Xerox Phaser® 3635MFP
vs. HP LaserJet® M3035MFP

The Phaser 3635MFP offers more value through superior productivity features and a more robust design.

With the Phaser 3635MFP, customers get:

- Superior productivity
- Greater ease-of-use
- Full-color touch screen interface
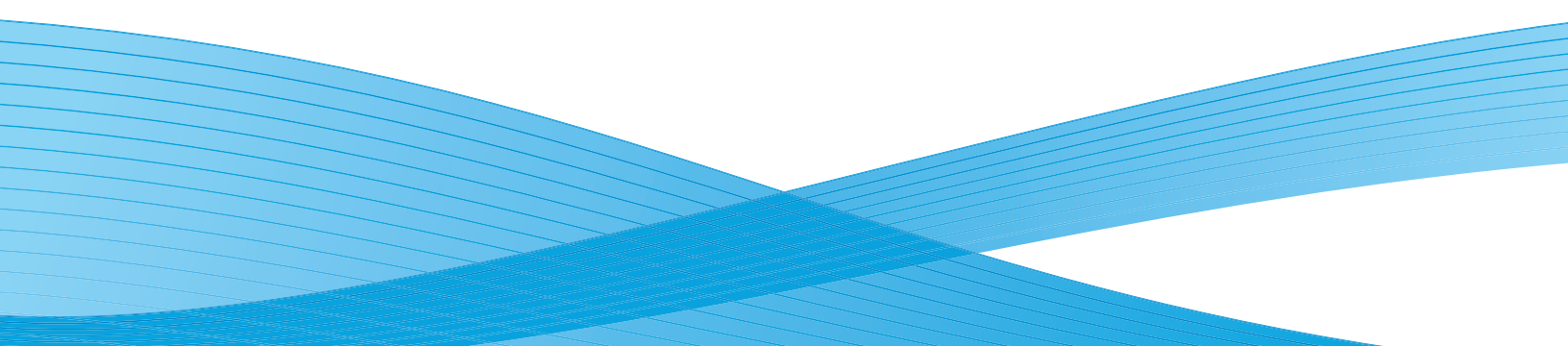- Xerox Total Satisfaction Guarantee

		Xerox Phaser 3635MFP	HP LaserJet M3035MFP
Price		**Phaser 3635MFP/S:** $1,799	**LaserJet M3035MFP:** $1,599*
		Phaser 3635MFP/X: $2,099	**LaserJet M3035xsMFP:** $1,999*
Performance	Engine speed	Up to 35 ppm	Up to 35 ppm
	First-page-out time	As fast as 9 seconds printing/copying	As fast as 10 seconds printing/copying
	Processor	360 MHz	400 MHz
	Memory (std / max)	256 MB / 512 MB	256 MB / 512 MB
	Hard drive	80 GB	40 GB
Real-world performance		15 document suite** = 1:55	15 document suite** = 2:30
Functions		Print, copy, scan (to network and email), fax	Print, copy, scan (to network and email), fax

* Price based on U.S. ERP.
** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated.

Both products appear to be very similar based on product specifications…
But a true multifunction worthy of the office is far more than just surface specifications.

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The Phaser 3635MFP offers key ease-of-use and productivity features that leave the competition behind!
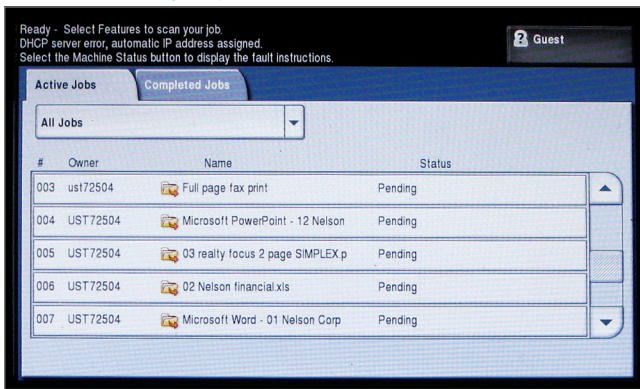
General Productivity Advantages

Job queues

Having a job queue on the device in a multi-user environment is essential for a product to be considered truly multifunctional.

Without a job queue, users have no job-status visibility and are limited in terms of promoting and cancelling their jobs.
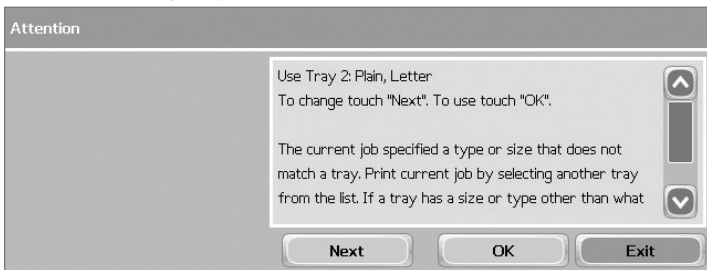
Phaser 3635MFP job queue

*Note: With the Phaser 3635MFP, jobs can be promoted, held or deleted at will.

Print Around

The Print Around feature is an exciting addition to job queues and increases productivity in a multi-user office by allowing jobs that are queued up to continue to print — even if one of the jobs gets hung up due to a media mismatch.

HP device lacks a job queue and Print Around

*Note: With the HP LaserJet M3035MFP, all jobs are hung up waiting for the first job to either be cancelled or until the correct media is loaded. Nobody can copy or print until this is resolved!
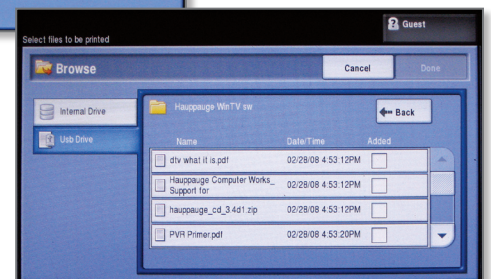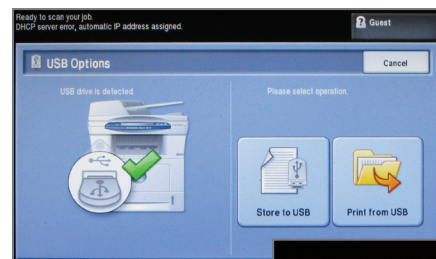
Full Color Touch Screen

The Phaser 3635MFP device has a 7-inch, full-color touch screen that defines walk-up ease-of-use. Whether printing, copying, scanning, faxing or emailing, the bright, colorful display guides users from start to finish with large, clear, easily recognizable icons.

By contrast, the HP device has a monochrome touch screen with a nested menu structure that is complicated and requires more steps to perform routine tasks.

USB Memory Drive Port

Unlike the HP device, the Phaser 3635MFP allows users to print from or scan files to a USB memory drive. With a fully featured graphical interface, users can name files, create folders, and navigate through folders to find a unique file to print or to store a scan.
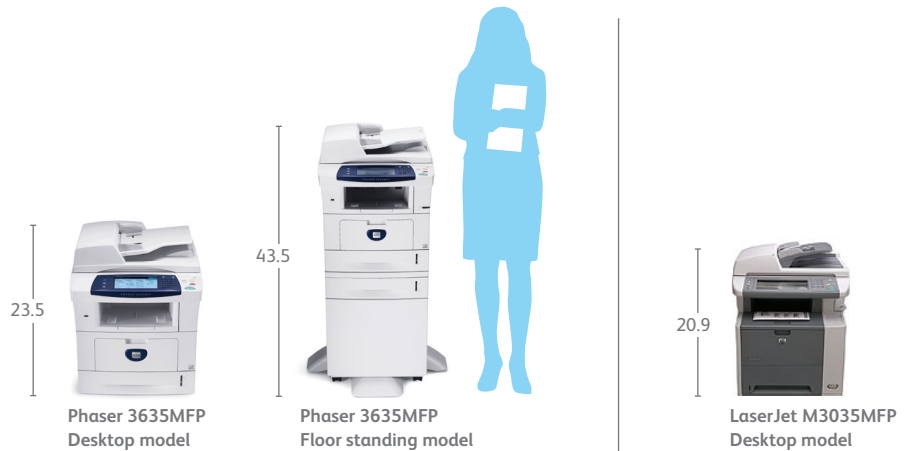
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General Placement Advantages

Greater placement flexibility

The Phaser 3635MFP has several configurations that make it an ideal choice as a desktop unit or a full-featured floor-standing model.

By contrast, the LaserJet M3035MFP is available only as a desktop model — greatly reducing its flexibility in the office.

23.5

43.5

20.9

**Phaser 3635MFP
Desktop model**

**Phaser 3635MFP
Floor standing model**
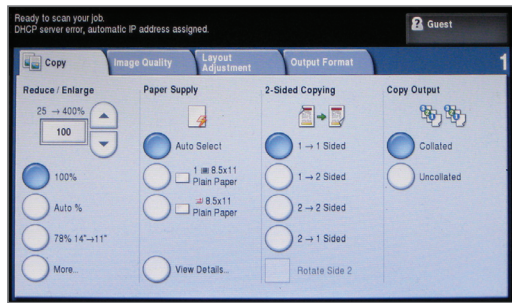
**LaserJet M3035MFP
Desktop model**
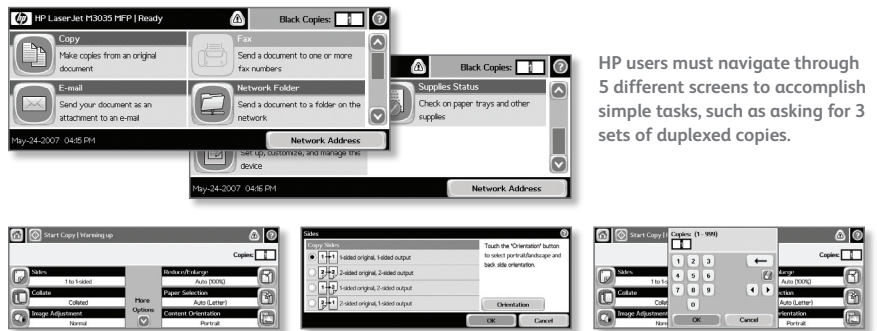
Copy Advantages

Front panel ease-of-use

Over 90 % of copy jobs consist of the basics like collation, duplexing, size or number of sets. To increase user productivity, the Xerox front panel contains all of these commonly used settings in an intuitive and easy-to-use layout.

HP, on the other hand, forces users to go into multiple screens and submenus to get even simple copy tasks completed.

LaserJet M3035MFP

HP users must navigate through 5 different screens to accomplish simple tasks, such as asking for 3 sets of duplexed copies.

Phaser 3635MFP

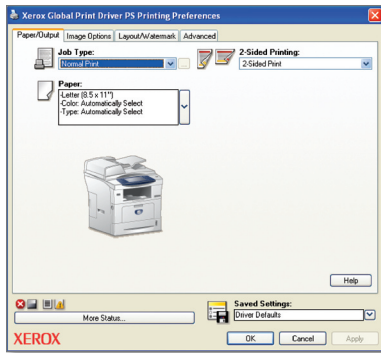|	Phaser 3635MFP	LaserJet M3035MFP
ID Card Copy ID Card Copy is a unique productivity feature that dramatically simplifies and streamlines tasks, such as copying insurance cards, drivers licenses, or even checks onto one side of a sheet of paper without having to run the paper through a second time.	Standard	Not available Must use "Job Build" which entails 5 steps
Faster copy times The Phaser 3635MFP device copies documents faster than the HP device, enabling users to be more productive.		
Single-page document	11 seconds	15 seconds
10-page collated document	22 ppm	19 ppm

Xerox Phaser® 3635MFP
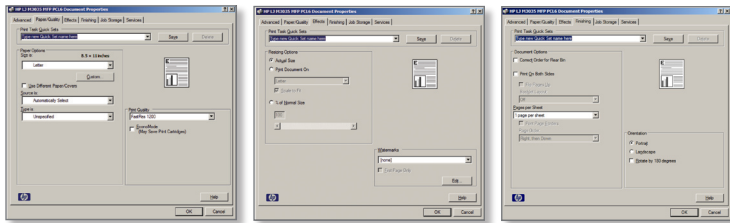## vs. HP LaserJet® M3035MFP

Print Advantages

More intuitive driver

The Phaser 3635MFP driver interface has the most commonly used features on the home window so users can quickly and easily control their document output.

By contrast, HP drivers contain non-industry standard placement of features, forcing users to go into multiple windows to accomplish simple and routine printing tasks. For example, duplex is located on the Finishing tab and watermarks and scaling are on the Effects tab.

Scan Advantages

Scan to email

Phaser 3635MFP	LaserJet M3035MFP
.com shortcut key	No shortcut
User authentication via LDAP and Kerberos	User Authentication via LDAP or HP DSS software at $399 per seat (single quantity)
Color, 300 dpi, high compression: 598 Kb	Color, 300 dpi, high compression: 675 Kb
Color, 300 dpi, low compression: 759 Kb	Color, 300 dpi, low compression: 1,139 Kb

The Phaser 3635MFP creates smaller scan file sizes than the LaserJet M3035MFP device — creating less impact on network load, email server size restrictions and storage space.

Scan to Client

	Phaser 3635MFP	LaserJet M3035MFP
10-page document	24 ppm	19 ppm

Fax Advantages

	Phaser 3635MFP	LaserJet M3035MFP
Fax forward to email Route incoming faxes to an email address for easy archiving or convenient access while out of the office	Standard	Not available
Single driver for both printing and faxing Unlike the Xerox device, HP requires users to have 2 separate drivers — one for printing and one for faxing	Standard	Not available