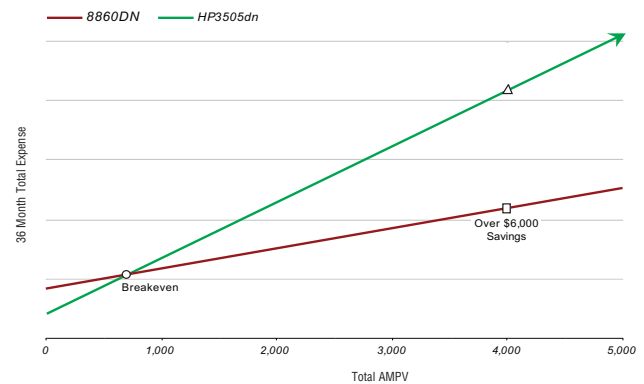
The Phaser 8860 printer has a dramatic performance advantage over HP's Color LaserJet CP3505 in both specifications and most importantly real-world performance.

	Phaser 8860	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.

## Much better value

- The Phaser 8860 printer has the lowest running cost of ANY color printer, offering color printing for the cost of black-and-white, along with incredibly low Total Cost of Ownership.
- Although the Phaser 8860 printer's acquisition cost is higher than HP's equivalent CP3505, Xerox users save money with an unbeatable cost per print advantage. In fact, Xerox users who plan on printing 4,000 pages per month over 3 years will save over \$6,000. Breakeven occurs in as little as 710 printed pages per month.



(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.