Xerox® WorkCentre® 7220i/7225i
Xerox® WorkCentre® 7830i/7835i/7845i/7855i
Xerox® WorkCentre® 7970i
Xerox® Colour C60/C70 Printer
Xerox® Versant 80 Press

Xerox® A3 and Light Production Colour Multifunction Printer

Product Positioning Guide

xerox®

A3 and Light Production Colour Multifunction Printer
Product Positioning Guide

Whether it's for a small business or a large enterprise, choosing the right colour multifunction printer involves several important considerations. To help you determine the best choice for your business needs, this Product Positioning Guide provides insight into the various technologies and features offered by the following Xerox® colour A3 and light production devices.

Work group   **Departmental**

Xerox® WorkCentre® 7220i/7225i Colour Multifunction Printer

Seamlessly create and share business-critical information, in full office colour, and take your business or work group to a higher level of performance — without hurting the bottom line.

- 20/25 ppm colour
- 20/25 ppm black and white
- Laser technology and EA Toner with ultra low-melt technology
- Xerox® ConnectKey® Technology

Xerox® WorkCentre® 7830i/7835i/ 7845i/7855i Colour Multifunction Printer

Achieve high-impact colour documents that impress customers and deliver results — while minimising costs.

- 30/35/45/50 ppm colour
- 30/35/45/55 ppm black and white
- HiQ LED technology and EA Toner with ultra low-melt technology
- Xerox® ConnectKey Technology

Xerox® WorkCentre® 7970i Colour Multifunction Printer

For document-intensive office environments where the workloads are demanding, security is a must, and ease-of-use and ease-of-management truly matter.

- 70 ppm colour
- 70 ppm black and white
- HiQ LED technology and EA Toner with ultra low-melt technology
- Xerox® ConnectKey Technology
- Optional EFI Fiery Network Server

These devices are built on Xerox® ConnectKey® Technology. To learn more, go to **www.connectkey.com**

Departmental

Xerox® Colour C60/C70 Printer

Benchmark image quality, expansive media handling and professional finishing with efficient, secure and flexible colour workflows deliver an affordable print solution for any environment.

- 60/70 ppm colour
- 65/75 ppm black and white
- Laser technology and EA Toner with ultra low-melt technology
- Xerox® Integrated Colour Server with optional Xerox® EX C60/C70 Print Server, Xerox® FreeFlow® Print Server Integrated for the Xerox® Colour C60/C70 Printer and Xerox® EX-i C60/C70 Print Server

Entry Production Colour

Xerox® Versant 80 Press

With one digital press – easy, accurate and automated – you're making a future-proof investment in performance, quality, versatility and results.

- 80 ppm colour
- 80 ppm black and white
- Xerox® EA Low Melt Dry Ink toner with small, uniform particles, fine lines and overall image quality
- Xerox® FreeFlow® Versant 80 Print Server, Xerox® EX 80 Print Server Powered by Fiery®, Xerox® EX-i 80 Print Server Powered by Fiery®

Differentiate Yourself with the Power of Colour

There's no denying that using colour in your business documents delivers measurable results. Colour grabs attention, improves brand recognition, reduces search time and increases sales.

To help you better focus on which Xerox® colour device is the right solution for you, consider the following factors.

- **Are you new to colour printing?**
  If so, consider the Xerox® WorkCentre® 7220i/7225i or Xerox® WorkCentre® 7800i series. Both product families offer excellent colour output and document finishing options, plus copying, faxing and scanning functionality for your everyday business needs.

- **Are you currently printing in colour but need higher productivity?** If so, consider the Xerox® WorkCentre® 7970i. This device is a colour workhorse for document-intensive environments, with advanced finishing capabilities and powerful, workflow-enhancing, multifunction performance.

- **Are you looking for benchmark colour quality, advanced finishing options, multifunction capabilities and production-level speed?** If so, take a closer look at the Xerox® Colour C60/C70 Printer. This device means serious colour performance for virtually any type of document your business demands.

Many factors determine the quality of the print output delivered by a colour multifunction printer. Print resolution and intuitive, user-friendly colour adjustments are key components of a device's ability to deliver the results you demand to bring your high-end colour print jobs in-house.

Print Resolution

Measured as dots per inch or dpi, print resolution is just one factor that contributes to a colour document's overall appearance. The devices covered in this positioning guide produce print resolutions ranging from 600 x 600 dpi to 2400 x 2400 dpi.
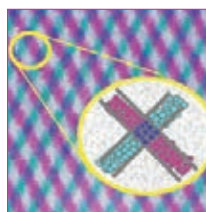
Toner

Xerox® EA Toner with High Grade (HG) technology – chemically grown to produce the market's smallest, most uniformly shaped particles – delivers sharper clarity, excellent shadowing and outstanding fine-line detail compared to traditional toners used by competitive devices.

Xerox® EA Toner with ultra low-melt technology provides the advantages of EA-HG toner while achieving minimum fusing temperatures 20 degrees C lower than conventional toner, for even more energy savings and brilliant, glossy output even on ordinary paper.

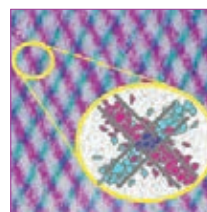**EA-HG Toner**   **Competitive Toner**

PANTONE® / Corporate Colour Matching

The ability to match corporate colours using the PANTONE MATCHING SYSTEM® is important in some environments. Xerox offers a wide variety of choices to fit customers' specific needs:

- PANTONE Simulations – colour output is tuned by Xerox to the best possible match for the device.

- PANTONE-licensed – PANTONE and Xerox collaborate to fine-tune colours.

- PANTONE Editors – Xerox offers power users the option to use the PANTONE Licensed colour or use Xerox-patented editors that provide the ability to super-tune to your personal taste.

Colour By Words: Unique Colour Control

Simply select your desired colour modifications from a drop-down list and Colour By Words will adjust your printout.

Original photo not right? Use the Colour By Words drop-down list and choose "yellow-green colours a lot more green", and "red colours a lot more vivid". Picture-perfect results.

Colour Features

	Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer	Xerox® Versant 80 Press
Print Resolution	Up to 2400 x 600 image quality	Up to 1200 x 2400 dpi	Up to 1200 x 2400 dpi	Up to 2400 x 2400 dpi	Up to 2400 x 2400 dpi
Copy Resolution	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi
Scan Resolution	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi	Up to 600 x 600 dpi
Printing Technology	EA Toner with ultra low-melt technology	EA Toner with ultra low-melt technology	EA Toner with ultra low-melt technology	EA Toner with ultra low-melt technology	EA Toner with ultra low-melt technology
Colour By Words	Yes	Yes	Yes	No	No
Optional Colour Controllers	None	EFI™ Fiery Network Server	EFI™ Fiery Network Server	• Xerox® EX-i C60/C70 Print Server • Xerox® FreeFlow® Print Server Integrated for the Xerox® Colour C60/C70 Printer • Xerox® EX C60/C70 Print Server	Xerox® FreeFlow® Versant 80 Print Server, Xerox® EX 80 Print Server Powered by Fiery®, Xerox® EX-i 80 Print Server Powered by Fiery®
PANTONE® / Colour Certifications	PANTONE Simulations	PANTONE-licensed (available with optional EFI Server)	PANTONE-licensed (available with optional EFI Fiery Network Server)	PANTONE Matching, Fogra, IDEAlliance, Gracol Offset, Adobe PDF Print Engine	PANTONE Matching, Fogra, IDEAlliance, Gracol Offset, Adobe PDF Print Engine

Productivity Advantages

The A3 and light production colour multifunction printers covered in this positioning guide efficiently process your documents with industry-leading performance. Get more work done in less time with convenience features that simplify document management and enhance productivity.

Output Speed

Printing professionals and other small-to-medium commercial printers will appreciate the high output performance with colour print speeds that range from 20/25 ppm for the Xerox® WorkCentre® 7220i/7225i to 70 ppm on the Xerox® C60/C70 Printer.

First-copy-out Time (FCOT)

FCOT is simply the amount of time it takes for the device to output the first page of a given document, measured from the moment the copy-job data has been processed by the device.

Average Monthly Print Volume (AMPV)

AMPV is the device's recommended monthly print volume. This average is based on expected consumable yields and other factors, and should be used as a guide when choosing the A3 colour device that will both meet your current productivity requirements, as well as your future needs should your productivity demands increase.

Duty Cycle

Duty cycle is the maximum number of recommended images produced on a particular device for a given month. Use duty cycle as a measure of a device's maximum print capacity within a one-month duration that is deemed acceptable by service.

Concurrent Processing

Concurrent processing keeps the busiest work groups productive. Use multiple functions simultaneously to handle a variety of complex jobs with ease.

Print Around

Our Print Around feature lets you move your job ahead of stalled documents in the queue.

Xerox® Smart Kit® Technology

Easy-to-change critical supplies are constantly monitored to predict and prevent downtime.

Load While Run

The load while run feature allows you to replenish a device's toner, ink, and/or paper (from any tray not feeding an in-process job run) without the need for interrupting a job run, keeping productivity at its peak.

Paper Input Capacity

Standard paper input capacities for the A3 and light production colour multifunction printers range from 1,090 sheets (WorkCentre 7220i/7225i) to 3,260 sheets (Xerox® C60/C70 Printer).

Media Sizes

It's important to consider the types of documents you'd like to produce, and then ensure the A3 and light production colour multifunction printer you choose is capable of handling the right range of media sizes.

Full Range of Scanning Solutions

Use scanning to reduce resources spent managing hard copy files. Simply scan your printed documents and get searchable digital files that can be automatically shared via email or network folder, or stored on the device or, in some cases, any USB memory device for true portability.

The A3 and light production colour multifunction printers quickly scan your documents at speeds ranging between 55 and 200 images per minute.

View the Xerox® Key Solutions and Office/Light Production Products Compatibility Matrix at www.xerox.com/SolutionsMatrix to learn more.

Print from / Scan to USB Memory Device

Connect any standard USB memory device at the multifunction printer's front panel for faster document delivery when you're not at your computer (standard on select models).

Xerox® Mobile Print Solution

Xerox makes mobile printing simpler and more convenient, while keeping your business secure. That's why we're empowering today's mobile professionals with the freedom to send print jobs from any email-enabled device.

Simple. There's no software to load on the mobile device, no searching for online printer information, or time wasted looking for the right application. This solution works with any email-enabled device. Plus, there's no dependence on administrative support staff for printing tasks.

Convenient. Print Microsoft® Office® documents, including Word®, Excel® and PowerPoint®, as well as PDF files.

Secure. Mobile workers can print directly from their mobile devices and retrieve documents at an enabled Xerox® multifunction printer with a secure confirmation code. Mobile professionals will no longer have to rely on others to print sensitive documents or risk leaving prints in the output tray.

Xerox® Workflow Solutions

The power of Xerox® Workflow Solutions – an added ingredient inside most Xerox® multifunction printers – is the technology's ability to transform the way your organisation gets vital work done. When people work efficiently, in less time and with fewer steps, productivity goes up. Stress goes down. So do errors. Whether you have only a few people on your team or a very large work group, Xerox offers a wide range of multifunction printers that deliver flexibility and advanced features to copy, print, scan and fax – all from one device. It's about streamlining your workflow and it starts by using Xerox® Workflow Solutions right from your multifunction printer.

Xerox® ConnectKey® Apps

Increase user productivity by simplifying and shortening everyday tasks. ConnectKey Apps extend the capabilities of your ConnectKey enabled multifunction printer and help you make the most of your hardware investment. Unlike traditional software, ConnectKey Apps do not require a dedicated server, PC or IT resource.

Productivity Features

	Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer	Xerox® Versant 80 Press
Output Speed Colour	20 / 25 ppm	30 / 35 / 45 / 50 ppm	70 / 70 ppm	60 / 70 ppm	80 ppm
Black and white	20 / 25 ppm	30 / 35 / 45 / 55 ppm	70 / 70 ppm	65 / 75 ppm	80 ppm
First-copy-out Time (as fast as) Colour	8.4 seconds	9 / 9 / 7.5 / 7.1 seconds	7.3 seconds	From the Platen: As fast as 7.8 seconds From the DADF: As fast as 9.6 seconds	As fast as 11.2 seconds
Black and white	7.1 seconds	7.7 / 7.7 / 6.4 / 5.9 seconds	5 seconds	From the Platen: 5.1 seconds From the DADF: 5.3 seconds	As fast as 11.2 seconds
Average Monthly Print Volume[1]	Up to 6,250 pages	8,000 to 22,000 pages	10,000 to 40,000 pages	10,000 to 60,000 pages	25,000 to 80,000 pages
Monthly Duty Cycle[2]	Up to 50,000 / 60,000 pages	Up to 90,000 / 110,000 / 200,000 / 300,000 pages	Up to 300,000 pages	Up to 300,000 pages	Up to 460,000 pages
Concurrent Processing	Yes	Yes	Yes	Yes	Yes
Print Around	Yes	Yes	Yes	Yes	No
Smart Kit® Components	Yes	Yes	Yes	Yes	Yes
Load while Run	Paper	Paper	Paper	Paper/Toner	Toner
Paper Input Capacity (std/max)	1,090 / 2,130 sheets	2,280 / 5,240 sheets	3,140 / 5,140 sheets	3,260 / 7,260 sheets	1,650 / 9,900 sheets
Media Sizes	89 x 99 mm to 320 x 483 mm	89 x 99 mm to 320 x 483 mm	89 x 99 mm to 320 x 483 mm	102 x 152 mm to 330 x 488 mm	100 x 148 mm to 330 x 488 mm
Scan Speed Colour	55 ipm	7830i / 7835i: 70 ipm 7845i / 7855i: 133 ipm	133 ipm	200 ipm	200 ipm
Black and white	55 ipm	7830i / 7835i: 70 ipm 7845i / 7855i: 133 ipm	133 ipm	200 ipm	200 ipm
Print from / Scan to USB	Yes / Yes	Yes / Yes	Yes / Yes	Yes / Yes	No
Xerox® Workflow Solutions Technology	Yes	Yes	Yes	Yes, limited – see each solution for compatibility	Yes, FreeFlow Core and other solutions
User Interface	8.5-inch embedded touch screen	8.5-inch embedded touch screen	9-inch embedded touch screen	10-inch upright touch screen	10-inch upright touch screen
Scan / Fax Preview	No	No	No	Yes	No
Xerox® Mobile Print Solution	Optional	Optional	Optional	Optional	Optional

[1] Expected regular monthly throughput
[2] Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis.

Cost Reduction Advantages

One of the most critical considerations when evaluating A3 and light production colour multifunction printers is cost of operation. Look for tools that allow you to control access to the device's colour features. Also, look for accounting capabilities that help you track and assign printing costs.

Xerox® Standard Accounting

With Xerox® Standard Accounting, administrators can track copy, scan, print and fax jobs as well as manage users' access to colour copies and prints. Set limits for individual users on the number of print, copy, scan and fax jobs, and account for device activity down to the user, group or department level.

Network Accounting

Network Accounting enables a device to integrate with accounting solutions from Xerox Business Partners such as Equitrac, Copitrack and Pharos. For centralised monitoring, Network Accounting gives customers up-to-date information on how multifunction printers are used by account and user, including time and date of the activity. Network accounting provides enterprise-wide reporting and global user/device management.

Foreign Device Interface Kit

A foreign device interface kit enables connectivity to external third-party control devices such as magnetic card readers or coin devices.

Colour Authorisation via LDAP or MS Active Directory™

Colour authorisation via MS Active Directory makes it easy to integrate any A3 and light production colour multifunction printer with existing IT systems. Network administrators can limit colour printing and copying to select users for easy IT setup and maintenance.

Black-only Print Drivers

Xerox offers customers the ability to deploy black-only print drivers, which allow administrators to set the default in the driver for printing in black and white only.

Application Default Settings

Save time and money by customising your print driver's default application settings. Now you can quickly choose default settings per application, such as always printing Microsoft® Outlook® emails in black and white, PowerPoint® presentations in duplex mode, and more. You can also customise print driver settings for economy and efficiency. Set two-sided printing, choose N-up for printing multiple pages on a single sheet as your default, or adjust settings for specific applications.

Secure Print with Timed Deletion

With this feature, users are required to enter a passcode at the device to release the job. Documents not printed within a set time will be deleted. That means fewer documents are unnecessarily printed and left at the device.

Finishing Options

Reduce outsourcing costs. Bring expensive printshop operations in-house with powerful finishing options that include everything from folded brochures to saddle-stitched booklets, on media up to SRA3.

Set User Permissions

User permissions provide the ability to restrict access to print features by user, by group, by time of day and by application. Users and groups can be set up with varying levels of access to print features. For example, limits can be set that allow colour print jobs only during certain hours of the day; PowerPoint presentations automatically print in duplex mode; or Outlook emails always print in black and white.

Cost Reduction Features

	Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer	Xerox® Versant 80 Press
Xerox® Standard Accounting	Yes	Yes	Yes	Yes	No
User Permissions	Yes	Yes	Yes	Yes	No
Network Accounting Enablement	Yes	Yes	Yes	Yes	No
Foreign Device Interface Kit	Optional	Optional	Optional	Optional	Yes
Colour Authorisation via LDAP or MS Active Directory™	Yes	Yes	Yes	Yes	No
Black-only Print Drivers	Yes	Yes	Yes	Yes	Yes
Application Default Settings	Yes	Yes	Yes	Yes	Yes
Finishing Options	Multiposition stapling, booklet making	Multiposition stapling, booklet making, V-folding	Multiposition stapling, 2/4-hole punching, booklet making, C/Z folding	Multiposition stapling, 1, 2, 4 staples, 2/4-hole punching, booklet making, Trifolding, C/Z-folding, Z-folding, inserting, GBC® punching, Xerox® SquareFold® trimming	Multiposition stapling, 2/4-hole punching, 200-sheet interposing, booklet making, Tri-folding, V-folding, GBC Punching, SquareFold trimming, High-capacity stacking, 3 knife trimming

Sustainability Advantages

How does an A3 and light production colour multifunction printer put you on a path to a greener workplace? Sustainability can be assessed in a variety of ways. Do they help you conserve paper and other consumables? With which environmental standards do the devices comply?

Power Consumption

Consuming less power in standby, low power and operating modes results in greater energy savings in the office.

Earth Smart Driver Settings

Our innovative new Earth Smart feature allows you to choose the most environmentally sensitive options for your job, such as setting automatic 2-sided printing as the default. You can also save paper by turning off costly Banner page printing and instead include print job ID information in the margin of the first page.

Manage Energy

With Cisco EnergyWise® technology, enabled by Xerox® Power Management Information Base (MIB), you can control, manage and report your device's power consumption information, and set optimal power states and timeout intervals.

EA Toner with Ultra Low-melt Technology

Our EA Toner achieves a lower-fusing temperature (up to 20°C) than conventional toner for even more energy savings and brilliant, glossy output even on uncoated paper.

Hi-Q LED Print Engine

Proven Hi-Q LED print engine technology consumes less energy and space and produces less noise.

LED Scanner

The innovative LED scanner consumes 1/3 less power than traditional Xenon lamps.
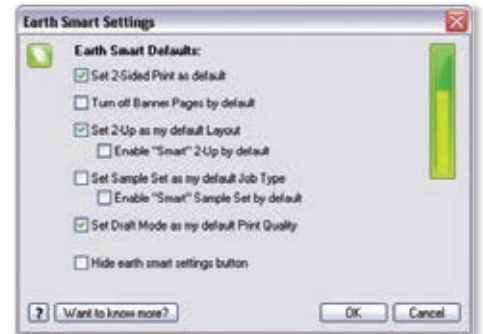
Automatic Duplexing

Automatic duplexing on A4-size media is just as fast as printing one-sided pages.

Paperless Faxing

LAN Fax sends faxes directly from applications on your desktop. Incoming faxes can be viewed as thumbnail images on the user interface – so you only print what's important.

ENERGY STAR®

With the goals of reducing energy consumption and greenhouse gas emission, ENERGY STAR is a voluntary programme sponsored by the United States Environment Protection Agency. Products carrying the label are certified for matching or exceeding federal energy conservation standards.

Xerox has a long-standing focus on green innovation. Xerox offers environmentally responsible choices for paper and media such as recycled media with up to 100% post-consumer recycled content and paper that adheres to internationally recognised standards for sustainable forestry management. We've also diverted over 9 million kilograms of waste from landfills through our Product Take-back and Recycling Programme (visit **www.xerox.com/environment** to learn more).

Sustainability Features

	Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer	Xerox® Versant 80 Press
Power Consumption Sleep	7220i: 4.83 watts 7225i: 4.79 watts	<4.8 watts	<3.5 watts	3.0 watts	4.8 watts
Running (Average)	7220i: 389 watts 7225i: 441 watts	<862 watts	<1022 watts	C60: 1,052 watts C70: 1,250 watts	1400 watts
Earth Smart Driver Settings	Yes	Yes	Yes	Yes	No
Cisco EnergyWise® Technology	Yes	Yes	Yes	No	No
EA Toner with Ultra Low-melt Technology	Yes	Yes	Yes	Yes	Yes
HiQ-LED Print Engine	No	Yes	Yes	No	No
LED Scanner	Yes	Yes	Yes	Yes	Yes
Automatic Duplexing	Yes	Yes	Yes	Yes	Yes
Paperless Faxing (LAN Fax)	Optional	Optional	Optional	Optional	No
ENERGY STAR®	Yes	Yes	Yes	Yes	Yes
Noise Emission Standby	26.7 dBA	18 dBA	26.7 dBA	18 dBA	40.8 dBA (Standby) 65 dBA (Continuous)
Continuous	52 dBA	56 dBA	65.7 dBA	56 dBA	63.0 dBA

Security Advantages

What types of security requirements are critical to your business or organisation? The A3 and light production colour multifunction printers' advanced security features protect a workflow's entry and exit points, ensuring the safety and integrity of business-critical information.

Authentication

Access to features such as Scan to Email can be set up to require user authentication at the device. Authentication can require a device-based password or be seamlessly integrated into an IT environment via MS Active Directory, Kerberos, SMB and LDAP.

IPsec

Print jobs sent the multifunction printer are encrypted using the IPsec protocol.

SNMP V 3.0

Secures network data using industry-standard SNMP V 3.0 protocol.

Secure Print

The Secure Print feature allows a print job with a unique PIN to be sent to the multifunction device, where the job prints once the user enters the PIN at the device's front panel interface.

HTTPS / 802.1X

Ensures devices connected to the network are properly authorised.

Image Overwrite

In adherence with the Department of Defense algorithm, the Image Overwrite function performs a three-pass overlay of a predefined pattern of 1s and 0s which overwrites images on the hard disk.

Common Criteria Certification

Common Criteria for IT Security Evaluation is an internationally recognised methodology (ISO 15408) for evaluating the security claims of hardware and software vendors. The five major elements of Common Criteria are availability, integrity, confidentiality, accountability and non-repudiation. Xerox submits its products for validation by an independent, government-sponsored laboratory for testing and certification. Certification is a costly, rigorous and time-consuming process.

Check the Xerox security pages (**www.xerox.com/security**) or the Common Criteria Portal (**www.niap-ccevs.org**), for more up-to-date information.

Powerful Partnerships

Xerox® devices enabled by Xerox® ConnectKey® Technology include McAfee® technology integration powered by Intel Security, resulting in the industry's first lineup of multifunction printers that protect themselves from potential outside threats. McAfee's whitelisting technology ensures only safe, pre-approved files or functions are executed on your devices, minimising the need to manually update software levels against new security threats. Also, seamless integration with the Xerox® Managed Print Services toolset and McAfee ePolicy (ePO) allows for easy tracking and monitoring.

Automatic Cisco® TrustSec Identity Services Engine (ISE) integration provides comprehensive visibility of all ConnectKey enabled multifunction printer endpoints to enforce ITcentric security policies and compliance.

Industry Certifications

Xerox® multifunction printers include numerous industry certifications relating to print drivers and applications; servers and connectivity; and security. For a complete list, visit **www.xerox.com/IndustryCertifications**.

Xerox® PrintSafe Software

This authentication software integrates with trusted industry cards and readers and provides PIN access to any printer in a customer's secured print environment It works with both Xerox® devices and devices from other vendors. This software is open to work with a variety of industry standard secure readers and cards.

Security Features

	Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer	Xerox® Versant 80 Press
Authentication	Standard	Standard	Standard	Standard	Standard
IPsec	Standard	Standard	Standard	Standard	Standard
SNMP V 3.0	Standard	Standard	Standard	Standard	Standard
Secure Print	Standard	Standard	Standard	Standard	Standard
HTTPS / 802.1X	Standard	Standard	Standard	Standard	Yes
Image Overwrite	Standard	Standard	Standard	Standard	No
Common Criteria Certified	Yes	Yes	Undergoing evaluation	Undergoing evaluation	No
McAfee® Embedded	Yes	Yes	Yes	No	No
McAfee ePolicy Compatible	Yes	Yes	Yes	No	No
Cisco® TrustSEC Identity Services Engine (ISE)	Yes	Yes	Yes	No	No
Xerox® PrintSafe Software	Optional	Optional	Optional	Optional	No

By choosing Xerox, you simply get more.

Specifically, you get more cost reduction, more sustainability, more security – and above all, more productivity for your workplace.

Gain Competitive Advantage

- Help grow your business.
- Colour and image quality grabs attention, improves brand recognition, reduces search time and increases sales.

Reduce Costs

- Built-in cost-savings help the bottom line.

Achieve Sustainability Goals

- Become a greener workplace.

Ensure Information Security

- Keep critical information safe and secure.

Increase Productivity

- Do more with less.

Products that Help Your Customers Get More

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Gain Competitive Advantage	Good	Best	Best	Best	Best
Productivity	Good	Best	Best	Better	Good
Reduce Costs	Better	Better	Better	Good	Good
Sustainability	Better	Better	Better	Good	Good
Security	Best	Best	Best	Good	Best for quality
Image Quality	Good	Better	Better	Best	Best for image quality

Consider the right device for your situation.

Xerox® WorkCentre® 7220i/7225i	Xerox® WorkCentre® 7830i/7835i/7845i/7855i	Xerox® WorkCentre® 7970i	Xerox® Colour C60/C70 Printer
• Small or medium business looking for all-in-one colour device • Upgrading from black and white-only printer or multifunction printer • Looking for a low entry price to A3 colour • AMPV of less than 6,250 pages • Typical office applications (Microsoft® Office® Suite) • Smallest footprint • Leverage Xerox Extensible Interface Platform®-based Xerox® Workflow Solutions applications	• Typical office applications (MS Office Suite) and simple office finishing capabilities • Desire for mid average-monthly-print-volume capability with good resolution colour-page output (up to 22k) • Need for easy to use colour management • Leverage Xerox Extensible Interface Platform®-based Xerox® Workflow Solutions applications • Expanded finishing options such as booklet making, folding, etc.	• Require robust platform for higher duty cycle • Potentially higher colour and black and white speed requirement • Desire for high-monthly-print-volume capability with good resolution colour-page output (up to 40k) • Need for easy to use colour management • Leverage Xerox Extensible Interface Platform®-based Xerox® Workflow Solutions applications • Typical office applications (MS Office Suite) and advanced office finishing (C/Z fold)	• Average monthly print volume of 10-60k pages • Desire larger user interface • Sophisticated Production Finishing (C/Z fold, sheet inserter, 25-sheet booklet maker, handling of coated media) and typical office applications (Microsoft® Office® Suite), Adobe® applications • Limited Office Workflow Solutions (Xerox Extensible Interface Platform®) support such as Xerox® Mobile Print Solution, Equitrac. • Standard Xerox® Integrated Colour Server for the Xerox® Colour C60/C70 Printer with 2 additional integrated server options: Xerox® EX-i C60/C70 Print Server or Xerox® FreeFlow® Print Server Integrated for the Xerox® Colour C60/C70 Printer • Powerful workflow and colour management with the optional Xerox® EX C60/C70 Print Server Powered by Fiery®

Xerox® Versant 80 Press

- Target AMPV ideal spot is 25-80k
- Higher productivity at 80 ppm and single pass scanning
- Needs robust, scalable graphic arts capabilities with excellent image quality
- Have no need for full multifunction printer functionality including fax and Xerox Extensible Interface Platform functionality
- Wide range of low to heavy weight paper (52-350 gsm uncoated and coated)
- Better handling of coated media due to IOT smart decurler resulting in flatter output
- Auto duplex coated/uncoated media up to 300 gsm
- High resolution 2400 x 2400 dpi for optional quality printing
- Simple image quality adjustment for registration
- Signature stitch with SquareFold and trim option for larger size, professional looking booklets GBC Advanced Punch requirement offering a variety of inline punch hole options
- Requirement for high-capacity stacking of up to 5,000 sheets
- Excellent front to back registration +/- 1.0 mm
- Full bleed SRA3 applications from standard internal trays that all accept up to 330 x 488 mm
- A choice of DFE workflow options including integrated/standalone Fiery®, Xerox® FreeFlow® Print Server
- Need Adobe PDF Print Engine and additional Graphic Communications standards