

Xerox Advantages

Xerox Phaser® 860 vs. HP LaserJet 4550



- The Phaser 860 is over **four times** faster (16 ppm vs. 4 ppm)
- The Phaser 860's FPOT is over **three times** faster at 10 seconds vs. 36 seconds for the HP 4550
- The Phaser 860 provides **true Adobe PostScript Level 3** — not an emulation like the 4550
- The Phaser 860 delivers **1200 dpi** vs. the 4550 at 600 x 600 dpi
- The Phaser 860 can print up to **85% more pages** per month (65,000 vs. 35,000)
- **Simple to use** with easy to load consumables, auto install drivers, and smart software tools
- **FREE** Black Ink!

| FEATURE | PHASER 860 | HP LaserJet 4550 |
|--|--|---|
| Workgroup Support | | |
| Connectivity | Parallel IEEE 1284, Ethernet 10/100Base-TX, USB | Parallel IEEE 1284, Ethernet 10/100Base-T, Infrared receiver port |
| Language Support | True Adobe® PostScript® 3™, PCL 5c emulation | PostScript Level 3 emulation, HP PCL 5C/6 |
| Duty Cycle per Month | 65,000 pages | 35,000 pages |
| High Performance Color Printing | | |
| Max print speed (Color/B&W) | 16 ppm / 16 ppm | 4 ppm / 16 ppm |
| First Page Out Time | 10 seconds | 36 seconds |
| Maximum Memory | 256 MB | 192 MB |
| Max Paper Input | 1,200 sheets | 900 sheets |
| Processor Speed | 250 MHz | 233 MHz |
| Max Print Resolution | 1200 dpi | 600 dpi, 240 HP ImageREt |
| Printer Management | | |
| Administration Tools | CentreWare®, CentreWare IS Embedded Web Server, MailinX, Usage Profile, Job Accounting, Auto Install, Install from Web | HP Web JetAdmin, Embedded Web Server, HP LaserJet Utility |
| Embedded Web Server | 5th generation Web server | 1st generation Web server |
| Other Differences | | |
| Ease of Usability | Easy to load consumables | Difficult to load consumables |
| Color Management | TekColor®, ColorSync, ICC, Automatic Color Correction | HP ColorSmart II, Automatic Color Correction |
| Pricing | | |
| US mfg. ERP | \$1,999 (B); \$2,499 (N); \$3,399 (DP); \$4,399 (DX) | \$1,999; \$2,349 (N); \$3,699 (DN) — web prices |
| Canadian mfg. ERP* | \$3,099 (B); \$3,799 (N); \$5,199 (DP); \$6,699 (DX) | \$3,038; \$3,570 (N); \$5,622 (DN) |

Note: Specifications are subject to change without notice

*HP's Canadian prices are calculated by multiplying US prices by 1.52

DEMAND MORE FROM PRINTING. EXPECT MORE FROM XEROX.

XEROX
NETWORK PRINTERS

Combining advanced ColorStix® II solid ink technology with a remarkably usable design and Free Black Ink for life, the Phaser 860 offers workgroup speed and photo-quality color at a price the competition can't match.

> HP statements on the LaserJet 4550 they would have you believe

“Exceptional color print quality right out of the box . . .”

That is if you can get it out of the box. The 4550 weighs 125-plus pounds. A ZDNET reviewer called it a “behemoth” and commented that getting it “out of its crate and onto a desk requires at least three strong souls...” The Phaser 860 weighs a mere 79 pounds, and adding a paper tray brings it to only 99 pounds.

“Great-looking professional color documents fast . . . no performance (speed) tradeoffs.”

That would depend on what you call fast. Compared to the Phaser 860, the 4550's print speed is 3 times slower for the first page out time and 4 times slower in pages per minute. A PC magazine review commented that the “4550N's slower engine led to less-than-ideal performance.” Out of all the printers they tested, the 4550 was “the third-worst in the bunch.” At a maximum speed of 4 ppm, the 4550 is always slow in color while the 860 can print internal documents at 16 ppm, presentation-quality at 10 ppm, and stunning photo-quality at 1200 dpi.

“Easy manageability . . . toner cartridges install quickly with no mess and no mistakes.”

If they thought there would be no mess, then why does HP include a towel with their cartridges? PC Magazine said this about HP's cartridges, “Installing the cartridge is less convenient than it should be, because you have to close the printer and wait for the carousel to turn between installing one cartridge and the next.” Additionally, access to other HP consumables and paper jams requires access to the front, top, *and* backside of the printer. Not only is the replaceable fuser roller accessed from the back of the printer, the rear access panel must be completely removed to get to it. All it takes to load an ink stick on the Phaser 860 is dropping the stick in the slot on the top and it's off and running!