

The Features Comparison

Xerox® DocuPrint® N2125™ versus the new HP LJ 4100

HP is expected to introduce a new product on March 12, 2001. This product will replace its predecessor, the LaserJet 4050, with faster engine and processing speed at a similar price. It has one significant specification advantage (engine page speed) over the N2125, but there's more to a good printer than that!



FEATURE	Xerox DocuPrint N2125N	HP LaserJet 4100N
Workgroup Support		
Media Weights – LBS	16 to 133	16 to 53
Paper Output Capacity	500 sheets face down	250 sheets face down
Language	Adobe® PostScript® 3™, PCL 6/5e	HP PCL 6, HP PCL 5e, PostScript level 3 emulation
Duty Cycle per Month	75,000 pages	65,000 pages
Performance		
Max Print Speed	21 ppm	25 ppm
Duplex Speed	Optional 15 ipm	Optional 15 ipm
First Page Out Time (FPOT)	12 seconds	14 seconds
Print Cartridge Toner Yield	10,000/15,000	10,000/6,000
Input Capacity	4 trays	3 trays
Resolution	True 1200 x 1200 dpi	Fast Res “1200 dpi image quality,” 600 dpi
Connectivity	10/100Base-TX, Parallel, USB	10/100BaseTX, Parallel (extra for USB)
Memory – STD/MAX – MB	32/192	32/384
Processor	133 MHz RISC	250 MHz
Pricing		
U.S. Mfg. ERP	\$1,499	\$1,530 or higher

Note: Prices and specifications are subject to change without notice

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Xerox Advantages: DocuPrint N2125 vs. HP LaserJet 4100N

Speed and throughput!

- Faster First-Page-Out Time (FPOT): The N2125 has a FPOT of 12 seconds vs. HP at 14 seconds

Productivity!

- Higher Toner Yield: N2125's 10,000 and 15,000 (hi capacity) vs. HP's 6,000/10,000 (high capacity) – note: their high cap matches our standard. We provide 50% more toner yield in the high cap arena.
- More output paper capacity for fewer trips to the printer: N2125 with 500 vs. HP 4100N at 250 sheets
- Media Weights: The N2125 handles heavier stock up to 133 lb vs. HP's limited offering at 53 lb
- Monthly Duty Cycle: The HP 4100 is expected to have 65,000 vs. the 2125 rating of 75,000
- Connectivity: The N2125 supports Parallel, Universal Serial Bus (USB) and Ethernet 10/100Base-TX *OUT OF THE BOX* vs. Parallel and 10/100Base-T on the HP 4100N

Print Quality!

- Print Flexibility: N2125 offers *true* 1200 x 1200 dpi vs. HP's "1200 dpi image quality"

Other Advantages!

- Smaller Footprint: The HP 4100 consumes an additional 28 square inches of desk space causing problems in the government, education, and office environments
- Satisfaction Guaranteed: Xerox offers its Total Satisfaction Guarantee – the only provider to offer one

The HP Spin They Would Have You Believe

- [HP's insufficient toner yield is not a big deal.](#) ...only if you don't have to pay for toner! Under normal printing volumes, HP customers will annually spend an **additional** \$650 on toner per printer. Imagine an office building with 100 HP 4100's – they would pay an **additional** \$65,000 per year on toner! Note: Dollar figures were calculated using the expected list price for high yield toner cartridges for the HP 4100.
- [HP boasts a 250 MHz processor.](#) The 133 MHz RISC processor in the DocuPrint N2125 has intelligent job handling features which allow for more efficient and quicker job processing. The RISC processor is able to easily compete with higher rated processors such as HP's 250 MHz processor.
- [Don't let the HP 4100 fool you with improved speed.](#) If you look at a price/performance calculation in total number of points by adding up the pages per minute, processor speed, standard memory, top media weight, paper output capacity, you get the following:

Xerox DocuPrint N2125: 21ppm + 133MHz + 32 MB + 133lb + 500 sheets = 819 performance points
HP LaserJet 4100: 25ppm + 250MHz + 32 MB + 53lb + 250 sheets = 610 performance points

With a street price of \$1,499 for the N2125N (includes Ethernet/USB), \$31 less than HP, the Xerox DocuPrint N2125 outperforms the HP 4100N by 209 performance points, nearly 24% more performance at a lower price. Bottom line: Higher overall performance at a slightly lower price.

Note: The printers compared are the "N" configuration for both products. The information for the HP 4100N is preliminary, as it is not yet on the market. More competitive information will be provided at a later date.

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