




Xerox Phaser® 6350 vs. HP color LaserJet 4650

Discover why the Phaser 6350 is the best choice.

- Greater value
- Faster performance
- Easier to install, use, and maintain
- Smaller and easier to fit into any size office
- Superior paper handling



	Phaser 6350	HP LaserJet 4650
<p>Get far more for less</p> <ul style="list-style-type: none"> • Each Phaser 6350 configuration delivers higher performance, superior features, and lower total cost of ownership (based on high capacity consumables pricing) than its comparable LaserJet 4650 configuration 	<p>6350DP: \$1,799* 6350DT: \$2,549* 6350DX: \$3,149*</p> <p>Low Price!</p>	<p>4650dn: \$2,299* 4650dtn: \$3,199* 4650hdn: \$3,999*</p>
<p>Faster performance</p> <ul style="list-style-type: none"> • Faster engine speed, more powerful processor, quicker FPOT, more memory, and smarter controllers equals dramatically better real world performance 	<p>Up to 36 ppm 800 MHz processor 512 MB RAM 1 GB max RAM</p> <p>Faster!</p>	<p>Up to 22 ppm 533 MHz processor 160 MB RAM 544 MB max RAM</p>
<p>Get your documents faster</p> <ul style="list-style-type: none"> • First-page-out time (as fast as) • First-page-out from sleep (as fast as) • One-page B/W e-mail • Two-page PDF • 24-page PDF • 15-document business suite** 	<p>0:10 0:30 0:10 0:13 0:52 4:15</p> <p>Faster!</p>	<p>0:15 1:29 0:16 0:19 1:22 6:30</p>
<p>Superior paper handling</p> <ul style="list-style-type: none"> • Get higher productivity, more creative freedom, and more value from high paper capacities, heavy weight paper handling, and duplexing standard 	<p>700 sheets standard input 2,350 sheets maximum input Up to 216 gsm Two-sided printing standard</p>	<p>600 sheets standard input 1,600 sheets maximum input Up to 200 gsm Two-sided printing optional</p>
<p>Print cartridges are easier to find and replace</p> <ul style="list-style-type: none"> • HP requires three doors to be opened just to see the supplies 	<p>3 steps</p> 	<p>7 steps</p> <p>Only one inch from transport belt</p> 
<p>Easy driver installation</p> <ul style="list-style-type: none"> • The Phaser installation is intelligent and largely automated • The HP 4650 driver installation process has 25 steps, or decisions, which can cause confusion and waste valuable time (it doesn't even detect the printer configuration). Plus, it requires you to reboot your computer 	<p>Install Time: 2 minutes</p> <p>4 Steps!</p>	<p>Install Time: 9 minutes (not counting reboot time)</p> <p>25 Steps</p>
<p>More robust and intuitive display</p> <ul style="list-style-type: none"> • The Phaser 6350 front display shows printing status information such as who's job it is, document name, and current page printing (e.g., "Printing Page 5 of 7") • HP's front panel display simply says "Printing" 	<p>6-line display complete with animated graphics</p>	<p>4-line display with no animated graphics</p>
<p>Higher print resolution</p>	<p>2400 dpi</p>	<p>600 dpi</p>
<p>Higher maximum duty cycle</p> <ul style="list-style-type: none"> • Higher duty cycle translates into greater reliability over time 	<p>120,000 pages per month</p>	<p>85,000 pages per month</p>

*All prices are U.S. ERP. Reseller prices may vary.

**Standard business suite of 15 simple documents of various application types, printed simplex, collated and uncollated.

(see over)



Other Xerox Phaser 6350 Advantages

CLEARLY THE BETTER VALUE

Phaser 6350 vs. HP color LaserJet 4650

- Much lower purchase price
- 14 ppm faster
- Faster first-page-out time
- Faster processor
- Superior paper handling
- More standard memory
- Larger duty cycle

Additional potential LaserJet 4650 costs

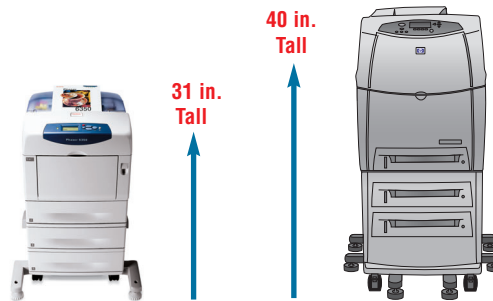
- The combined HP LaserJet 4650 toner/imaging unit cartridges may increase printing cost. When the imaging unit runs out, you could be throwing away unused toner.
- At 5% coverage, a black-only page costs over 6 cents each when printing on the HP LaserJet 4650 in default mode.* Why so expensive? Because each print wears on all four HP LaserJet 4650 print cartridges (decreasing their life) even though no color is printed.
- In an attempt to reduce the high page cost, the HP 4650 has a Mostly Black Pages feature that...
 - disengages the three color print cartridges if printing a black-only page;
 - increases printing times by six seconds per job and;
 - causes wear on all three color cartridges if any amount of color is printed

MUCH SMALLER AND MORE MOBILE UNIT



- Easily moved by one person
- Nine inches shorter with more paper capacity
- 21 pounds lighter

Phaser 6350DX vs. HP LaserJet 4650hdn



- Tall and **top-heavy**, the 4650hdn requires great care to avoid tipping
- Nine inches taller
- 21 pounds heavier

EASILY FIND AND REPLACE CONSUMABLES

Phaser 6350



Steps 1-3

1. Remove frosted cover
2. Change toner cartridges
3. Replace frosted cover



HP LaserJet 4650



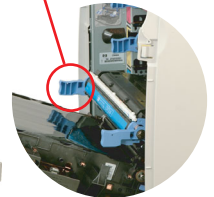
Find the consumables...

Steps 1-7

1. Open top door
2. Open bottom door
3. Open transport belt assembly
4. Replace toner
5. Close transport belt assembly
6. Close bottom door
7. Close top door



Only one inch from the transport belt



*Based on Xerox tests