

Xerox® WorkCentre® 4250XF vs. Canon imageRUNNER 3245i Competitive Assessment



Summary: WorkCentre 4250XF advantages

The WorkCentre 4250XF has the following advantages over the Canon imageRUNNER 3245i:

Productivity

- Faster warm-up time
- Higher standard paper capacity
- More standard paper sources (XF configuration)
- Handles heavier paper weights through all paper drawers
- Higher hard-disk drive capacity
- Standard finisher (XF configuration)
- User-replaceable consumables eliminate service call waits
- Better administrative utilities
- Easier installation, toner ordering and firmware upgrades

Cost Control

- Comparably equipped imageRUNNER 3245i costs more than three times as much
- Fully upgraded price is less than half the cost of a base imageRUNNER 3245i
- Better accounting capabilities
- Lower IT overhead: easier installation
- Lower IT overhead: configuration management

Security

- Standard hard drive encryption and overwrite
- Full device Common Criteria Certification

Environmental

- More compact design (base model)
- Weighs about half as much (base model)
- Xerox funded recycling of all CRUs
- Generates less noise
- Easier to place in the office

The WorkCentre 4250XF's innovative print drivers were recognized with a BLI "Outstanding Achievement Award," Fall 2008

The WorkCentre 4250 series uses the Global Print Driver and the Mobile Express Print Driver, which received a BLI "Outstanding Achievement Award" in Fall 2008.

"In our lab trial using the Xerox Global and Mobile Print Drivers, we were able to print documents on non-Xerox devices, including copier-based and printer-based models, on our test network," said Tony Maceri, BLI's Senior Test Technician. This flexibility lets workers print anywhere in their office, even on non-Xerox printers and copiers, with a single interface, instead of having to keep numerous print drivers installed (which is time-consuming for IT workers as well as confusing to end users).

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Test conditions:

The device(s) to be tested, lab test equipment and paper are tested with daily conditions maintained between 20 and 25.6 degrees Celsius/68 and 78 degrees Fahrenheit and 35% to 65% RH. A4/ Letter-size 80 gsm/20-lb. bond paper is used for all testing. Electricity is automatically regulated to <1% variation at 115 VAC using a Powerstat voltage regulator. Energy measurements used in Environmental Test Reports are recorded using a Yokogawa WT210 digital power meter. Devices with multiple energy level settings are set to use the lowest amount of energy for energy-save mode and/or sleep mode and to go into each mode at the shortest interval possible. The Job Stream Test conducted for BLI Environmental Reports is started from sleep mode after overnight dormancy and the running mode tests are started from idle mode.

Productivity

Productivity analysis

Productivity is influenced by a variety of factors, ranging from the obvious (rated engine speed, rated scan speed) to the subtle (streamlined administrative procedures, for example), and overall ease of use. We will examine numerous factors that contribute to the overall productivity advantages of the WorkCentre 4250XF in this section.

Ease of Use

Ease of use is a critical factor in determining productivity. If users have to spend time figuring out how to use a function properly, they're not doing the jobs they're paid to do and their productivity suffers dramatically. The WorkCentre 4250XF's advantages in ease of use include...

Intuitive print drivers keep workers more productive

Check status before you send a print job...right from your application

WorkCentre 4250XF	imageRUNNER 3245i
<p>When printing, users at their PC can toggle over icons in the drivers to see device status, including error conditions, remaining toner and types/locations of loaded paper.</p> <p>The print driver's More Status button lets users see even more details, including pending and completed jobs.</p>	<p>The print drivers allow users to see what appears to be the correct amount and type of paper remaining in the device. However, when the pointer is placed over a paper source on the graphical display in the print driver after someone has changed paper size, users will see the old, inaccurate information. To see the right media, users have to access the Get Device Status key under the Device Settings tab in the Properties menu of the PC, in the Printers folder in Windows. This is impractical and few users will do it because it requires numerous clicks and navigating through several different utilities.</p>
<p>The embedded Web page lets users view supplies status. Amount and size of paper is indicated as Ready, Near Empty and Empty; toner gauge in increments of 1 percent; and gauges for the drum and staple cartridge.</p>	<p>The Remote User Interface lets users check device status including the approximate amount of remaining paper, staple and punch waste gauges. Toner device status is indicated only by a message that says "Available."</p>

User-replaceable consumables means no wait for technician visits

WorkCentre 4250XF users can replace all their consumables themselves, without having to wait for a service technician. The imageRUNNER 3245i requires periodic service visits to change parts such as fuser rollers.

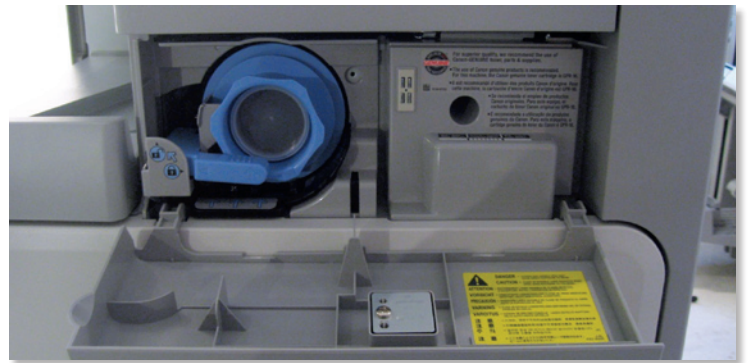


The WorkCentre 4250 has a Customer Replacable Unit strategy.

Canon imageRUNNER 3245i users spend more time replacing toner cartridges

Tested toner yield for both devices, based on BLI's Lab Test Reports (in impressions)

	WorkCentre 4250XF	imageRUNNER 3245i
Toner Yield	28,475	21,716



Canon users will replace toner more often than Xerox users.

Advantages For a Company's Chief Technology Officer or IT Director

WorkCentre 4250XF	imageRUNNER 3245i
Install PCL and PostScript drivers simultaneously with 12 clicks	Each print driver must be installed separately
Install only PostScript 3 with 11 clicks	Install only PostScript 3 with 15 clicks
Install only PCL 6 with 7 clicks	Install only PCL with 15 clicks
CentreWare Web allows report generation via 11 graphical Reports and six tabular reports	No report generation capability
Discover locally connected devices	No local device discovery
Automatically discovers third-party devices	Administrators must specify discovery of third-party devices
Remote firmware upgrade support	Does not support remote firmware upgrades
Critical errors status is reported to the utility immediately by each machine	No SNMP traps, so the system has to poll machines for updates, which creates network traffic and could cause delays for all network users
A single alert can be sent to unlimited email addresses	Maximum of 20 emails per alert
Time limit can be set before alert is sent for certain conditions (such as open cover)	No alert time limit
Dynamic Device Grouping standard (for example, if an error occurs, device is listed in Devices with Errors group)	No Dynamic Device Grouping
Automated Device Grouping (lists devices of similar types in the same group)	No Automatic Device Grouping
Remote print queue management: create, edit or delete queues on remote host PC workstations or server via the utility	No remote print queue management
Mobile and Global print drivers eliminate the need to install multiple print drivers	No mobile or universal print driver available
Print drivers offer bidirectional feedback	Print drivers appear to offer bidirectional feedback but users must remember to manually update the device first, which is a cumbersome process; if they forget, the information will be incorrect
Monitor and report on up to 107 device attributes	Cannot generate printable reports on device attributes

Printing with Xerox Global Print Driver

The Xerox Global Print Driver (X-GPD) reduces the burden of network printer support for IT administrators by providing broad device support in a convenient, single driver package. It works with virtually all Xerox-branded printers and multifunction printers (MFPs), and also supports non-Xerox devices that implement print features using compliant PostScript® and PCL. X-GPD greatly reduces the time and effort required to deploy and upgrade print drivers on a network.



Workflow

Better multitasking keeps workflow moving

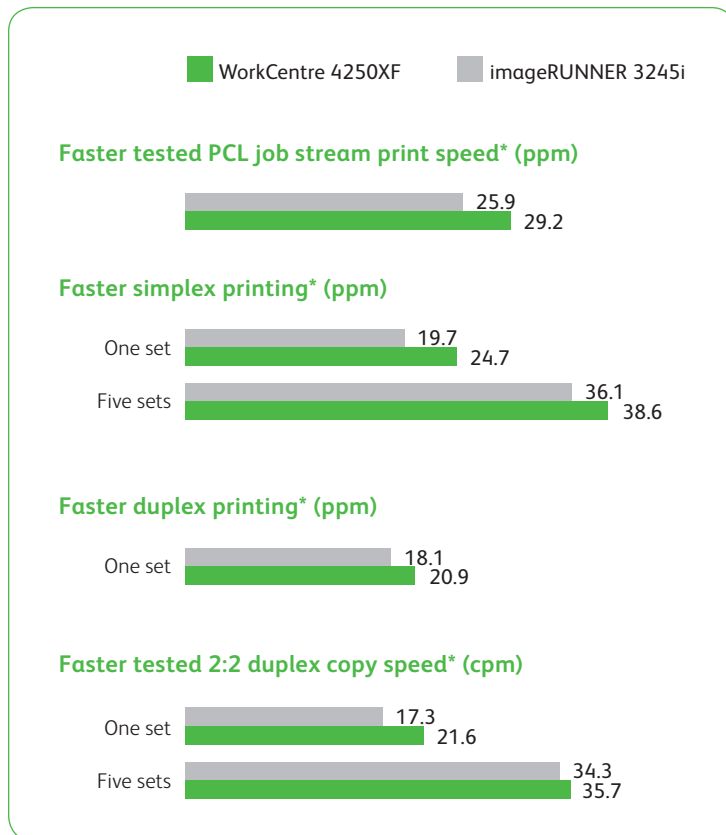
According to BLI's Lab Test Reports...

WorkCentre 4250XF	imageRUNNER 3245i
Users can access the control panel to program copy jobs while pages are being scanned.	Users have to wait until all pages of a copy job have been scanned before they can program a new copy job.

Speed Comparisons

Faster tested PCL job stream print speed

In BLI's job stream test, a series of documents totaling 19 pages (including Word documents, Outlook email messages, Excel spreadsheets, PowerPoint presentations, HTML pages and Acrobat PDF files) are released to the printer simultaneously, simulating the kinds of demands that might be placed on the MFP in a busy workgroup environment. The WorkCentre 4250XF handled the job stream much faster than the imageRUNNER 3245i.



*Data from BLI Lab Test Reports

Cost Control

Better usage tracking enables better cost control

Can the MFP track and report on total number of...

Total number of...	WorkCentre 4250XF	imageRUNNER 3245i
Pages?	Yes	Yes
Copy?	Yes	Yes
Print?	Yes	Yes
Simplex pages?	Yes	No
Duplex pages?	Yes	No
Scan/Send pages?	Yes	No
Email messages sent?	Yes	No

Xerox Standard Accounting vs. Canon imageWARE Enterprise Management Console

Xerox Standard Accounting with CentreWare Web	Canon imageWARE Enterprise Management Console
Includes 11 customizable chart/graph report templates	Does not generate reports
Reports can be customized, with choices from among 107 possible attributes	No automated supplies ordering
Reports can be generated for page counts by manufacturer, printer model, printer type, summary/status condition device count, printer status device count, faults by manufacturer device count, alert history, etc.	
Reports can be viewed via the Web UI or downloaded in .CSV format for use in applications such as Excel	
Xerox SMart e-Solutions (Meter Assistant and Supplies Assistant) automate tasks such as submitting meter counts for billing purposes and automatic ordering of supplies	

Pricing analysis

You could buy three WorkCentre 4250XF MFPs for the price of a comparably equipped imageRUNNER 3245i – and still save thousands of dollars!

	WorkCentre 4250XF	imageRUNNER 3245i
Base price*	\$4,999	\$12,000
Finisher	Standard	\$1,230
Hard Drive Encryption	Standard	\$325
Hard Drive Overwrite	Standard	\$325
Secure Watermark	Standard	\$1,000
Encrypted Secure Print	Standard	\$450
Fax	Standard	\$950
TOTAL PRICE	\$4,999	\$16,280

*US Pricing

Security

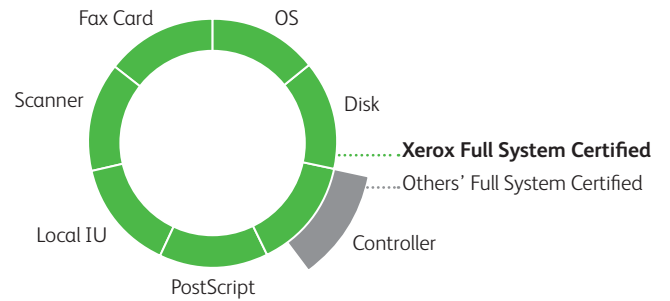
The WorkCentre 4250XF offers more security features standard.

Does the MFP offer...

	WorkCentre 4250XF	imageRUNNER 3245i
32-character administrator passwords?	Yes	No (max. 7)
Encrypted secure print?	Yes	Optional
Standard audit log?	Yes	No
Hard drive encryption?	Standard	Optional
Hard drive overwrite?	Standard	Optional

Full system Common Criteria Certification

- Most rigorous testing in the world
- Xerox has more devices certified than any competitor



Environmental considerations

The WorkCentre 4250XF is quieter than the imageRUNNER 3245i.*

Operating Noise Level (in dB)

	WorkCentre 4250XF	imageRUNNER 3245i
Decibel	54	71

*Data from reported manufacturer specifications.

Compact Design Fits Tight Spaces

Although it offers a comparable – in fact, better – standard feature set, the base WorkCentre 4250 series is much smaller than the imageRUNNER 3245i, measuring only 25.5” high x 24.5” wide x 19” deep (647 x 622 x 482 mm) without the finisher, versus the imageRUNNER 3245i’s larger base size of 35.5” high x 22.25” wide x 27.6” deep (901 x 565 x 701 mm).

What this means is that the WorkCentre 4250 can be placed on a desktop, allowing it to fit even into tightly packed workspaces, while the imageRUNNER 3245i requires its own dedicated area. This could make it a poor fit in any office where space is at a premium, since it doesn’t offer the flexibility users get with the WorkCentre 4250 series.

Lighter and Easier to Move

What’s more, the WorkCentre 4250 weighs only about half what the imageRUNNER 3245i does (only 98 pounds/44.5 kg, versus more than 181 pounds/82 kg), so it’s much easier to move and does not need a dedicated stand to support it.

Energy usage is comparable for both machines:

	WorkCentre 4250XF	imageRUNNER 3245i
Energy-Save	111W	73W
During Printing	794W	740W

Xerox’s Recent Environmental Awards:

- Corporate Leader by US EPA
- Climate Protection Award
- FTSE4Good Index
- World’s Most Ethical Companies List

Supplies Recycling Program

Consumables for the WorkCentre 4250 Series are part of the Xerox Green World Alliance Supplies Recycling Program. For more information, please visit the Green World Alliance website at www.xerox.com/gwa.

Specifications at a glance



	Xerox WorkCentre 4250XF	Xerox WorkCentre 4260XF	Canon imageRUNNER 3245i
ERP	\$2,499	\$4,999	\$12,000
Engine Speed (A4/letter)	45 ppm	45 ppm	45 ppm
Engine Speed (B4/legal)	39 cpm	39 cpm	22 cpm
Rated Black Scanning Speed	55 ipm	55 ipm	51 ipm
Rated Color Scanning Speed	25 ipm	25 ipm	51 ipm
Finisher	Optional (\$599)	Standard	Optional (prices range from \$1,230 to \$4,000)
Max. Paper Size	8.5 x 14 in. (A4)	8.5 x 14 in. (A4)	11 x 17 in. (A3)
Warm-Up Time	32 seconds	32 seconds	35 seconds
Std. Paper Capacity	500 sheets	2,000 sheets (4 x 500-sheets)	1,100 sheets (2 x 550-sheets)
Std. Paper Sources	1	4	2
Hard Drive Capacity	80 GB	80 GB	40 GB
Hard Drive Encryption	Standard	Standard	Optional (\$325)
Hard Drive Overwrite	Standard	Standard	Optional (\$325)
Secure Watermark	Standard	Standard	Optional (\$1,000)
Encrypted Secure Print	Standard	Standard	Optional (\$450)
Document Feeder	Standard RADF	Standard RADF	Standard RADF
Bypass Capacity	50 sheets	100 sheets	50 sheets
Fax	Optional	Standard	Optional (\$950)
Saddle-Stitch Booklet Finisher	Not available	Not available	Optional
Rated Toner Yield	25,000 impressions	25,000 impressions	24,000 impressions
Max. Paper Weights (main drawers)	105 gsm/28-lb. bond	105 gsm/28-lb. bond	90 gsm/24-lb. bond
Max. Paper Weights (bypass tray)	200 gsm/53-lb. bond	200 gsm/53-lb. bond	120 gsm/32-lb. bond

Key positioning strengths of the Canon imageRUNNER 3245i and how to combat them with prospective customers

Lower supplies cost per page

What the Canon sales rep could say:

“The imageRUNNER 3245i has a lower supplies cost per page than the WorkCentre 4250XF, with an average CPP of about half versus the WorkCentre 4250XF (according to BLI’s published Lab Test Reports).

How to respond

Considering that a comparably-equipped imageRUNNER 3245i costs about four times as much as the base WorkCentre 4250 and about three times as much as the fully upgraded WorkCentre 4250XF model, most offices will find it far more cost-efficient to install the WorkCentre 4250XF in place of the imageRUNNER 3245i. Add the fact that the WorkCentre 4250XF also includes standard hard drive data encryption, standard encrypted secure print software, standard hard disk drive erase and standard secure watermark capability, and it’s obvious that the WorkCentre 4250XF is a far better value for the money.

Handles larger media sizes

What the Canon sales rep could say:

“The imageRUNNER 3245i handles media sizes up to A3/11” x 17”, while the WorkCentre 4250XF series is a completely different animal because it is only capable of handling A4 size paper.”

How to respond

Only a handful of workplaces ever use ledger-size paper capability, so why should they pay such a high premium for this capability? Almost every office will realize huge cost savings by purchasing an A4/letter device for everyday needs and then outsource jobs with special media requirements to dedicated print or copy shops. Most offices that absolutely positively have an A3/ledger-capable MFP only need to purchase one for the entire site, with other workgroups’ needs served perfectly well with A4/letter MFPs. In today’s economy, who can afford to pay for only one MFP when they could get three MFPs with better standard functionality for the same price?

Available saddle-stitch finishing option

What the Canon sales rep could say:

“Only the imageRUNNER 3245i offers saddle-stitch finishing. This isn’t available for the WorkCentre 4250XF.”

How to respond:

Creating booklets in-house is usually more of a hassle than it’s worth, particularly when it’s not done often and workers have to struggle with a learning curve. There are very few instances where A4/letter-size booklets that have been hole-punched and bound will not do just as well, and with the considerable cost of an A3/ledger MFP and a saddle-stitch finisher, most environments will again save much more money by outsourcing booklet jobs if they have to be specially bound.



For more information, call **1-800-ASK-XEROX** or visit us at www.xerox.com/office

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