

Competitive Analysis

Xerox® WorkCentre® 6400X

vs. Canon® Color imageRUNNER® C1030iF

This document has been prepared from internal analysis as well as data prepared by Buyers Laboratory Inc. (BLI), the imaging industry's leading source of unbiased and reliable competitive intelligence. Data was collected in BLI's 10,000 square-foot lab in Hackensack, New Jersey and has been published in BLI's Lab Test Reports, Environmental Test Reports, and BLI Side-By-Side Comparison publications, among others.



The WorkCentre 6400X delivers faster speed, better standard features, and higher paper and toner yields.

With the WorkCentre 6400X, users get:

- Faster black and color engine speed
- Faster real-world performance
- Higher measured print and copy density
- Better feedback to users at their workstations
- Better security

BLI Lab Test Reports: Real-world performance advantages

	WorkCentre 6400X	Color imageRUNNER C1030iF
Faster tested first-print times		
The WorkCentre 6400X was faster than the Color imageRUNNER C1030iF when printing some of the most popular types of files, which mostly consist of just one or two pages.		
Tested first-print times by file type (in seconds)		
Black Word document	16.94	17.06
Color PowerPoint	16.94	19.44
Faster tested color copying		
The WorkCentre 6400X was faster than in both simplex and 2:2 duplex mode.		
Tested color copy speeds (in cpm)		
1 set (simplex mode)	10.4	9.5
5 sets (simplex mode)	17.2	12.0
1 set (2:2 duplex mode)	9.7	5.8
5 sets (2:2 duplex mode)	15.0	9.3
Tested black copy speeds (in cpm)		
1 set (simplex mode)	16.9	16.5
5 sets (simplex mode)	28.9	26.1
1 set (2:2 duplex mode)	11.1	7.0
5 sets (2:2 duplex mode)	18.2	18.1
Faster tested color printing		
The WorkCentre 6400X also proved faster when printing one and five sets of the BLI test document, in all color modes tested.		
Tested full-color color print speeds (in ppm)		
1 set (simplex mode)	17.7	15.5
5 sets (simplex mode)	26.5	20.0
1 set (duplex mode)	13.6	8.9
5 sets (duplex mode)	18.0	17.3
Faster tested job stream printing		
BLI's job stream test simulates the kind of traffic that might be generated in a busy multi-user environment, such as a series of different types of files totaling 19 pages that are released to the device simultaneously, with overall print speed based on total processing time.		
Black job stream print speed	25.4	9.2
Full-color job stream print speed	17.0	7.6

Device management and ease of use

	WorkCentre 6400X	Color imageRUNNER C1030iF
Better device management Xerox offers several automated self-help tools that are powerful and effective at reducing calls to help desks. If the WorkCentre 6400X needs attention, it can provide detailed, on-screen alerts on what to do, or connect the user to the same extensive Knowledge Base used by Xerox technicians.	Discovers and monitors locally connected devices; supports remote firmware upgrades; dynamic device grouping; 18 standard report templates; monitors simplex/duplex pages, scan/send pages and email messages sent	Can't discover or monitor local devices; does not support remote firmware upgrades; no dynamic device grouping; no report templates; cannot monitor simplex/duplex pages, scan/send pages or email messages sent
Better print drivers	Up to four maximum paper sources per job; print and hold; Proof Print; Cover mode (front, back)	Up to 3 maximum paper sources per job (PCL and UFR II); limit of 1 paper source per job (PostScript); no print and hold; no Proof Print; no Cover mode

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Other WorkCentre 6400X advantages

Better measured print and copy density

According to BLI Lab Test Reports, print and copied output produced by the WorkCentre 6400X exhibited higher density and a wider range of halftones than the Color imageRUNNER C1030iF.

	WorkCentre 6400X	Color imageRUNNER C1030iF
Measured Print Density		
Cyan	1.31	0.68
Magenta	1.26	0.62
Yellow	0.91	0.69
Measured Print Density Range (black)	1.47 to 1.54	1.33 to 1.43
Measured Printed Halftone Range	1% to 100%	4% to 97%
Measured Copy Density		
Cyan	1.39	1.21
Magenta	1.19	1.16
Yellow	0.96	0.77
Measured Copy Density Range (black)	1.49 to 1.60	1.31 to 1.39

Better feedback to workstations and better consumables status

	WorkCentre 6400X	Color imageRUNNER C1030iF
Pop-up message for print job completion	Available	Not available
Email alerts for errors	Available	Not available
Email alerts for low consumables	Available	Not available
On-screen status icon in print driver	Available	Not available
Paper gauge in print driver	Available	Not available

Better security

	WorkCentre 6400X	Color imageRUNNER C1030iF
Administrative password length	32	7
Encrypted secure print	Available	Not available
Encrypted PDF mode (encrypted scan)	Available	Not available
IPsec, SSL and SNMPv3	Available	Not available



Specifications

	WorkCentre 6400X	Color imageRUNNER C1030iF
System advantages		
Faster engine speed	37 ppm black/32 ppm color	30 ppm black/22 ppm color
Higher maximum monthly duty cycle*	120,000 impressions	65,000 impressions
Better standard print capability	Standard Adobe® PostScript® 3™ and PCL	Standard UFR II; optional PCL 6 (C1030 configuration); optional PostScript (C1030iF configuration)
More memory	1 GB	768 MB
Hard disk drive	Standard 80 GB	Not available
Higher paper capacity	Standard: 500 sheets (1,500 sheets XF configuration) Maximum: 1,600 sheets	Standard: 250 sheets Maximum: 850 sheets
Handles heavier paper weight (bypass tray)	Up to 80 lb. cover/219 gsm	Up to 47 lb. bond/177 gsm
Higher toner yields	Black: 12,000 impressions Color: 16,500 impressions (high-yield) 8,000 impressions	Black: 6,000 impressions Color: 6,000 impressions

* Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis.



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