



ADDENDUM NO. 3
GCSC COPIERS RFP#1-2013/2014

Addendum for GCSC Copiers RFP#1-2013/2014 is amended in the following particulars and in these particulars only. All provisions of the original documents shall remain in force, except as specifically modified or changed herein or by other Addenda issued by GCSC. This Addendum is hereby made part of the Contract Documents of the RFP.

RESPONSE TO WRITTEN QUESTIONS RECEIVED:

Question #1: Under the Public Records Act, Chapter 119, of Florida Statutes. What is the current lease amount that the college is spending?

- ❖ **I have attached the 2009 proposal from Xerox which is the current vendor and a copy of the agreement. What I'm presenting is what I could find.**

Question #2: When will a final decision be made, December 2013? Is the implementation of equipment installation January 2014?

- ❖ **Per RFP#1-2013/2014 the Schedule states that the District Board of Trustees will vote on award 01/16/14. Presentations and Ranking of Shortlist is 12/16/13 we will rank presenters 1 through 3 and then issue the Notice of Intent to Award (12/3/13). We can't award until the DBOT has approved then we will schedule installation of new copiers with vendor.**

Question #3: Question regarding which departments needs stapling capabilities? In "Exhibit A" it states "All copiers shall copy black & white, color, fax, and scan". Which department/s needs this feature?

- ❖ **All equipment being proposed shall have stapling capabilities as per the RFP**

Question #4: Question #5 in the latest addendum states "unlimited" color prints/copies. The person who brought up this question has a very valid point. Knowing the Foundations current color usage would assist us for current color pricing and what the college thinks their percentage increase might be, i.e. 10%, 20% on color? But also the college's current black & white volumes on the MFP's would be helpful. Currently the incumbent dealer has that information and to keep the playing fields fair shouldn't the rest of us have that information as well? The majority of the time if a business of any nature is wanting to head into color but doesn't know how much they anticipate doing, we set them up on a cost per copy basis billed quarterly. Is this possible with the college?

- ❖ **I have attached Exhibit B with the Equipment, location on campus, model number and the amount of copies for the dates listed. This information is from the last billing GCSC paid with current vendor.**



Question #5: Page 7, # 9 Execution of Agreement, last paragraph - Please clarify that Termination applies to the master contract for ordering new placement, and not to individual orders placed under this contract. For example, if the master contract is cancelled, the vendor will not be allowed to place any new equipment, but the already in place equipment would remain until the full term is completed.

- ❖ If I understand this question correctly, the intent of language is giving GCSC the right to terminate the agreement at no cost if the vendor is not honoring what's in the RFP#1-2013/2014 and contract. There is no reason for GCSC to void contract if vendor is performing.

Question #6: Page 12, Equipment, Note 2 – Is GCSC expecting a coterminous contract whereby all of the machines come out at the same time, or will each machine remain in place until it's reached a full 3 year term. If GCSC is expecting a coterminous contract, then will you allow the vendor to provide a coterminous lease chart, for new models that are added throughout the contract term?

- ❖ The contract period is for 3 years with two – one (1) year renewals. If the college adds additional copiers to the contract it is expect for additional equipment contract to end at the same time as all equipment under contract.

Question #7: Page 12, Service & Maintenance – Please change this section to say “....average of four (4) hours or less.....”. This should be an average over the entire fleet of machines.

- ❖ No, the intent is for vendor technicians to respond to all calls and repairs with in four (4) hours or less. If it's late in the day then we expect vendor to respond the next morning, no exceptions.

Question #8: There doesn't seem to be any lease terms and conditions associated with this RFP (i.e. individual placement cancellation, default and remedy, risk of loss, etc.). Can the vendor attach their own lease terms and conditions for your review?

Question #9: Can a vendor take exception to any of the terms and conditions?

- ❖ Yes vendors can submit terms and conditions for review, but the college reserves the right to make changes. I have also attached a copy of GCSC terms and conditions that we send out with purchase orders. At the point of award if Vendor and GCSC can't reach agreement on terms and conditions then we would move to the next vendor and so on until we reach an agreement. We will start with vendor 1, and then vendor 2 and then vendor 3 based on how the committee ranks vendors that make the shortlist from presentations.



Question #10: Please provide an assurance that each copier leased will remain in place for its term except for non-appropriation or vendor default.

- ❖ **The RFP speaks for itself.**

Question #11: Designate that all only new replacement parts from the manufacturer be used in service repairs, not used or refurbished or generic 3rd party parts?

- ❖ **GCSC expect new copiers and all repairs to be done with new parts.**

Question #12: What accounting system is in place that cost recovery applications would interact to?

- ❖ **GCSC used Banner**

Question #13: Will GCSC have any large print/copy projects anticipated that might change the prior annual volumes during the next five years? Would GCSC be open to contract pricing to cover such needs as they arise?

- ❖ **The copiers listed are the only items apart of this contract, nothing more.**

Question #14: Terms and Condition for SLA are not clearly quantifiable with the exception of response time. Could GCSC explain the expectation in more detail?

- ❖ **On page 12 and 13 there is language under Service and Maintenance. The answer under question 8 and 9 above should help.**

Question #15: Will the scoring on Page 10, utilized in phase 2 of the evaluation be made public.

- ❖ **Yes it will be on gulfcoast.edu/procurement on our website where the document, addendums, opening date and time as well as award.**

Question #16: To implement current technology requires each device have an internet connection and some ports open. Will GCSC provide a connection at each printer and MFP?

- ❖ **GCSC is asking vendors to propose copiers if there is a need for connects and ports GCSC IT and M&O departments will help us perform that task.**

Question #17: Page 13 stipulates replacement requirement for replacement of the MFP and coin op. Please clarify if the expectation is for a new coin op, or for the in place coin-op to transfer to the replacement MFP.



- ❖ Remember that equipment is optional in the RFP. The committee will decided if they would like to keep what we have, replace with new equipment or use some type of new technology being proposed by vendors.

Question #18: Some coin ops have mounting hardware that locks the draws. Will GCSC require the draws be locked? Who will replenish paper if GCSC requires the draws be locked?

- ❖ The paper trays on the Work Centre 4118 are not locked but the Coin portion of equipment is secured. The paper for coining operated copiers only will be the responsible of the winning vendor if GCSC choose to add that option to contract.

Question#19: Exhibit "A"; the current Xerox equipment has speed ranges from 18-55 pages per minute. Do we need to propose comparable equipment with equal to, or greater then speeds (Pages per minute) for each device? Or, do we need to propose one model across the board, for every location, with the same speed. If the latter option is required, what is the minimum required speed? Please also elaborate on the optional coin vending units in relation to the above question.

- ❖ I have attached the 2009 proposal from our current vendor in this addendum. Please read those specifications the equipment type speed is a part of document. Yes the college expect for all new copiers including coin -Op machines to be equal in specifications or greater.

Question#20: It seems to be clear that all machines are requested to include a finishing option with stapling capabilities. Do the optional coin vending units also need the additional finisher option with stapling? Do the optional coin vending units need a multi-page automatic document feeder as the other machines, or do you require a flat top platen cover?

- ❖ The current coin-op copiers do not have those features.

Question#21: Will GCSC provide surge suppressors / power filters for the machines? Or, will that equipment need to be added to the proposal?

- ❖ Currently GCSC have all copiers plugged directly into a 120/V outlet with a ground.

Question#22: In reference to the optional coin vending machines, will GCSC be the recipient of the revenue generated by the vending machines? Or, will that vending revenue be collected and/or sent to the vendor? This will help us evaluate the service cost to GCSC for the vending machines. If the vendor will be the recipient of the revenue, what is the average monthly revenue over the past lease term?



- ❖ Currently the revenue generated from the coin-op copiers go back to the vendor GCSC is just providing a service to our students.

Question#23: In reference to the equipment lease, we have the choice to select the best third party leasing company that will provide the best rates and service to GCSC, correct?

- ❖ Each Proposer has the right to submit a proposal on any copier with unlimited black and white, unlimited color, unlimited scans (black and white, and color), and faxes (unlimited local and long distance). Vendors can submit only one brand not a multi of brands. Copiers are to have stapling and the replenishment will be by vendor.

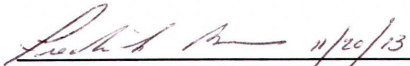
Question#24: It is listed on Exhibit "A" that the I.T. department will be getting a new machine. During the walk through it was mentioned that the current HP copier might be upgraded also, do we need to include this machine in the proposal?

- ❖ Read the Clarification note below.

Clarification: There are three (3) copiers being added to copier lease:
Information Technology & Library, ATC and SUW Testing make copiers for new areas equal to the W5645PT. Increase the size of the copier in Trio from MFP3635S to W5645PT

November 20, 2013 at 4:00PM is the last date and time vendors can submit final questions on this project. All vendors are responsible for receiving and reading Addendums on project. All Addendums will be post at gulfcoast.edu/procurement.

Fred Brown, Procurement Director


Signature

Gulf Coast Community College Volume Cost Analysis (Last 12 Months)

Current Equipment	Financial Install Date	Equipment Status	Monthly Fixed Costs	Period	Meter	Average Monthly Volume	Allowance	Average Vol Above Allowance	Excess Meter Rate	Meter Charges	Total (pre-tax)
1 WCP45H S/N: NWL023302	6/16/2004	Leased 54 of 36	\$386.24	1/2/2008 to	1: TOTAL	22,150	35,000	0	0.0126	\$0.00	\$386.24
Natural Sciences 2 WCP35H S/N: MYP201012	8/1/2005	Leased 41 of 36	\$278.05	9/29/2008 1/2/2008 to	1: TOTAL	17,452	25,000	0	0.0084	\$0.00	\$278.05
Health Science 3 CC35H S/N: MYP014049	3/12/2004	Leased 56 of 36	\$281.25	9/26/2008 1/8/2008 to	1: TOTAL	4,472	25,000	0	0.0120	\$0.00	\$281.25
Library 302 4 WCP45H S/N: NWL011323	1/14/2004	Leased 59 of 36	\$421.66	9/30/2008 1/4/2008 to	1: TOTAL	21,494	35,000	0	0.0115	\$0.00	\$421.66
Health Science 5 WCP45H S/N: NWL026120	6/22/2004	Leased 53 of 36	\$445.08	9/25/2008 1/9/2008 to	1: TOTAL	10,380	35,000	0	0.0120	\$0.00	\$445.08
President's Office 6 WCP35H S/N: MYP023403	8/13/2004	Leased 52 of 36	\$342.90	10/8/2008 3/27/2008 to	1: TOTAL	3,942	25,000	0	0.0126	\$0.00	\$342.90
Wellness & Athletics 7 WCP35H S/N: MYP018806	5/21/2004	Leased 55 of 36	\$333.04	9/30/2008 2/29/2008 to	1: TOTAL	6,197	25,000	0	0.0133	\$0.00	\$333.04
Human Resources 8 WCP35H S/N: MYP023464	9/24/2004	Leased 50 of 36	\$293.26	12/2/2008 3/30/2008 to	1: TOTAL	9,276	25,000	0	0.0126	\$0.00	\$293.26
Student Development 9 WCP45H S/N: NWL033650	8/24/2004	Leased 52 of 36	\$421.96	9/30/2008 1/2/2008 to	1: TOTAL	16,410	35,000	0	0.0120	\$0.00	\$421.96
Lifelong Learning		EXTEND		9/30/2008							

monthly

✓

4634.88

3336.60

✓ 3375.00

5059.92

5340.96

✓ 4114.80

✓ 3996.48

✓ 3519.12

✓ 5063.52

Gulf Coast Community College Volume Cost Analysis (Last 12 Months)

10 CC20 S/N:R/YR364573	9/28/2004	Leased 50 of 36	\$109.60	3/28/2008 to	1:TOTAL	1,017	3,000	0	0.0150	\$0.00	\$109.60
Student Support Svcs 11 WCM201 S/N:R/YU420032	11/5/2004	EXTEND Leased 49 of 36	\$142.78	9/30/2008 4/14/2008 to	1:TOTAL	1,809	3,000	0	0.0150	\$0.00	\$142.78
WKGC 12 WCP35H S/N:MYP023063	9/24/2004	EXTEND Leased 50 of 36	\$326.41	11/30/2008 4/3/2008 to	1:TOTAL	8,261	25,000	0	0.0126	\$0.00	\$326.41
Visual & Performing Arts 13 WCP35H S/N:MYP023594	10/14/2004	EXTEND Leased 49 of 36	\$309.94	9/30/2008 1/2/2008 to	1:TOTAL	8,552	25,000	0	0.0120	\$0.00	\$309.94
Business Dept 15 WCP35H S/N:MYP030218	12/17/2004	EXTEND Leased 47 of 36	\$284.45	10/30/2008 4/1/2008 to	1:TOTAL	9,288	25,000	0	0.0120	\$0.00	\$284.45
Success Center 16 WCP35H S/N:MYP036661	2/28/2005	EXTEND Leased 46 of 36	\$316.56	9/30/2008 1/2/2008 to	1:TOTAL	8,033	25,000	0	0.0120	\$0.00	\$316.56
Admissions 17 CC35H S/N:MYP201958	8/12/2005	EXTEND Leased 39 of 36	\$241.34	9/30/2008 1/8/2008 to	1:TOTAL	934	25,000	0	0.0084	\$0.00	\$241.34
Facilities Mgt 18 WCP55H S/N:NWL027641	6/22/2004	EXTEND Leased 47 of 30	\$557.27	9/30/2008 3/30/2008 to	1:TOTAL	20,081	45,000	0	0.0110	\$0.00	\$557.27
Math 19 CC20 S/N:R/YR366083	12/6/2004	EXTEND Leased 47 of 36	\$67.18	10/2/2008 3/27/2008 to	1:TOTAL	338	500	0	0.0150	\$0.00	\$67.18
Aquatics 20 WCP35H S/N:MYP029758	12/13/2004	EXTEND Leased 47 of 36	\$284.45	9/30/2008 4/1/2008 to	1:TOTAL	1,424	25,000	0	0.0120	\$0.00	\$284.45
GED Passport		EXTEND		9/30/2008							

✓ 1315.20
 ✓ 1713.36
 ✓ 3916.92
 ✓ 3719.28
 ✓ 3413.40
 ✓ 3798.72
 ✓ 2896.08
 6687.24
 806.14
 3413.40

Gulf Coast Community College Volume Cost Analysis (Last 12 Months)

21 WC7132P S/N:AYX990696	1/17/2008	Leased 10 of 36	\$186.95	1/17/2008 to 12/1/2008	1:BW 2:CLR	3,616 1,698	5,000 0	0 1,698	0.0085 0.1000	\$0.00 \$169.80	\$356.75
Foundation 22 4110CPC S/N:WEY103247	8/11/2005	Leased 40 of 60	\$2,188.02	N/A	N/A	229,100	0	N/A	N/A	N/A	\$2,188.02
Print Shop 23 WCP45H S/N:NWL110806	8/15/2005	Leased 40 of 36	\$365.37	1/2/2008 to 10/5/2008	1:TOTAL	22,048	35,000	0	0.0115	\$0.00	\$365.37
Social Science 24 WCP245H S/N:UTV815920	8/14/2006	EXTEND Leased 28 of 36	\$283.58	3/24/2008 to 9/24/2008	1:TOTAL	6,288	40,000	0	0.0084	\$0.00	\$283.58
Technology 25 WCM201 S/N:RYU333310	11/27/2006	Leased 24 of 36	\$71.94	3/25/2008 to 9/30/2008	1:TOTAL	3,340	0	3,340	0.0130	\$43.42	\$115.36
EIP Program											

26 WCP255H S/N:UTV158600	9/14/2007	Leased 15 of 36	\$368.58	3/26/2008 to 9/22/2008	1:TOTAL	11,376	50,000	0	0.0060	\$0.00	\$368.58
Gulf Franklin Center											

27 CC35H S/N:MYP201359	7/26/2005	Leased 41 of 36 EXTEND	\$252.03	1/9/2008 to 9/26/2008	1:TOTAL	12,156	25,000	0	0.0084	\$0.00	\$252.03
North Bay Center											
28 CC35H S/N:MYP201333	7/26/2005	Leased 41 of 36 EXTEND	\$252.03	1/9/2008 to 9/26/2008	1:TOTAL	11,107	25,000	0	0.0084	\$0.00	\$252.03
North Bay Center											

29 WCP245H S/N:UTV181495	7/25/2007	Leased 17 of 36	\$371.78	3/26/2008 to 9/23/2008	1:TOTAL	4,536	40,000	0	0.0084	\$0.00	\$371.78
Tyndall											

30 WCP45H S/N:NWL046935	2/28/2005	Leased 47 of 36 EXTEND	\$382.65	3/10/2008 to 12/30/2008	1:TOTAL	26,728	35,000	0	0.0115	\$0.00	\$382.65
Language Arts											

MFP Totals						503,503					\$10,779.57
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720,000
45 months

4591.80

4461.30

3024.34

4422.46

1384.32

3402.96

4384.44

26,256.24

4281.00

Gulf Coast Community College MFP Volume and Cost Analysis (Full Term Data)

Current Equipment	Financial Install Date	Equipment Status	Monthly Fixed Costs	Period	Meter	Average Monthly Volume	Allowance	Average Vol Above Allowance	Excess Meter Rate	Meter Charges	Total (pre-tax)
1 WCP45H S/N:NWL023302	6/16/2004	Leased 54 of 36	\$386.24	1/2/2008 to	1:TOTAL	23,813	35,000	0	0.0126	\$0.00	\$386.24
Natural Sciences 2 WCP35H S/N:MYP201012	8/1/2005	EXTEND Leased 41 of 36	\$278.05	9/29/2008 1/2/2008 to	1:TOTAL	19,662	25,000	0	0.0084	\$0.00	\$278.05
Health Science 3 CC35H S/N:MYP014049	3/12/2004	EXTEND Leased 56 of 36	\$281.25	9/26/2008 1/8/2008 to	1:TOTAL	4,720	25,000	0	0.0120	\$0.00	\$281.25
Library 302 4 WCP45H S/N:NWL011323	1/14/2004	EXTEND Leased 59 of 36	\$421.66	9/30/2008 1/4/2008 to	1:TOTAL	2,418	35,000	0	0.0115	\$0.00	\$421.66
Health Science 5 WCP45H S/N:NWL026120	6/22/2004	EXTEND Leased 53 of 36	\$445.08	9/25/2008 1/9/2008 to	1:TOTAL	11,834	35,000	0	0.0120	\$0.00	\$445.08
President's Office 6 WCP35H S/N:MYP023403	8/13/2004	EXTEND Leased 52 of 36	\$342.90	10/8/2008 3/27/2008 to	1:TOTAL	4,593	25,000	0	0.0126	\$0.00	\$342.90
Wellness & Athletics 7 WCP35H S/N:MYP018806	5/21/2004	EXTEND Leased 55 of 36	\$333.04	9/30/2008 2/29/2008 to	1:TOTAL	4,352	25,000	0	0.0133	\$0.00	\$333.04
Human Resources 8 WCP35H S/N:MYP023464	9/24/2004	EXTEND Leased 50 of 36	\$293.26	12/2/2008 3/30/2008 to	1:TOTAL	9,170	25,000	0	0.0126	\$0.00	\$293.26
Student Development 9 WCP45H S/N:NWL033850	8/24/2004	EXTEND Leased 52 of 36	\$421.96	9/30/2008 1/2/2008 to	1:TOTAL	16,349	35,000	0	0.0120	\$0.00	\$421.96
Lifelong Learning		EXTEND		9/30/2008							

Gulf Coast Community College MFP Volume and Cost Analysis (Full Term Data)

10 CC20 S/N:RYR364573	9/28/2004	Leased 50 of 36	\$109.60	3/28/2008 to	1:1 TOTAL	1,416	3,000	0	0.0150	\$0.00	\$109.60
Student Support Svcs 11 WCM201 S/N:RYU420032	11/5/2004	EXTEND Leased 49 of 36	\$142.78	9/30/2008 4/14/2008 to	1:1 TOTAL	2,355	3,000	0	0.0150	\$0.00	\$142.78
WKGK 12 WCP35H S/N:MYP023063	9/24/2004	EXTEND Leased 50 of 36	\$326.41	11/30/2008 4/3/2008 to	1:1 TOTAL	12,078	25,000	0	0.0126	\$0.00	\$326.41
Visual & Performing Arts 13 WCP35H S/N:MYP023594	10/14/2004	EXTEND Leased 49 of 36	\$309.94	9/30/2008 1/2/2008 to	1:1 TOTAL	7,939	25,000	0	0.0120	\$0.00	\$309.94
Business Dept 15 WCP35H S/N:MYP030218	12/17/2004	EXTEND Leased 47 of 36	\$284.45	10/30/2008 4/1/2008 to	1:1 TOTAL	8,297	25,000	0	0.0120	\$0.00	\$284.45
Success Center 16 WCP35H S/N:MYP036661	2/28/2005	EXTEND Leased 46 of 36	\$316.56	9/30/2008 1/2/2008 to	1:1 TOTAL	7,937	25,000	0	0.0120	\$0.00	\$316.56
Admissions 17 CC35H S/N:MYP201958	8/12/2005	EXTEND Leased 39 of 36	\$241.34	9/30/2008 1/8/2008 to	1:1 TOTAL	927	25,000	0	0.0084	\$0.00	\$241.34
Facilities Mgt 18 WCP55H S/N:NWLO27641	6/22/2004	EXTEND Leased 47 of 30	\$557.27	9/30/2008 3/30/2008 to	1:1 TOTAL	37,482	45,000	0	0.0110	\$0.00	\$557.27
Math 19 CC20 S/N:RYR366083	12/6/2004	EXTEND Leased 47 of 36	\$67.18	10/2/2008 3/27/2008 to	1:1 TOTAL	392	500	0	0.0150	\$0.00	\$67.18
Aquatics 20 WCP35H S/N:MYP029758	12/13/2004	EXTEND Leased 47 of 36	\$284.45	9/30/2008 4/1/2008 to	1:1 TOTAL	3,246	25,000	0	0.0120	\$0.00	\$284.45
GED Passport		EXTEND		9/30/2008							

Gulf Coast Community College MFP Volume and Cost Analysis (Full Term Data)

21 WCT732P S/N:AYX990696	1/17/2008	Leased 10 of 36	\$186.95	1/17/2008 to 12/1/2008	1:BW 2: CLR	3,529 1,645	5,000 0	0 1,698	0.0085 0.1000	\$0.00 \$169.80	\$356.75
Foundation 22 4110CPC S/N:WEY103247 Print Shop	8/1/2005	Leased 40 of 60	\$2,188.02	N/A	N/A	229,100	0	N/A	N/A	N/A	\$2,188.02
23 WCP45H S/N:NWL110806	8/15/2005	Leased 40 of 36	\$365.37	1/2/2008 to 10/5/2008	1:TOTAL	24,234	35,000	0	0.0115	\$0.00	\$365.37
Social Science 24 WCP245H S/N:UTV815920	8/14/2006	EXTEND Leased 28 of 36	\$283.58	3/24/2008 to 9/24/2008	1:TOTAL	8,324	40,000	0	0.0084	\$0.00	\$283.58
Technology 25 WCM201 S/N:RYU33310	11/27/2006	Leased 24 of 36	\$71.94	3/25/2008 to 9/30/2008	1:TOTAL	3,358	0	3,340	0.0130	\$43.42	\$115.36
EIP Program											
26 WCP255H S/N:UTV158600	9/14/2007	Leased 15 of 36	\$368.58	3/26/2008 to 9/22/2008	1:TOTAL	18,072	50,000	0	0.0060	\$0.00	\$368.58
Gulf Franklin Center											
27 CC35H S/N:MYPP201359	7/26/2005	Leased 41 of 36 EXTEND	\$252.03	1/9/2008 to 9/26/2008	1:TOTAL	12,312	25,000	0	0.0084	\$0.00	\$252.03
North Bay Center 28 CC35H S/N:MYPP201333	7/26/2005	Leased 41 of 36 EXTEND	\$252.03	1/9/2008 to 9/26/2008	1:TOTAL	11,049	25,000	0	0.0084	\$0.00	\$252.03
North Bay Center											
29 WCP245H S/N:UTV181495	7/25/2007	Leased 17 of 36	\$371.78	3/26/2008 to 9/23/2008	1:TOTAL	5,722	40,000	0	0.0084	\$0.00	\$371.78
Tyndall											
30 WCP45H S/N:NWL046935	2/28/2005	Leased 47 of 36 EXTEND	\$382.65	3/10/2008 to 12/30/2008	1:TOTAL	28,640	35,000	0	0.0115	\$0.00	\$382.65
Language Arts											
MFP Totals											\$10,779.57
						524,965					

Gulf Coast Community College Inventory

Department	Model	Serial Number	Install Date	Expiration Date	Copy	Print	Fax	Scan
Natural Sciences	WCP45	NWL023302	6/15/2004	6/16/2007	X	X		
Wellness & Athletics	WCP35	MYP023403	8/16/2004	8/13/2007	X	X	X	
Library 302	CC35	MYP014049	3/12/2004	3/12/2007	X			
President's Office	WCP45	NWL026120	6/22/2004	6/22/2007	X	X	X	
Human Resources	WCP35	MYP018806	5/24/2004	5/24/2007	X	X		
Health Science	WCP45	NWL011323	1/16/2004	1/14/2007	X	X	X	
Student Development	WCP35	MYP023464	9/24/2004	9/27/2007	X	X		
Lifelong Learning	WCP45	NWL033850	8/24/2004	8/25/2007	X	X		
Student Support Svcs	CC20	RYR364573	9/30/2004	9/28/2007	X			
WKG	M20i	RYU420032	11/5/2004	11/5/2007	X	X	X	
Visual & Performing Arts	WCP35	MYP023063	9/24/2004	9/27/2007	X	X		
Gulf Franklin Center	WCP255	UTV158600	9/14/2007	9/14/2010	X	X		
Business Dept	WCP35	MYP023594	9/24/2004	10/14/2007	X	X	X	
Success Center	WCP35	MYP030218	12/17/2004	12/17/2007	X	X		
Admissions	WCP35	MYP036661	2/28/2005	2/28/2008	X	X	X	
Language Arts	WCP45	NWL046935	2/28/2005	2/28/2008	X	X		
Health Science	WCP35	MYP201012	8/5/2005	7/1/2008	X	X		
Social Science	WCP45	NWL110806	8/17/2005	8/15/2008	X	X		
North Bay Center	CC35H	MYP201359	7/27/2005	7/27/2008	X			
North Bay Center	CC35H	MYP201333	7/27/2005	7/27/2008	X			
Tyndall	WCP245	UTV181495	7/25/2007	7/25/2010	X	X	X	
Print Shop	4110CP	WEY103247	8/17/2005	8/11/2010	X	X		
Math	WCP55	NWL027641	6/22/2004	6/22/2007	X	X		
Facilities Management	CC35H	MYP201958	8/22/2005	8/12/2008	X			
Aquatics	CC20	RYR366083	12/6/2004	12/6/2007	X			
GED Passport	WCP35	MYP029758	12/15/2004	12/13/2007	X	X		
Foundation	WCP132	AYX990696	1/18/2008	1/18/2011	X	X	X	
Technology	WCP245	UTV815920	8/14/2006	8/14/2009	X	X		
EIP Program	M20i	RYU333310	11/29/2006	11/29/2009	X	X		

*All WCP35/45/55, WCP245/255 models have hi-cap trays and finisher with 3 hole punch (networked)

*All CC35 models have hi-cap trays and finisher with 3 hole punch (Copy Only Model)

*4110CP is fully loaded with finisher, folder and booklet maker (networked)

*CC20 and M20i have two tray with stand, no finisher (M20i is networked / CC20 is copy only)

*WCP132 is color capable device

**All machines include all service and supplies except paper & staples and are fixed prices for the entire term of the lease

**All machines are covered under the Xerox Total Satisfaction Guarantee for the entire term of the lease.

*This is Xerox Confidential data and intended for customer use only

Machines that have reached end of term



Proposal Prepared for Gulf Coast Community College

Prepared by Robbie Yeats
February 2009



Current State Assessment

We appreciate the time and resources Gulf Coast Community College has made available to us in order to study your operations. The information upon which this proposal is based was gathered either during on-site visits or in the course of other meetings with you.

Here are the findings:

- The printer and multifunction fleet consists of 125 different models which is a total of 350 printers and 30 Xerox multifunctional devices (MFP).
- Total Print Volume at the college is estimated at over 8 million prints per year or 674,000 / month and the print shop produces almost 2.8 million of that volume
- Many of the staff have their own personal inkjet printer to use. Each department has at least one workgroup black and white laser printer and Xerox MFP with some departments having access to a color laser printer
- All student labs have at least 2 workgroup laser black and white printers to allow for a back up in the event one of the devices breaks down.
- The library has multiple workgroup printers to allow for student printing which is unmonitored and uncontrolled printing. The library accounts for approximately 1.5 million prints per year.
- College IT staff provides help desk support to faculty and students
- IT Staff is responsible for break / fix on the existing printer fleet
- Inventorying of supplies is challenging and expensive. There are occasions where a device may be obsolete or deemed not repairable and the supplies on hand may not be compatible with another device thus creating an expense that cannot be recovered or utilized.
- Some color printing is being outsourced due to the lack of capability on site to produce some color documents. Many of the staff have expressed an interest in having some form of color capability in the print shop for large jobs and specialty printing (i.e. brochures, programs, flyers, etc.)
- There are many areas where you have a copier, printer, and fax which leads to 9 different Purchase Orders (3 for the equipment, 3 for the supplies and 3 for the service). As a result you may have 3 different vendors that you may need to remember.
- No standard process for purchasing printing devices which has led to many different types of devices and supplies (lack of standardization). Each department has been afforded the ability to make their own decisions.
- Budget cuts are continuing and driving different behavior

- Many devices are over 3 years old
- No document monitoring method

Desired State

From our assessment, we have identified the following areas where process improvements are desirable:

- Device consolidation and asset reduction where applicable
- Better control over the cost of printing documents
- Ability to control students printing and recover some of the cost from students through print for pay services
- Elimination of inkjets
- Product Standardization
- Technology refresh on fleet

Xerox Solution

Based on our understanding of your current objectives, we recommend installing the following:

Product	Qty	Location
Xerox WorkCentre 5655 Copy/Print/Fax/Scan with Office Finisher and 3 hole punch	2	
Xerox WorkCentre 5645 Copy/Print/Fax/Scan with Office Finisher and 3 hole punch	7	
Xerox WorkCentre 4260XF	16	
Xerox WorkCentre 4150XF	1	
Xerox Phaser 3635MFPX	7	
Xerox Phaser 5550DT	5	
Xerox Phaser 4510N	51	
Xerox Phaser 4510DT	14	
Xerox Phaser 8560MFP	5	
Xerox Phaser 8560DN	18	

I am recommending the following proposal and changes to GCCC:

- 1) With this solution, we will be reducing the number of devices that are on the network. This will be achieved because the devices will be more productive than existing devices and by consolidating devices that are excessive or redundant in areas by utilizing the full functionality of the multifunction devices. This will result in a reduction of cost to the college.
- 2) GCCC eliminates support for deskjet devices and puts the responsibility on the end user for repair and consumables due to the cost and time it takes away from IT staff due to the lack of standardization across this platform of devices.
- 3) This solution will allow GCCC to control costs by having fixed costs for each device and eliminate variable costs across devices.
- 4) This solution takes the burden of break / fix from the printer fleet to Xerox allowing GCCC to focus more on core competencies.
- 5) Xerox can provide other value add solutions from our partners to provide a true managed print services solution (i.e. Pharos solution to allow GCCC to recover costs from printing from students, Xerox Office

Services Suite to allow for today's manual processes to become fully automated and to provide remote management for all devices regardless of vendor)

Product Overview: WorkCentre® 5632/5638/5645/5655/5675/5687



Value Propositions

- ✓ Flexible Product Offering
- ✓ Superior Document Mobility and Flexibility.
- ✓ Easy Security, Management, and Accounting
- ✓ Xerox Extensible Interface Platform technology

The **WorkCentre 5632/5638/5645/5655/5665/5675/5687** is a high performance copier, printer/copier, or printer/copier/scanner that is ideal for small/medium-sized business, enterprises, workgroup, and departmental environments.

Models

- **Copier** – Full-featured stand-alone copy features with multiple paper input and finishing options and optional walkup fax capabilities
- **Copier-Printer** – Adds network printing for sharing among large workgroups and departments, with optional embedded fax with LAN fax, Secure Access, and Network Accounting capabilities
- **Copier-Printer-Scanner** – Adds network scanning, Internet and network server fax, and optional Scan to PC Desktop and FreeFlow SMARTsend capabilities to deliver a complete multifunction solution

Product Highlights

- **Flexible Performance**
 - Speed to suit your needs – Up to 32/38/45/55/65/75/87 ppm with the same performance and usability features
 - Powerful 1.4 GHz SMart Network Controller – Allows users to simultaneously print, copy, scan, e-mail, and fax
 - Xerox scan compression technologies – Create small file sizes
 - Xerox Print Around holds a job needing resources (such as a different paper size) and prints the next job in the queue
- **Streamlined document management**
 - Scan to E-mail for quick document distribution, plus Scan to Mailbox and Scan to Home to store documents and images on the device and personal directories, respectively – Increases efficiency
 - Xerox SMARTsend® – Lets users route documents to multiple destinations—e-mail, folders, or remote devices—from a single scan, using a preset workflow
 - Advanced copy and print features – Include annotation, Bates Stamping, ID Card Copy, tab print capability, and page-level programming right from the print driver



Exceptional
5632/5655 – 5-Star Rating
BERTL
August 2008



Exceptional
5675 – 5-Star Rating
BERTL
August 2008

- Build Job function – Lets users integrate documents from different paper trays
- Capture/Print, Save, and Reprint feature – Lets users store jobs on the hard drive with set parameters for exact reprint later
- Extensive fax workflows – Include Internet Fax, Walk-up Fax with LAN Fax, and optional Network Server Fax
- Xerox Extensible Interface Platform (EIP) technology – Allows customized applications and user interfaces to meet specific business processes, streamlining the user experience
- Xerox Secure Access – Enables users to log in to the WorkCentre, providing quick scan directly to PDF, PDF/A or XPS electronic document formats

■ **Integral Security**

- Network Authentication – Restricts access to scan, e-mail, and network fax features by validating user names and passwords prior to use
- Secure Print – Prevents unauthorized access by holding jobs in a queue until a PIN is entered to release the documents to print
- Image Overwrite – Eradicates data by overwriting the disk surface with patterns of data
- IP Address Restriction – Controls who prints to the WorkCentre device
- Xerox Standard Accounting software – Sets user access and usage limits
- Smart eSolutions – Simplifies ownership, with hands-free, hassle-free, secure administration of Xerox devices for automatic meter reads and supply replenishment
- Compatibility with the IPv6 network routing protocol and 802.1x security – Support for networks using the IPv6 standard

PRODUCT SPECIFICATIONS

WorkCentre® 5632/5638/5645/5655

	Copier		Copier / Printer	Copier / Printer / Scanner
Speed	Up to 32 / 38 / 45 / 55 ppm		Up to 32 / 38 / 45 / 55 ppm	Up to 32 / 38 / 45 / 55 ppm
Device Memory	128 MB std / 768 MB max		1024 MB std / 1280 MB max	
Paper Handling	Standard	Platen (available with 5632)		
Paper input		Duplex Automatic Document Handler (DADH): 5632 / 5638: 75 sheets, 5645 / 5655: 100 sheets		
		Bypass Tray: 100 sheets; Custom sizes: 4.25 x 5.5 to 11 x 17 in. / A6 to A3; 16-58 lb. bond / 60-216 gsm		
		Trays 1-2: 500 sheets each; Custom sizes: 5.5 x 8.5 to 11 x 17 in. / A5 to A3; 16-53 lb. bond / 60-200 gsm		
	Optional	Stand (available with 5632 / 5638 / 5645)		
		High Capacity Tandem Tray (standard on 5655): 3,600-sheet total (1,600 and 2,000 sheets); Size 8.5 x 11 in. / A4		
		High Capacity Feeder (HCF): 4,000-sheets; Size 8.5 x 11 in. / A4 long edge feed		
		HCF Kits (HCF required): 2,000-sheet 11 x 17 in. Short Edge Kit or 2,000-sheet Letter/Legal Short Edge Kit; Other Kits: Envelope Kit		
Finishing options		Offset Catch Tray: 300 sheets		
		Basic Office Finisher (available with 5632 / 5638 / 5645): 1,000 + 250-sheet trays, 30-sheet single-position stapling		
		Office Finisher: 2,000 + 250-sheet trays, 50-sheet multiposition stapling, optional hole punch		
		Professional Finisher: 1,500 + 250-sheet trays, 50-sheet multiposition stapling, 3-hole punch (2-hole option), saddle-stitch booklet making, V-folding		
		High Volume Finisher (HVF) (available with 5655): 3,000 + 250-sheet trays, 100-sheet multiposition stapling, optional hole punch		
		High Volume Finisher with Booklet Maker (available with 5655): adds saddle-stitch booklet-making		
		Z Fold / C Fold Unit (with HVF with Booklet Maker): adds letter-size Z- and C-folding		
		Post Process Inserter (with HVF and with HVF with Booklet Maker): adds preprinted inserts		
		Convenience Stapler: 50-sheet stapling		
Copy		5632 / 5638: As fast as 4.6 seconds, 5645 / 5655: As fast as 3.4 seconds		
First-page-out time				
Resolution (max)		600 x 600 x 8 dpi input / 4800 x 600 dpi interpolated output		
Copy features		Automatic 2-sided, Collation, Auto reduction / enlargement, Auto paper select, Auto tray switching, Image quality enhancement, Transparencies, Booklet creation, Multi-up, Invert image, Covers, ID Card Copy, Annotation and Bates Stamping, Build Job, Inserts and tab copying, Sample set, Job storage and reprint*		
Print			Up to 1200 x 1200 dpi	
Resolution (max)	Optional			
Processor			1.2 GHz Freescale 8545 processor / 80 GB Hard Drive shared	
Connectivity			Ethernet 10/100/1000 Base T, IEEE802.5 (Token Ring) [via adapter], Wireless Ethernet (IEEE802.11a/b/g) [via third party adapter], USB print	
Page description languages			PCL® 6, PCL® 5e emulation, PostScript® 3™ emulation, LDCS, SCS, XES and IPDS via third party transforms, and direct print TIFF, PDF, A/400 support via WorkStation Customization Objects	
Print features			Delay-, Sample-, Secure-, and Store Print; Simultaneous rip, receive, program-ahead, queue-process and transmit; Bidirectional print drivers; Exception page programming; Tab printing; Embedded Web Server for remote control/monitor/setup; Job monitoring at device and at desktop	
Fax		Optional: Walkup Fax (33.6 Kbps, one-line and two-line [256 MB] options) with JBIG compression	Optional: Walkup Fax (33.6 Kbps, one-line and two-line [256 MB] options) with JBIG compression and LAN Fax	Internet Fax enablement, Network Server Fax enablement, Optional: Walkup Fax (33.6 Kbps, one-line and two-line [256 MB] options) with LAN Fax
Scan		Optional		Network Scanning with Email (Authentication and LDAP), Scan to Mailbox, Scan to Home, Scan to searchable PDF, PDF/A and XPS®, Optional: Scan to PC Desktop, SMARTsend
Security		Fax Security	Fax Security, Secure Print, 802.1x, HTTPS (SSL), SNMP V3, IPv6, IPsec, Network Authentication, Device Access Password Protection, IP Filtering, Audit Log, Disk Encryption, Disk Image Overwrite	
Accounting		Internal Auditor – Copy	Internal Auditor – Copy; Xerox Standard Accounting – Copy, Print, Fax; Optional: Network Accounting enablement (via 3rd Party)	
Other options		Upgrade Kit to Copier/Printer, Upgrade Kit to Copier/Printer/Scanner	Upgrade Kit to Copier/Printer/Scanner	NA
		256 MB Pre collation Memory, Foreign Device Interface, Xerox Copier Assistant	Foreign Device Interface, Xerox Copier Assistant, Fax / Scan / Accounting Partner Solutions, Xerox Unicode International Printing, Xerox Secure Access Unified ID System™ with Follow You Print™, Common Access Card enablement	

*Not available on Copier Only model.



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Product Overview: WorkCentre® 4260

Value Proposition

✓ Value

- Power of our A3 products at a lower cost
- Xerox support (Web, phone, onsite)
- Key differences in the marketplace with legal platen scanner, larger DADF, and larger finishing capability, USB, Print Around

✓ Ease of Use

- Easy to manage touch screen UI
- Purchase and installation with pre-bundled configurations with user installable components
- Management through CentreWare Internet Services, CentreWare Web, and other 3rd party management systems

✓ Reliable and Productive

- Based on award winning WorkCentre 4150 reliable design for maximum uptime and reliability
- An integrated and true multifunction product instead of a printer with a scanner add-on
- Print Around, ID Card Copy, and Fax and Forward to E-mail features that maximize user productivity

WorkCentre 4260 vs. the Competition

- ✓ Fast print speeds / FPOT
- ✓ Automatic two-sided printing standard
- ✓ 80 GB hard drive standard
- ✓ Strong fax capabilities
- ✓ Finisher with 50-sheet stapling
- ✓ High duty cycle

The **WorkCentre 4260** combines productive copy, print, color scan, and fax capabilities with exceptional reliability, ease of use, and a low Total Cost of Ownership (TCO). It is ideal for the busy office that needs large departmental multifunction capabilities in a letter-sized, value-priced device. With simple installation and convenient access to local service representatives, the WorkCentre 4260 is a smart choice for companies with or without an IT department

Configurations

Xerox offers the 4260 in three configurations and is upgradable as indicated below:

- **4260S** – Automatic two-sided copy/print/scan, 600-sheet input capacity, Color Scan to E-mail, Scan to Network, Scan to USB memory drive
- **4260X** – 4260S plus Embedded Fax and LAN Fax
- **4260XF** – 4260X plus 500-sheet tray, 2,000-sheet High Capacity Feeder, finisher for 50-sheet stapling

Product Highlights

■ Money-Saving Features

- Automatic two-sided printing saves paper
- Fax forward to e-mail feature lets you avoid extra printing
- Toner cartridge and imaging unit are separate consumables maximizing the life of each
- Energy save mode is always “on,” reducing utility bills

■ Time-Saving Features

- Small size means it can be located conveniently close to users
- ID Card Copy scans both sides of an ID card and prints them face-up on a single sheet of paper
- No print bottlenecks because the Print Around feature automatically holds any job missing resources (such as a different paper size), and prints the next job in the queue
- Multiple functions can be accessed at the same time: scan while printing or receiving an inbound fax and interrupt a print job to make a copy

PRODUCT SPECIFICATIONS

WorkCentre® 4260



	WorkCentre 4260S	WorkCentre 4260X	WorkCentre 4260XF
Speed	Up to 55 ppm (Letter) / 53 ppm (A4)		
Duty Cycle	Up to 250,000 pages / month		
Paper Handling	Duplex Automatic Document Feeder: 100 sheets; Custom sizes: 2.8 x 6 in. to 8.5 x 14 in. / 70 x 152 mm to 216 x 356 mm		
Paper input	Bypass Tray: 100 sheets; Custom sizes: 3.9 x 5.8 in. to 8.5 x 14 in. / 99 x 147 mm to 216 x 356 mm		
	Tray 1: 500 sheets; Custom sizes: 3.9 x 5.8 in. to 8.5 x 14 in. / 99 x 147 mm to 216 x 356 mm		
	Optional	Tray 2: 500 sheets	
	Optional	High Capacity Feeder: 2,000 sheets	
Paper output	500 sheets, automatic two-sided		
Finishing	Optional	Finisher: 500-sheet tray, 50-sheet stapling	
Print			
First-page-out-time	As fast as 6 seconds		
Print resolution	600 x 600 dpi, 1200 image quality		
Memory (std / max)	256 MB / 512 MB plus 80 GB Hard Drive		
Processor / PDL	400 MHz processor, PCL® 6/5e emulation, Adobe® PostScript® 3™ compatibility		
Connectivity	USB 2.0, 10/100 Base-TX Ethernet		
Print features	Custom page size, Watermark, Secure print, Sample set, Delayed print, Cover selection, Paper selection by attribute, Toner saver, N-Up, Image rotation, Saved settings, Booklet creation, Fit to new paper size, Collation, Print to/from Hard Drive, Print from USB memory drive		
Copy			
First-page-out-time	As fast as 5 seconds		
Copy resolution	600 x 600 dpi		
Copy features	Collation, Reduce/Enlarge 25 to 400 %, Book copying, Mixed-size originals, Edge erase, Image shift, Booklet creation, Covers, Lighten/darken, Transparency Separators, Multi-Up, ID Card Copy, Copy to Hard Drive, Background suppression, Poster		
Fax	Optional	Embedded Fax, LAN Fax, Network Server Fax enablement (optional)	
Fax features	Optional	Color Fax send, Address Book, Polling, Mailboxes, Forward to Fax / Email, Secure Fax	
Scan			
Scan destinations	Scan to Email, Network Scanning, Network Scan to TWAIN/WIA applications, Scan to USB memory drive		
Scan features	File formats: PDF, JPEG, TIFF, multi-page TIFF; Scan to PC Desktop® Personal Edition (includes 1 seat of PaperPort®, OmniPage®, Image Retriever), Color Scanning		
Accounting	Xerox Standard Accounting (tracks copy, print, scan, fax), Network Accounting enablement (optional), supports optional Xerox Alliance Partner Solutions		
Security	Image Overwrite Security, Network Authentication, 802.1x, SNMPv3, Audit Log, HTTPS (SSL), Secure Print, Secure Fax, IPSec, Secure LDAP, IPv6, Xerox Secure Access		

Device Management

CentreWare[®] Internet Services, CentreWare Web, HP[®] WebJet Admin, Tivoli, Rendezvous

Print Drivers

Windows[®] 2000/2003 Server/XP/XP Pro, Vista, Mac OS[®] X 10.3+, Sun Solaris 9/10, SUSE[®], Red Hat[®] ES, Fedora Core 4, IBM AIX 5, HP-UX 11.0/11i, Novell NetWare, SCO, Xerox Global Print Driver, Xerox Mobile Express Driver

Media Handling

12.5 – 53 lb. bond / 50 – 200 gsm; Media types: Plain paper, envelopes, transparencies, labels, cardstock, postcards

Operating Environment

Operating: 50° to 90° F / 10° to 32° C; Storage: -4° to 104° F / 20° to 40° C; Relative humidity: 20 to 80%; Sound pressure levels: Printing: 54 dB(A); Standby: 39 dB(A); Warm up (from power save): First Print: As fast as 32 seconds; User Interface ready and programmable: 2 seconds; Warm up (from power on): First Print: 73 seconds (max); User Interface ready and programmable: 54 seconds (max)

Electrical

Power: 110–127 VAC, 50/60 Hz or 220–240 VAC, 50/60 Hz; Power consumption: Standby: 111 W; Printing: 794 W; Power save: 20 W ENERGY STAR[®] qualified

Dimensions (WxDxH)

4260S: 24.5 x 19 x 25.5 in. / 622 x 483 x 648 mm; Weight: 97 lbs. / 44 kg; **4260X:** 24.5 x 19 x 25.5 in. / 622 x 483 x 648 mm; Weight: 98 lbs. / 44.5 kg; **4260XF:** 39.5 x 26 x 46 in. / 1003 x 660 x 1168 mm; Weight: 205 lbs. / 93 kg

Certifications

FCC Part 15, Class A, FCC Part 68, Listed UL 60950-1/CSA 60950-1-03, CE Mark applicable to Directives 73/23/EEC, 89/336/EEC and 1999/5/EC, Section 508 ADA

What Comes In The Box

- WorkCentre 4260
- Toner Cartridge (12,000 print capacity)*
- Drum Cartridge (80,000 yield)**
- Software and Documentation CD (with User Manual, Quick Installation Guide, Warranty Statement and Registration Card)
- Fax phone cord (4260X and 4260XF)
- Power cord

Supplies and Options

Toner Cartridge (approx. 25,000)*
Drum Cartridge (approx. 80,000 pages)**
Maintenance Kit (200,000 pages)**
Network Accounting Enablement
Network Fax Server Enablement
Fax Kit (Parallel)
256 MB Memory
500-sheet Paper Tray
Two Tray Stand
2000-sheet High Capacity Feeder
Finisher
Staple Cartridge
Foreign Device Interface

Part No. Prod. Code

106R01409
113R00755
115R00063
098S04928
098S04931
097N01685
098N02200
097N01524
097S03677
097N01684
097N01715
008R12941
097N01676
BLM
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BKL
BLF
NEX
PUA
—
MXR



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* Average standard pages. Declared Yield in accordance with ISO/IEC 19752. Yield will vary based on image area coverage and media used.
** Average standard pages. Yield will vary depending on job run length, media size and orientation.

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Value Proposition

- ✓ Easy to install, use, manage, and maintain
- ✓ Affordable - Priced Like a printer; priced for all workgroups; run costs are better than desktop all-in-ones; copier-only choice available
- ✓ Best-in-class features; complete integration of all features and functions; Xerox service and support



Highly Recommended
4-Star Rating
BERTL
May 2007

WorkCentre 4150 vs. the Competition

- ✓ Fax Forward to E-mail
- ✓ Job Queue Management via front panel and via Web browser
- ✓ Print Around
- ✓ Full 8.5 x 14 in. platen glass
- ✓ Two-sided printing standard
- ✓ Smaller file size for scanned documents
- ✓ PC Fax integrated into print driver; no separate driver
- ✓ Two-sided printing standard
- ✓ Finishing features
- ✓ Easy access to paper jams
- ✓ 1200 dpi at full print engine speed

Product Overview: WorkCentre 4150

The **WorkCentre 4150** is a robust, reliable, and cost effective monochrome, multifunction system that meets small and workgroup office requirements as well as the enterprise with copy, print, fax, scan, and e-mail features. The scalability of the 45 ppm WorkCentre 4150 allows it to fit the needs of a small business or workgroup as a tabletop unit as well as the demands of the enterprise with its remote management capabilities. Xerox offers the 4150 in four configurations:

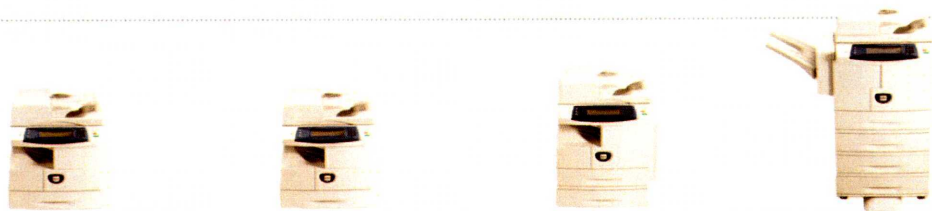
- **4150** – Digital copier only version
- **4150s** – Copy/print/scan to e-mail
- **4150x** – Copy/print/scan to e-mail/fax
- **4150xf** – Copy/print/scan to e-mail/fax/50 sheet finisher

Product Highlights

- **Productivity** – Overall: Job Queue Management; Print Around; Load Paper While Run; Paper Selection and Validation; Copy: Fast first-copy-out-time, touch-screen user interface, ID Card Copy; Print: automatic two-sided printing; Scan (MFP models): Scan to E-mail (standard), Network Scanning (optional), FreeFlow[®] SMARTsend[™] (optional), Nuance[®] PaperPort[®] (standard), Nuance[®] OmniPage[®] (standard); Fax (standard on x/xf models): Up to 33.6Kbps, up to 200 speed dial entries, 199 broadcast groups and destinations
- **Deployment** – Easy to install; easy to deploy
- **Ease of Use and Management** – Consistent user interface, bi-directional drivers; accessible advanced features from front panel; integrates seamlessly into virtually any network environment; third party management integration; Xerox Office Services for managing document output and asset infrastructure in the office.
- **Reliability** – Engineered to minimize user intervention and downtime; certified network reliability
- **Versatility** – Variety of configuration options; optional finisher offers 50-sheet stapling and 500-sheet stacking; upgradeable; Xerox business partner solutions
- **Security** – Analog fax and network isolation, authentication, encrypted e-mail, secure print; optional, advanced security features available include: Audit Logging, Disk Image Overwrite, Fax Forward to E-mail, Print Channel Encryption, Secure Data Protocols
- **Cost Control** – Includes utilities for tracking and managing costs: Device Auditor, Xerox Standard Accounting (XSA), and third party enablement for accounting

PRODUCT SPECIFICATIONS

WorkCentre 4150



CONFIGURATIONS		WorkCentre 4150	WorkCentre 4150s	WorkCentre 4150x	WorkCentre 4150xf
Speed		Up to 45 ppm (letter / A4)			
Duty Cycle		Up to 200,000 pages / month			
Paper Handling		Duplex Automatic Document Feeder: 50 sheets Bypass Tray: 100 sheets; Size: 3.86 x 5.83 in. to 8.5 x 14 in. / A6 to A4 (105 x 148.5 mm to 279 x 356 mm) Tray 1: 500 sheets; Size: 4 x 6 in. to 8.5 x 14 in. / B5 to A4 (176 x 250 mm to 279 x 356 mm)			
Paper Input					
Additional Trays		Optional		Tray 2: 500 sheets	
		Optional		Tray 3: 500 sheets Tray 4: 500 sheets	
Paper Output		500 sheets, automatic two-sided			
Finishing		Optional		500-sheet Finisher: 50-sheet single position stapling	
Copy					
First-Page-Out Time		As fast as 5 seconds			
Copy Resolution		600 x 600 dpi			
Copy Features		Automatic two-sided, Collation, Reduce/Enlarge, Book Copying, Mixed-Size Originals, Edge Erase, Booklet Creation, Covers, Transparency Separators, Multi-Up, ID Card Copy			
Print					
First-Page-Out Time		NA	As fast as 8 seconds		
Print Resolution		NA	600 x 600 dpi, 1200 interpolated		
Memory (standard / max)		NA	256 MB / 384 MB plus 40 GB Hard Drive		
Processor / PDL		NA	400 MHz / PCL 5e, PCL 6, compatible with PostScript® 3™		
Connectivity		NA	10/100 BaseT Ethernet (WIFI via 3rd party)		
Print Features		NA	Automatic two-sided, Watermark, Secure print, Delayed print, Sample set, Cover selection, Paper selection by attribute, Toner saver, N-Up, Mirror image, Negative image, Image rotation, Saved settings, Booklet creation, Fit to new paper size, Collation		
Scan					
Scan Destinations		NA	Scan to Email, Optional: Network Scanning, SMARTsend®, Xerox Business Partner Solutions		
Scan Features		NA	PDF, JPEG, TIFF, Multi-page TIFF, Nuance® PaperPort SE 10.0 and OmniPage 4.0, Color Scanning Scan Speed: up to 45 ipm B/W (letter), 43 ipm B/W (A4)		
Security		NA	Secure Email via SSL; Network Authentication (SMB, secure LDAP and Kerberos)		
Fax		Optional		Embedded Fax (33.6 Kbps with JBIG Compression), Optional: Server Fax	
Fax Features		Optional		Mailbox, Polling, Security Fax, Color fax transmission	
Accounting		Internal Auditron tracks copy and fax, Xerox Standard Accounting			
Standard					
Optional		Network Accounting Kit and Xerox Business Partner Solutions			
Other Options		Foreign Device Interface, 256 MB Memory Upgrade (adds additional 128 MB), Network Scanning, Cabinet, Image Overwrite, Server Fax Enablement			

Device Management
CentreWare Internet Services, CentreWare Web, NDPS and HP Openview

Media Handling
Bypass Tray: 16–53 lb bond / 60–200 gsm
Tray 1, 2, 3, 4: 16–32 lb bond / 60–120 gsm
Duplex Automatic Document Feeder:
12–32 lb bond / 50–120 gsm
Media Types: Paper, envelopes, labels, transparencies

Operating Environment
Temperature: Maximum Range:
50°–90°F / 10°–32°C, Recommended
Range: 61°–86°F / 16°–30°C
Humidity: Maximum Range: 20–80%,
Recommended Range: 30 – 70%
Electrical: Power: 110–127 VAC, 60 Hz,
and 220–240 VAC, 50 Hz
Power Consumption: Average: 748
watts, Power Saver Mode: 32.5 watts,
ENERGY STAR® Compliant

Dimensions (WxDxH)
Without Finisher: 24.5 x 19 x 24 in. /
622 x 483 x 610 mm, With Finisher:
39.5 x 19 x 24 in. / 1003 x 483 x 610 mm
Weight: Without Finisher: 110 lb / 50 kg,
With Finisher: 132 lb / 60 kg

Supplies
Starter Toner – average 10,000
standard pages*
Standard Toner – average 20,000
standard pages*
Drum Cartridge – approx. 55,000 pages**

*Declared Yield in accordance with ISO/IEC 19752.
Yield will vary based on image, area coverage and
print mode.

**Yield will vary depending on job run length, media
size and orientation.

Agency Approvals

UL
CE Semko



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Value Proposition

- ✓ **Powerful workgroup multitasking**
 - Print/copy speed up to 35 ppm
 - Advanced scanning tools - Capture and share hard copies
 - Enhanced security
 - 1200 dpi image quality
 - Saves paper and money - Automatic duplex, N-up, and booklet printing
- ✓ **Xerox experience**
 - Walk-up simplicity; all-in-one productivity; small size
 - Intuitive 7-inch, full-color, touch screen control panel
 - More control with Xerox Standard Accounting
- ✓ **Easy to operate and maintain**
 - Seamless network integration and management
 - Reliability
 - 75K page/month duty cycle
 - Easy to replace print

Phaser 3635MFP vs. the Competition

- ✓ Color touch screen user interface
- ✓ Fast first-page-out time
- ✓ Greater hard drive capacity
- ✓ ID Card Copy
- ✓ Front USB port for print/scan
- ✓ Standard automatic duplex output
- ✓ Xerox Phaser 3635MFP/X was a 2008 Pick as Outstanding Mid-Size Workgroup Monochrome Multifunction Printer by Buyers Laboratory Inc.

Product Overview: Phaser 3635MFP

The **Phaser 3635MFP** is a fast multifunction printer with advanced copy, scan, fax, and security features in a small footprint. It is an ideal printer for wherever workgroup A4 printers and multifunction devices need to be added or replaced. The Phaser 3635MFP features:

- Xerox coherent, advanced multi-functionality for the desktop
- Black and white printing and copying, color scanning, and faxing
- 35 ppm print and copy speeds
- Printer “drop-in” replacement capable – Easy installation
- 7-inch, full-color, touch screen control panel makes walk-up operation extremely intuitive

Configurations

- **3635MFP/S** – 3-in-1 configuration includes Print, Copy, and Scanning
- **3635MFP/X** – 4-in-1 configuration adds fax and a standard convenience stapler

Product Highlights

- **Deployment, Management, and Ease of Use**
 - Easy unpacking; compact footprint; quick install guide; device settings at front panel or remotely; easy driver deployment
 - Centware Web and Centware IS management software; Xerox Office Services
 - Front panel interface, bidirectional print drivers
- **Productivity** – Print speed; 1200 dpi image quality; network performance; concurrent printing and programming fax, scan, or copy jobs; system status monitoring from front panel or desktop
- **Versatility** – Extensive print, copy, scan, and fax features; paper capacity and media support for a variety of document needs
- **Reliability** – 75K pages/month duty cycle; easy troubleshooting; service-delivery network capable of maintaining your equipment, addressing issues, and training IT staff
- **Security** – *Document*: Secure print and fax; watermarks; *Device*: audit log and network authentication; *Hard Drive*: 128-bit data encryption, image overwrite; *Network*: Fax isolation, IEEE 802.1 protocol ensures device authentication; Secure data protocols (industry standard HTTPS, SSL, and SNMPv3.0); IP filtering to restrict communications

PRODUCT SPECIFICATIONS

Phaser 3635MFP



	Phaser 3635MFP/S	Phaser 3635MFP/X
Speed	Up to 35 ppm letter / 33 ppm A4	
Duty Cycle	Up to 75,000 pages / month	
Paper Handling	Duplex Automatic Document Feeder: 50 sheets; Size: 5.5 x 8.5 in. to 8.5 x 14 in. / 148 x 210 mm to 216 x 356 mm; Weight: 12 to 28 lb / 50 to 120 gsm Bypass Tray: 50 sheets; Size: 3.9 x 5.8 in. to 8.5 x 14 in. / 98 x 148 mm to 216 x 356 mm; Weight: 16 to 43 lb / 60 to 163 gsm Tray 1: 500 sheets; Size: 3.8 x 5.8 in. to 8.5 x 14 in. / 98 x 148 mm to 216 x 356 mm; Weight: 16 to 105 gsm; Standard selectable sizes up to 8.5 x 14 / A4 Tray 2: 500 sheets	
Standard Paper input		
Optional		
Output	250 sheets, automatic two-sided	
Finishing	NA	Offline Convenience Stapler: 20-sheet, single position
Print		
First-page-out-time	As fast as 9 seconds	
Print resolution	1200 image quality	
Memory (standard / max)	256 MB / 512 MB plus 80 GB Hard Drive	
Processor	360 MHz	
Language support	PostScript® 3™ compatibility, PCL® 6 and 5e emulations	
Connectivity	10/100 BaseT Ethernet, USB 2.0	
Print features	Custom page size, Automatic two-sided, Watermark, Secure print, Sample set, Delayed print, Cover selection, Paper selection by attribute, Toner saver, Lighten/darken, N-Up, Mirror image, Negative image, Image rotation, Saved settings, Booklet creation, Fit to new paper size, Collation, Print to Hard Drive, Print from Hard Drive, Print from USB memory drive	
Copy		
First-page-out time	As fast as 9 seconds	
Copy resolution	600 x 600 dpi	
Copy features	Automatic two-sided, Collation, Reduce/Enlarge 25 to 400% from platen and ADF, Book copying, Mixed-size originals, Edge erase, Image shift, Booklet creation, Covers, Auto paper select, Lighten/darken, Transparency Separators, Multi-Up, ID Card Copy, Copy to Hard Drive, Background suppression	
Fax	NA	Embedded Fax (33.6 Kbps with MH, MR, MMR, JPEG and JBIG compression), LAN Fax
Fax features	NA	Up to 600 x 600 dpi (superfine) resolution, Color Fax send, Address Book, Priority send, Fax reports, Junk fax list, Junk fax prevention, Background suppression, Mailboxes, Polling, Forward to Fax / Email, Secure Fax, Fax broadcast
Scan		
Scan destinations	Scan to Email, Network Scanning, Scan to USB memory drive	
Scan features	Up to 600 x 600 dpi; File formats: PDF, JPEG, TIFF, Multi-page TIFF; Xerox Scan to PC Desktop® Personal Edition (Includes 1 seat of OmniPage®, PaperPort®, and Image Retriever for use with network scanning), Color Scanning, FTP, HTTP, HTTPS, SMB	
Accounting	Xerox Standard Accounting (tracks copy, print, scan, fax), Network Accounting enablement supports optional Xerox Alliance Partner Solutions	
Security	Image Overwrite Security, SSL Authentication, 802.1x, SNMPv3, IP Filtering, Audit Log, HTTPS, Secure Print, Secure Fax	
Options	Foreign Device Interface, 256 MB Memory Upgrade, Cabinet Stand, Network Accounting Enablement, Network Fax Server Enablement	

Device Management

CentreWare® Internet Services, CentreWare Web, CentreWare for HP OpenView, CentreWare for IBM Tivoli NetView, CentreWare for Unicenter, CentreWare® Management Pack for Microsoft System Center Operations Manager (SCOM), Xerox Novell Distributed Print Services Solution (NDPS)

Print Drivers

Windows 2000/2003 Server/XP/Professional/Vista, Macintosh OS X v10.3, Solaris 9/10, Red Hat ES, Linux, Fedora Core 4, SUSE, AIX 5, HP-UX 11.0/11i

Media Handling

Media Types: Plain paper, recycled, bond, lightweight, heavyweight, envelopes, labels, transparencies, punched, letterhead, pre-printed, archive

Operating Environment

Temperature: Maximum Range: 50°–90°F / 10°–32°C, Recommended Range: 61°–86°F / 16°–30°C

Humidity: Maximum Range: 20–80%,

Recommended Range: 30–70%

Electrical: Power: 110–127 VAC and 220–240 VAC, 50/60 Hz,

Power Consumption: Average: 600 watts, Standby: 55 W,

Power Saver mode: 15 W, ENERGY STAR® Qualified

Dimensions (WxDxH)

18.6 x 18.8 x 21.4 in. / 472 x 478 x 543 mm

Weight: 48.6 lb / 22.1 kg

Agency Approvals

Listed to UL 60950-1/CSA 22.2 No. 60950-1-03, Class 1 Laser Product, FCC Part 15, Class A, CE marked in accordance with Low Voltage Directive, 2006/95/EC and EMC Directive 2004/108/EC, CB Certified against IEC 60950, Section 508 ADA

What's in the box

- Phaser 3635MFP Multifunction Printer
- Print Cartridge (5,000 print capacity)
- World Kit (includes Printer Installer and utilities CD, Software and documentation CD, Registration card, Warranty booklet)
- Power cord

Supplies and Options

High Capacity Print Cartridge –

approx. 10,000*

Network Accounting Enablement

Network Fax Server Enablement

256 MB Memory Upgrade

Paper Tray

Stand

Foreign Device Interface Kit

Staple Cartridge

Part No.

108R00795

098S04928

098S04931

098N02189

098N02190

097N01674

097N01676

108R00823

Prod. Code

BLH

BLM

MAA

MAD

MVA

MXR

*Declared yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and media used.

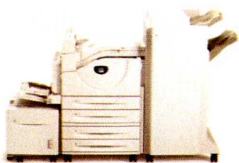
**Yield will vary depending on job run length, media size and orientation



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Value Proposition

✓ Powerful Productivity

- Simplex/duplex print speed up to 50 ppm
- 1200 dpi image quality without slowdown
- 500 MHz processor for complex print jobs
- FPOT as fast as 6.5 sec. means no waiting
- Custom media sizes plus advanced printing features

✓ Smart, Reliable Operation

- Highly durable parts; duty cycle of 300K pages per month
- Quick, easy installation with Xerox Installer
- Secure data with 802.1x and IPv6 security protocols
- CentreWare lets users manage the device from their PC
- E-mail notification (e.g., low toner) before a productivity impact

✓ Value Throughout

- Low total cost of ownership
- Long-lasting consumables increase uptime
- 500K mean prints between failure
- Software to analyze usage data for tighter cost control

Phaser 5550 vs. the Competition!

- ✓ True 1200 dpi printing at full engine speed
- ✓ Fast FPOT
- ✓ True Adobe PostScript
- ✓ High std/max memory
- ✓ High std/max paper capacity

Product Overview: Phaser 5550

The **Phaser 5550** is a black and white laser printer that is ideal as a departmental device in large organizations. The Phaser 5550 feature set includes the following:

- Up to 50 ppm simplex or duplex with First Page Out Time (FPOT) as fast as 6.5 seconds
- True 1200x1200 dpi at full rated speed
- 500 MHz processor
- Mean prints between failure of 500K prints; duty cycle of 300K prints
- Combination of low price and low cost per page

Configurations

- **5550N** – 3-tray, 1,100-sheet capacity; 10/100/1000 Ethernet, USB, and parallel connectivity
- **5550DN** – Adds duplex
- **5550DT** – Adds Trays 4 and 5; 1,000-sheet feeder
- **Options** – Include Productivity Kit (with 40 GB disk); 1,000- and 2,000-sheet feeders, 3,500-sheet stacker, 3,500-sheet finisher, wireless network adapter, envelope tray

Product Highlights

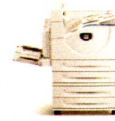
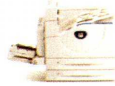
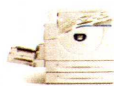
- **Deployment, Management, and Ease of Use**
 - Easy unpacking; quick install guide; device settings at front panel or remotely; easy driver deployment
 - CentreWare Web is a powerful device management solution that eases installing, configuring, managing, monitoring, and pulling reports; CentreWare IS embedded web server allows detailed status checks on the system and consumables, administer system settings, and manage access and accounting controls via any standard web browser; Xerox Office Services
 - Front panel interface, bidirectional print drivers; easy consumable replacement
- **Productivity** – Print speed; 1200 dpi image quality; expandability; media support: scalable paper capacity
- **Reliability** – 300K pages/month duty cycle; if printer requires intervention, Xerox PrintingScout[®] software instructs users on how to get the printer back up and running; PhaserSMART[®] software diagnoses and delivers self-support solutions; Xerox service and support

PRODUCT SPECIFICATIONS

Phaser 5550

Phaser® 5550

Black-and-White Laser Printer



		5550N	5550DN	5550DT
Speed		Up to 50 ppm (letter)	Up to 50 ppm one-sided, 50 ppm two-sided (letter)	
Duty Cycle		Up to 300,000 pages / month		
Paper Handling				
Paper input	Standard	Tray 1 (MPT): 100 sheets; Custom sizes: 3.5 x 3.87 to 11.7 x 17 in. / 89 x 98 mm to 297 x 432 mm		
		Tray 2: 500 sheets; Custom sizes: 5.5 x 7.16 to 11.7 x 17 in. / 140 x 182 mm to 297 x 432 mm		
		Tray 3: 500 sheets; Custom sizes: 5.5 x 7.16 to 11.7 x 17 in. / 140 x 182 mm to 297 x 432 mm		
	Optional	Tray 4-5: 1,000 sheet Feeder; Custom sizes: 5.5 x 7.16 to 11.7 x 17 in. / 140 x 182 mm to 297 x 432 mm		Standard
		Tray 6: 2,000 sheet Feeder; Sizes: 8.5 x 11 in. / A4		
		Envelope Tray: Custom sizes: 3.87 x 5.82 to 6.38 x 9.5 in. / 98 x 148 mm to 162 x 241 mm		
Paper output	Standard	500 sheets		
	Optional	Stacker: 3,000-sheet stacker with 500-sheet top tray		
		Finisher: 3,000-sheet stacker with 500-sheet top tray, 50-sheet multi-position stapling and 3 or 2/4 hole-punch		
Automatic two-sided printing		Optional	Standard	
Print		As fast as 6.5 seconds		
First-page-out-time				
Resolution (max)		True 1200 x 1200 dpi		
Processor		500 MHz		
Memory (std / max)		256 MB / 1 GB		
Connectivity		10/100/1000 Base-T Ethernet, Parallel, USB 2.0		
Page description languages		Adobe® PostScript® 3™, PCL® 6 / PCL® 5e emulation, Direct PDF (with optional hard drive)		
Print features	Standard	Smart Trays, Booklet printing, Edge-to-edge printing, Negative image, Mirror image, Scaling, Watermarks, Auto fit, Custom-size pages, Covers, Separation pages, RAM collation, N-up, Job completion notification		
		Remote printing, Job accounting		
	Optional	Productivity Kit (includes 40 GB Hard Drive) enables Secure/Proof/Personal/Saved Print, Hard disk collation, Print With, PDF-direct printing, Extended font/form storage		

Device Management*

CentreWare® IS Embedded Web Server, CentreWare® Web, Xerox NDPES Gateway, Xerox Usage Analysis Tool, Mail/Email alerts, PrintingScout® Alert Notification, PhaserSMART®

Print Drivers

Windows® 2000/XP/2003 Server, Vista, Mac OS® X version 10.3 or higher, Novell Netware® 5.x/6.5 (NDPS only), Linux Red Hat®, Fedora® Core 5, SUSE 10.0, Unix: Sun Microsystems Solaris® 9/10, IBM AIX® 5.1, HP-UX 11.0/11i, Xerox Walk-Up® Printer Drivers with Windows 2000 or higher

Font Capability

139 PostScript® fonts; 83 PCL® fonts

Media Handling

Trays 1, 3-6: 16-40 lb. bond to 50-80 lb. cover / 60-215 gsm; Two-sided output: 16-43 lb. bond / 60-163 gsm; Tray 2: 16-28 lb. bond to 22-39 lb. cover / 60-105 gsm; Media types: Plain paper, envelopes, labels, transparencies, card stock

Operating Environment

Temperature: 41° to 90°F / 5° to 32°C
Humidity: 15% to 85%
Sound pressure: Printing: 54 dB(A), Standby: 22 dB(A)
Sound power: Printing: 7.19 B, Standby: 5.0 B
Warm-up time (from power save): As fast as 37 seconds
FPOT from power save: 45 seconds

Electrical

Power: 110-127 VAC, 50/60 Hz or 220-240 VAC, 50/60 Hz
Power consumption: Printing: 900 W, Standby: 105 W, Power save: 11 W, 5550DN/DT: ENERGY STAR® qualified

Dimensions (WxDxH)

5550N/DN: 25.2 x 20.7 x 19.6 in. / 640 x 525 x 498 mm
Weight: 90 lb. / 41 kg
5550DT: 25.2 x 20.7 x 30.6 in. / 640 x 525 x 778 mm
Weight: 141 lb. / 64 kg

Certifications

Listed to UL 60950-1/CSA 60950-1-03, 1st Edition, FDA/CDRH - Class 1 Laser Product, FCC Part 15, Class A, Canada ICES-003, Class A, CE marked, Low Voltage Directive 2006/95/EC, EN 60950-1, 1st Edition, EN 60825-1 - Class 1 Laser Product, EMC Directive 2004/108/EC, EN 55022, Class A, EN 55024, RoHS Directive 2002/95/EC, WEEE Directive 2002/96/EC

What Comes In The Box

- Phaser 5550 Printer
- Toner cartridge (35,000 print capacity)
- Drum cartridge (60,000 print capacity)
- World kit (includes Software and documentation CD, Registration card, Warranty booklet)
- Power cord

Supplies Recycling Program

Consumables for the Phaser 5550 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

Supplies

Toner Cartridge: 35,000 pages¹ 106R01294
Drum Cartridge: 60,000 pages¹ 113R00670
Staple Pack (15,000) 008R12941

Routine Maintenance Items

Maintenance Kit, 110V: 300,000 pages² 109R00731

Options	Part No.	Prod. Code
Productivity Kit (includes 40 GB Hard Drive)	097503878	KCA
Duplex Module	097503220	BUG
1,000 Sheet Feeder	097503716	TRV
2,000 Sheet Feeder	097503717	BUH
3,500 Sheet Stacker with Job Offset	097503719	BUL
3,500 Sheet Finisher	097503282	UNV
Envelope Tray	097503286	UPN
256 MB Phaser Memory	097503743	BXH
512 MB Phaser Memory	097503635	AUL
32 MB Flash Memory	097503880	KDB
Wireless Network Adapter, 110V ³	097503740	BXC



¹ Average standard pages. Declared yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and print mode.
² Approximate pages. Declared yield based on an average job size of 3 pages/letter. A4 size. Yield will vary based on job run length, media size and orientation.

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Value Proposition

- ✓ Reliability
- ✓ Intelligence
- ✓ Value

Buyers Laboratory Inc. selected the 4510DT model as the "Pick of the Year" in the Outstanding Large Workgroup Monochrome Printer category.

Product Overview: Phaser® 4510

The **Phaser 4510** is a monochrome laser printer featuring 45 pages per minute (ppm), a 533 MHz processor, true 1200x1200 dpi image quality, flexible media handling, and a suite of printer management tools for ease of use. The Phaser 4510 is an office network printer that is ideal for workgroups in small to medium size businesses, as well as large corporations. It can easily support up to 25 users. The Phaser 4510 offers four configurations: **4510B**, **4510N**, **4510DT**, and **4510DX**.

Product Highlights

■ Reliability

- Enhancements added to an extremely proven reliable machine high durability and fewer service calls
- Robust 200K duty cycle
- MPBF (Mean Prints Between Failure) rating of 300K prints for
- Extremely reliable paper path for maximum uptime

■ Intelligence

- PrintingScout™ provides instant, on-screen instructions when the printer needs attention throughout the entire print job.
- PhaserSMART® online troubleshooting turns potential service calls into an automated solution to get users back to work fast.
- Phaser Installer simplifies printer installation.

■ Value

- 45 ppm at an economical price gives customers more for less.
- Flexible paper handling with multiple input and output options
- Standard second tray with 150 sheet paper capacity
- Fast 8 second First Print Out Time increases office productivity.

Phaser 4510 versus the Competition

- Fast Processor
- Standard Memory – 128 MB
- Print quality – True 1200 x 1200 dpi resolution at full speed
- Language support – True Adobe® PostScript® 3™ versus emulations
- Media handling – Prints envelopes from all trays
- Paper capacity – High standard paper input/output capacity
- Ease of use – Fast and easy installation
- Printing – Edge-to-edge printing; superior printing alerts
- Robust job accounting
- Warranty – On-site warranty and Total Satisfaction Guarantee

PRODUCT SPECIFICATIONS

Phaser® 4510 Laser Printer



	4510B	4510N	4510DT	4510DX
Speed	Up to 45 ppm			
Duty Cycle	200,000 pages / month			
Paper Handling				
Paper input	Standard	Tray 1 (MPT): 150 sheets; Custom sizes: 3 x 5 in. / 76 x 127 mm to 216 x 356 mm		
		Tray 2: 550 sheets; Custom sizes: 3.9 x 5.8 in. / 98 x 148 mm to 216 x 356 mm		
Tray 3: 550 sheets		Optional	Standard	
Tray 4: 550 sheets		Optional		
Paper output		500 sheets		
Stacker: 500 sheets		Optional		Standard
Two-sided output		Optional	Standard	
Print				
First-page-out time		As fast as 8 seconds		
Resolution (max)		1200 x 1200 dpi		
Processor		533 MHz		
Memory (std / max)		128 MB / 512 MB		
Connectivity	Parallel, USB 2.0	10/100Base-TX Ethernet, Parallel, USB 2.0		
Page Description Languages		Adobe® PostScript® 3™, PCL® 5e emulation, PCL 6 emulation		
Print features		Smart Trays, Booklet printing, Poster printing, Edge-to-edge printing, Negative image, Mirror image, Scaling, Watermarks, Auto fit, Custom-size pages, Covers, Separators, RAM collation, N-up, Load-while-run		
		Remote printing, Job accounting		
Hard Drive Kit (minimum 40 GB)		Optional		Secure/Proof/Personal/Saved Print, Hard disk collation, Print With, PDF-direct printing, Extended font/form storage

Device Management

CentreWare® IS Embedded Web Server, CentreWare® Web, Xerox NDPS Gateway, Xerox Usage Analysis Tool, PrintingScout™ Alert Notification (not available on nonnetworked model)

Print Drivers

Windows® 2000/XP/2003 Server, Vista, Mac OS® X version 10.2 or higher, Novell Netware® 5.x/6.5 (NDPS only), Linux Red Hat®, Fedora™ Core 5, SUSE 10.0, Unix: Sun Microsystems Solaris™ 9/10, IBM AIX® 5.1, HP-UX 11.0/11i, Xerox Walk-Up® Printer Drivers with Windows 2000 or higher

Font Capability

PostScript® fonts: 139; PCL® fonts: 81

Media Handling

Trays 1-4: 16-40 lb. bond to 50-80 lb. cover / 64-216 gsm. Two-sided output: 16-40 lb. bond to 50-80 lb. cover / 64-216 gsm. Media types: Plain paper, envelopes, labels, transparencies, card stock

Operating Environment

Temperature: 41° to 95°F / 5° to 35°C
Humidity: 15% to 85%
Sound pressure: Printing: 56.1 dB(A), Standby: 28.0 dB(A) Sound power: Printing: 7.19 B, Standby: 5.0 B
Warm-up time (from power save): 8 seconds or less.
FPOT from power save: 25 seconds

Electrical

Power: 110-127 VAC, 50/60 Hz or 220-240 VAC, 50/60 Hz
Power consumption: Printing: 675 W, Standby: 80 W, Power save: 18 W, 4510DT/DX: ENERGY STAR® qualified

Dimensions (WxDxH)

16.6 x 18.3 x 17.3 in. / 422 x 465 x 404 mm
Weight: 45.2 lb. / 20.5 kg

Certifications

Listed to UL 60950-1/CSA 60950-1-03, 1st Edition, FDA/CDRH – Class 1 Laser Product, FCC Part 15, Class B, Canada ICES-003, Class B, CE marked, Low Voltage Directive 73/23/EEC, EN 60950-1, 1st Edition, EN 60825-1 – Class 1 Laser Product, EMC Directive 89/336/EEC, EN 55022, Class B, EN 55024, RoHS Directive 2002/95/EC, WEEE Directive 2002/96/EC

TOTAL SATISFACTION SERVICES®

Online web technical support and telephone support. Innovative service offerings include on-site renewable service plans or on-site fixed period warranty. Service plans may be purchased with or without supplies included. The Phaser 4510 printer is backed by the Xerox Total Satisfaction Guarantee while covered under one of these service offerings.

Supplies

Standard-Capacity Print Cartridge:
10,000 pages¹ 113R00711
High-Capacity Print Cartridge:
19,000 pages¹ 113R00712

Routine Maintenance Items

Maintenance Kit, 110V:
200,000 pages² 108R00717
Maintenance Kit, 220V:
200,000 pages² 108R00718

Options

	Part number	Product code
Hard Drive Kit	097S03779	DEX
4510B to N		
Upgrade Kit	097S03623	ARV
Duplex Module	097S03625	ARX
550-Sheet Feeder	097S03624	ARW
500-Sheet Stacker		
with Job Offset	097S03764	CBE
Phaser Memory		
-128 MB	097S03776	DDX
-256 MB	097S03777	DEA
-20 MB	097S03778	DEB

¹Average standard pages. Declared Yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and print mode.

²Approximate pages. Declared Yield based on letter-/A-4-size 20 lb. (75 gsm) pages. Yield will vary based on media type, size, weight, orientation, and usage patterns.



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Value Proposition

✓ Performance

- Up to 40 ppm: For big print loads
- First-page-out time as fast as 9 seconds: Less print waiting time
- 400 MHz processor: Quickly processes multipage graphic jobs
- Network printing (standard on N and DN models)
- Secure Print on N and DN models
- RAM collation: Quickly processes multiple sets of multipage documents.

✓ Value

- Best total-value offering in its class
- Print more without interruption: With 2 X 600 sheet and optional 500-sheet tray
- Affordability: Low cost per page; cost-saving features (toner-save and energy-save modes); automatic duplex and N-Up printing for efficient paper usage.
- Easily replaceable standard-capacity print cartridge at a lower price, or high-capacity cartridge, for greater print volumes and reduced total cost of ownership
- Total Satisfaction Guarantee

Phaser 3600 versus the Competition!

- ✓ Faster print speed
- ✓ Higher duty cycle
- ✓ More standard and maximum memory
- ✓ Higher paper input and output capacity

Product Overview: Phaser® 3600 Laser Printer

The **Phaser 3600** is a 40 ppm workgroup class product that is suitable for a small to medium size work team needing a monochrome printer to meet the needs of a heavy individual user or volumes supporting a work team with a target volume of up to 8,000 prints per month. With an attractive acquisition price as well as ideal footprint and increased performance, the Phaser 3600 is an ideal replacement for existing monochrome printers shared between small groups or heavy single use.

Configurations

- **3600B** – 2-Tray, 600-sheet capacity; 64 MB memory (expandable to 512 MB)
- **3600N** – Adds 10/100Base-TX Ethernet; 128 MB memory (expandable to 512 MB)
- **3600DN** – Adds automatic duplex
- **Options** – Automatic duplex (standard on 3600DN); one additional 500-sheet input tray; additional memory; wireless network adaptor

Product Highlights

■ Ease of Installation, Management, and Use

- Easy unpacking; compact footprint; quick install guide; device settings at front panel or remotely; easy driver deployment
- Centware Web and Centware IS management software; Xerox Office Services
- Front panel interface, bidirectional print drivers
- Advanced features: Booklet printing, N-up, collation, secure print, and watermarks

■ Productivity

- Printing performance - 40 ppm print speed, 400 MHz processor
- Print quality – 1200 dpi output without compromising print speed
- Expandability
- Media support

■ Reliability

- 200K pages per month duty cycle
- AMPV of up to 8K pages
- Outstanding service and support

PRODUCT SPECIFICATIONS

Phaser® 3600 Laser Printer



	3600B	3600N	3600DN
Speed	Up to 40 ppm letter, 38 ppm A4		
Duty Cycle	200,000 pages / month		
Paper Handling			
Paper input	Standard	Tray 1 (MPT): 100 sheets; Custom sizes: 3 x 5 to 8.5 x 14 in. / 76 x 127 mm to 216 x 356 mm	
		Tray 2: 500 sheets; Selectable sizes from letter to legal / A6 to A4	
	Optional	Tray 3: 500 sheets; Selectable sizes from letter to legal / A6 to A4 (1,100-sheet total capacity)	
Paper output	250 sheet face-down, 100 sheet face-up		
Automatic two-sided printing	Optional		Standard
Print			
First-page-out time	As fast as 9 seconds		
Resolution (max)	1200 image quality		
Processor	400 MHz		
Memory (std / max)	64 MB / 512 MB	128 MB / 512 MB	
Connectivity	Parallel, USB 2.0	10/100Base-TX Ethernet, Parallel, USB 2.0	
Page description languages	PostScript® 3™ compatibility, PCL® 6 and 5e emulations		
Print features	Standard	Smart Trays, Booklet printing, Scaling, Fit to page, Watermarks, Overlays, Posters, Custom-size pages, Covers, N-up, Toner save mode, Secure print*, Collation*	

*Standard on N/DN Configurations, Optional on B Configuration

Device Management

Phaser Installer, CentreWare® IS Embedded Web Server®, CentreWare® Web®, Global Print Driver®, Font management utility*

*3600N and 3600DN

Print Drivers

Windows® 2000/XP/2003 Server, 98/me/NT4.0, Vista, Mac OS® 8.6–9.2, 10.1–10.5, Novell Netware® 4.x/5.x/6, Various Linux OS including Red Hat® 8–9, Fedora® Core 1–4, Mandrake 9.2–10.1, SuSE 8.2–9.2, Unix HP-UX, Sun Solaris, SCO, Xerox Walk-Up® Printer Drivers

Font Capability

136 PostScript® fonts; 68 PCL® fonts

Media Handling

Tray 1: 16–43 lb. bond to 60 lb. cover / 60–163 gsm
Tray 2 and Tray 3 (optional): 16–28 lb. bond / 60–105 gsm
Two-sided output: 20–24 lb. bond / 75–90 gsm.

Media types

Plain paper, envelopes, labels, transparencies, cardstock

Operating Environment

Temperature: 50°F to 90°F / 10°C to 32°C
Humidity: 20% to 80%
Sound pressure: Printing: 56.0 dB(A), Standby: 35.0 dB(A)
Warm-up time (from power save): 31 seconds or less.
FPOT from power save: 40 seconds

Electrical

Power: 110–127 VAC, 50/60 Hz or 220–240 VAC, 50/60 Hz
Power consumption: Printing: 650 W, Standby: 130 W, Power save: 13 W, 3600DN: ENERGY STAR® qualified

Dimensions (WxDxH)

15.7 x 18.2 x 15.1 in. / 399 x 463 x 383 mm
Weight: 39 lb. / 17.65 kg

Certifications

Listed to UL 60950-1/CSA 60950-1-03, 1st Edition, FDA/CDRH – Class 1 Laser Product, FCC Part 15, Class A, Canada ICES-003, Class A, CE marked, Low Voltage Directive 2006/95/EC, EN 60950-1, 1st Edition, EN 60825-1 – Class 1 Laser Product, EMC Directive 2004/108/EC, EN 55022, Class B, EN 55022, Class A, RoHS Directive 2002/95/EC, WEEE Directive 2002/96/EC

What comes in the box

- Phaser 3600 Printer
- Print cartridge (7,000 print capacity)
- World Kit (includes Software and documentation CD, Registration card, Warranty booklet)
- Power cord

Supplies Recycling Program

Consumables for the Phaser 3600 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

Supplies

Print cartridge: 14,000 pages¹

Options	Part No.	Prod. Code
Duplex Module	097S03756	CAC
500-Sheet Feeder	097N01673	MUX
64 MB Phaser Memory	097S03759	CAF
128 MB Phaser Memory	097S03760	CAG
256 MB Phaser Memory	097S03761	CAH
Wireless Network Adapter	097S03740	BXC

(not available on 3600B)

¹ Average standard pages. Declared yield in accordance with ISO/IEC 19752.

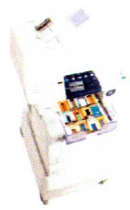
Yield will vary based on image, area coverage and print mode.



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Value Proposition

- ✓ **Versatility**
 - True multifunction device – fax, copy, or scan while printing without losing or restarting the print job
 - Can pause print job to copy
 - Fax jobs received in background while copying
 - Saves space and time
- ✓ **Print Quality** – Solid ink technology produces the highest print quality on a variety of media types, weights, and sizes.
- ✓ **Ease of Use**
 - Ease of installation
 - Small solid ink sticks are can be installed at any time
 - Print features like PrintingScout™ and PhaserSMART® inform users of potential issues and possible remedies that avoid calls to help desks



BERTL's Best
8560MFP – Best Office/Small
Workgroup Ink-Based MFP
BERTL
June 2008

Product Overview: Phaser® 8560MFP

The **Phaser 8560MFP** offers two-sided printing, color copying, high-resolution scanning, and fax capability. High-end configurations have advanced fax functionality. The Phaser 8560MFP is a true multifunction system allowing users to simultaneously use several functions of the device and improve their productivity.

Standard Configurations

The Phaser 8560MFP comes in three standard configurations along with multiple options making it flexible and upgradeable:

- **8560MFP/D** – Duplex print, fax, networking, 2400 FinePoint Image Quality, 512 MB Memory, 40 GB HD
- **8560MFP/DN** – Same as N model plus 1x525 Letter/Legal Input Tray, Cart with Storage
- **8560MFP/DT** – Same as DN model plus 1 GB memory, Scan to PC Desktop software, and 2x525 Letter/Legal Input Trays

Product Highlights

- 30 ppm print speed – both color and black and white
- Fax features: 33.6kbps, 200 individual/100group dials
- Scan to PC, Scan to E-mail, Scan to Desktop, and Scan to Folders functionality
- First Page Out Time – as fast as 6 seconds
- True Adobe Postscript3 and PCL5c
- 600 MHz processor with 512 MB memory (upgradeable to 1 GB)
- Up to 1675 sheets of paper capacity
- 2400 dpi FinePoint™ resolution
- 10/100Base-TX Ethernet and USB 2.0 connectivity

Compare Phaser 8560MFP with the Competition!

- True multifunction system allowing users to simultaneously use several functions of the device
- 512 MB memory standard (1 GB maximum)
- 2400 Finepoint print resolution
- 85,000 page duty cycle
- Color or black and white printing at the same speed
- Competitively priced
- Small footprint and weight



Value Proposition

- ✓ *Value – Low purchase price*
- ✓ *Print Quality – Solid ink technology produces the highest print quality on a variety of media types, weights, and sizes.*
- ✓ *Simplicity*
 - *Ease of installation*
 - *Ease of remote management*
 - *Simplicity in loading ink and paper*
 - *Can instantly integrate into a busy workgroup*
 - *Bi-directional intuitive drivers, automated on-line help, and pop up user messages remove the need for user training*

Awards

Computer Shopper awarded the 8560N model an "Editor's Choice" designation.

Buyers Laboratory Inc. selected the 8560DN model as a "Pick of the Year" in the Critical Color Printer category.

Product Overview: Phaser® 8560

The **Phaser 8560** is a networked color printer that produces exceptional print quality at an affordable price. It is ideal for businesses and workgroups with less than 100 people. With large paper capacities, duplex printing, and a robust duty cycle, the Phaser 8560 makes for a reliable workgroup printer. Unlike some competitive products, the Phaser 8560 will be simple to maintain and operate. In addition, it gives enterprise/government customers the ability to upgrade to the new IPV6 network and the 802.1X security protocol.

Standard Configurations

The Phaser 8560 comes in four standard configurations along with multiple options making it flexible and upgradeable:

- **8560N** – 2400 FinePoint Image Quality, 256 MB memory, Ethernet, USB, 1x525 Letter/Legal Input Tray, Simplex
- **8560DN** – Same as N model except Duplex
- **8560DT** – Same as DN model except 512 MB memory and 2x525 Letter/Legal Input Trays
- **8560DX** – Same as DT model except 3x525 Letter/Legal Input Trays and 40 GB Hard Drive

Product Highlights

- 30 ppm print speed – both color and black and white
- First Page Out Time – as fast as 5 seconds
- True Adobe Postscript3 and PCL5c
- 600 MHz processor with 256MB memory (upgradeable to 1 GB)
- Up to 1675 sheets of paper capacity
- 2400 dpi FinePoint® resolution
- 10/100Base-TX Ethernet and USB 2.0 connectivity

Compare Phaser 8560 with the Competition!

- Faster FPOT
- Low purchase price
- Unmatched ease of use
- Handles heavier media weights
- More paper capacity
- Brilliant color print quality
- Networking standard on all models

PRODUCT SPECIFICATIONS

Phaser® 8560 / 8560MFP



	8560N	8560DN	8560DT	8560DX	8560MFP/D	8560MFP/T	8560MFP/X
Speed	Up to 30 ppm color / 30 ppm black-and-white						
Duty Cycle	85,000 images / month						
Paper Handling	Tray 1: 100 sheets; Custom sizes: 3.5 x 5 in. to 8.5 x 14 in. / 76 x 127 mm to 216 x 356 mm Tray 2: 525 sheets; Selectable sizes: 5.5 x 8.5 in. to 8.5 x 14 in. / 140 x 216 mm to 216 x 356 mm						
Paper input							
Tray 3: 525 sheets	Optional		Standard		Optional		Standard
Tray 4: 525 sheets	Optional			Standard	Optional		Standard
Document handler	NA				Duplex Automatic Document Feeder: 50 sheets		
Paper output	250 sheets						
Two-sided output	Optional	Standard					
Copy							
First page-out time	NA				As fast as 15 seconds color / 15 seconds black-and-white		
Resolution (max)	NA				600 x 600 dpi		
Copy features	NA				Book copying, Booklet creation, Collation, Covers, Image Center, Image shift, N-up, Reduce / Enlarge, Repeat image, Color Password Protection		
Print							
First page-out time	As fast as 5 seconds color				As fast as 6 seconds color		
Resolution (max)	Up to 2400 FinePoint™						
Memory (std / max)	256 MB / 1 GB		512 MB / 1 GB				1 GB / 1 GB
Processor / PDL	600 MHz processor / True Adobe® PostScript® 3™, PCL® 5c emulation						
Connectivity	10/100Base-TX Ethernet, USB 2.0, IPv6**						
Print features	Custom-size pages, Xerox Installer, Intelligent Ready, Booklet printing*, Smart Trays, Remote Printing, Job Accounting, Printer Neighborhood, Run Black						
Productivity kit	Optional			Hard drive: Personal/Personal Saved/Secure/Proof/Saved Print, Print With, Extended font/form storage, Collation, Hard Drive Overwrite			
Scan							
Scan destinations	NA				Scan to PC / Mac, Scan to TWAIN application, Scan to email, Scan to desktop, Scan to Public / Private Folders		
Scan to PC Desktop†	NA				Optional		Standard
Fax							
Fax features	NA				33.6 kbps Super Group 3, 200 individual / 100 group Speed dials, fax to multiple addresses, Fax security		

Device Management

Xerox® CentreWare® Printer Management for Microsoft, Novell and UNIX, Xerox CentreWare® IS Embedded Web Server, CentreWare Web, Xerox NDPS Gateway, Usage Analysis Tool, Configuration card, PrintingScout™, MailInX email alerts, PhaserSMART®

Print Drivers

Windows® 2000/XP/2003 Server, Vista, Mac OS® 9.x/X version 10.2 and higher, Novell NetWare® 5.x/6.5 (NDPS only), UNIX/Linux (see web), Xerox Walk-Up® Printer Drivers

Security

802.1x, IPsec, SMNP v3, Secure Print and Hard Drive Overwrite (requires Productivity Kit)

Media Handling

Tray 1: 16 – 40 lb. bond, 50 – 80 lb. cover / 60 – 220 gsm; 3.5 x 5 in. to 8.5 x 14 in. / 89 x 127 mm to 216 x 356 mm; Trays 2 – 4: 16 – 32 lb. bond, 22 – 45 lb. cover / 60 – 120 gsm; 5.5 x 8.5 in. to 8.5 x 14 in. / 140 x 216 mm to 216 x 356 mm; Duplex Automatic Document Feeder: 16 – 32 lb. bond, 22 – 45 lb. cover / 60 – 120 gsm; Media types: transparencies, envelopes, labels, glossy paper, custom-size paper

Operating Environment

Temperature: Nonoperating: -22° to 140° F / -30° to 60° C; Operating: 50° to 90° F / 10° to 32° C; Relative Humidity: Nonoperating: 10% to 95%; Operating: 10% to 80%; Sound power levels: Operating: 54 dBA, Standby: 33 dBA

Electrical

Power: 110 – 240 V, 50 – 60 Hz; Power consumption: Average: 230 W; Max: 1500 W; ENERGY STAR® qualified (S configuration)

Dimensions (WxDxH)

Phaser 8560: 16 x 21 x 14.5 in. / 406 x 533.4 x 368 mm; Weight: 60 lb. / 28 kg. Additional feeder: 5.3 in. / 135 mm; Weight: 16 lb. / 7.3 kg.; Phaser 8560MFP: 20.9 x 26.2 x 24.4 in. / 532 x 665 x 620 mm; Weight: 93 lb. / 43 kg. Additional feeder: 5.3 in. / 135 mm; Weight: 16 lb. / 7.3 kg. Optional cart: 19.7 x 27 x 14.2 in. / 500 x 670 x 360 mm

Certifications

Certified to UL 60950-1/CSA 60950-1 03 1st Edition, FCC Part 15 Class A, Low Voltage Directive 73/23/EEC, EN 60950-1 EMC Directive 89/336/EEC, GOST EN55022 Class A, EN 55024, ROHS Directive 2002/95/EC

Options

8560N to DN upgrade
Productivity kit (8560)
256 MB Memory
512 MB Memory
525-sheet feeder (8560)
525-sheet feeder (8560MFP)
System Cart
Scan to PC Desktop
–Professional (std on 8560MFP/X)
–SE
Wireless network adapter
–N American power converter

Prod. Number Prod. Code

097503822 GAU
097503812 FNK
097503381 WKD
097503382 WKE
097503667 BHE
097503319 VVN
097503318 VVM
097503735 BVL
097503739 BXB
097503740 BXC



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* Requires 2-sided printing. ** Requires system firmware version 1.3.7P. † For Printer only.
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Value Proposition

- ✓ **Performance**
 - 42 ppm color speed saves time and money
 - Time-saving FPOT as fast as 9 seconds
 - 1 GHz processor means less wait time when printing a complex job
- ✓ **Printing Simplified**
 - Easy to install, use, and manage
 - PrintingScout - Saves time; provides print failure notification to user
 - PhaserSMART - 24/7 on-line Knowledge Base access to troubleshoot problems
 - Desktop access to printer status and tray selection
 - Low toner e-mail alerts to administrators
- ✓ **Built for Sharing**
 - 2,350 sheet capacity supports large print jobs from multiple users; separates user output
 - 42 ppm color & b/w print speed satisfies large department color printing requirements
 - All models include networking capability
 - Usage Analysis Tool allows administrators to collect, organize, and analyze print job accounting data from multiple printers
 - Fewer interventions with high capacity toner cartridges

Product Overview: Phaser® 6360

The **Phaser 6360** is a single-pass A4 laser printer that is ideally suited for larger workgroups (up to 25 users) and larger companies requiring higher volume color printing.

Standard Configurations

The Phaser 6360 comes in four standard configurations along with multiple options making it flexible and upgradeable:

- **6360N** – Simplex; Paper Input: 2 trays, 700 sheets; Paper Output; 250 sheets; 256 MB/1 GB standard/optional memory, optional 550 and 1100 sheet feeders, optional productivity kit
- **6360DN** – Same as N model plus duplex
- **6360DT** – Same as DN model plus standard 550 sheet feeder, 512 MB/1 GB standard/optional memory
- **6360DX** – Same as DT model plus standard 1100 sheet feeder (550 sheet optional), standard productivity kit

Product Highlights

- Professional quality at up to 42 ppm
- First-page-out time (FPOT) as fast as 9 seconds
- Print resolution of 2400 dpi and Adobe Postscript 3
- 1 GHz processor that can handle the most complex print jobs
- 100,000 page per month duty cycle for high demand environments
- Maximum paper capacity of 2,350 sheets to handle a steady stream of print jobs

Compare the Phaser 6360 with the Competition!

- Fast processor – 1 GHz
- Fast print speed – 42 ppm
- Memory - 256 MB or 512 MB Standard with 1 GB maximum
- Competitively priced
- Outstanding ease of use features

PRODUCT SPECIFICATIONS

Phaser® 6360



		Phaser 6360N	Phaser 6360DN	Phaser 6360DT	Phaser 6360DX
Speed		Up to 42 ppm color / 42 ppm black-and-white			
Duty Cycle		100,000 pages / month*			
Paper Handling		Tray 1 (MPT): 150 sheets; Selectable sizes: 3.5 x 5.5 in. to 8.5 x 36 in. / 89 x 140 mm to 216 x 914 mm			
Paper input	Standard	Tray 2: 550 sheets; Selectable sizes: Up to Legal / A4			
Additional 550-sheet Feeder		Optional		Standard	Optional
Additional 1100-sheet Feeder			Optional		Standard
Paper output		250 sheets			
Two-sided output		Optional	Standard		
Print					
First-page-out time		As fast as 9 seconds color			
Resolution (max)		2400 x 600 dpi			
Processor		1 GHz			
Memory (std / max)		256 MB / 1 GB		512 MB / 1 GB	
Connectivity		10/100Base-TX Ethernet, USB 2.0			
Page Description Languages		Adobe® PostScript® 3™, PCL® 5c emulation			
Print features		Booklet printing, Poster printing, Negative image, Mirror image, Scaling, Watermarks, Custom-size pages, Run Black, Covers, Separators, RAM collation, Remote Printing, N-up			
Productivity kit		Optional			Hard drive: Secure/Proof/Personal/ Shared Saved/Personal Saved Print, Print With, Hard disk collation, PDF-direct print, Extended font/form storage

*Print volume uniformly distributed over 30 days

Device Management

CentreWare® IS Embedded Web Server, CentreWare Web, Xerox NDPS Gateway, Xerox Usage Analysis Tool, Xerox Support Centre, Configuration card, PrintingScout™, MailLinX email alerts, PhaserSMART™

Print Drivers

Windows® 2000/XP/2003 Server, Vista®, Mac OS® 9.x/X version 10.2 and higher, Novell NetWare® 5.x/6.5 (NPDS only), Linux Red Hat®, Fedora® Core 5, SUSE™ Linux 10.0, UNIX: Sun Solaris® 9/10, IBM AIX® 5.1, HP/UX® 11.0/11i, Xerox Walk-Up™ Printer Drivers with Windows 2000 or higher

Security

802.1x protocol (EAP-MD5, EAP-TLS, EAP-PEAPv0-MSCHAPv2)

Font Support

PostScript® Fonts: 139; PCL® Fonts: 81

Media Handling

Tray 1 (MPT): 17–40 lb. bond to 50–80 lb. cover / 65–216 gsm
Trays 2–5: 17–40 lb. bond to 50–60 lb. cover / 65–163 gsm
Two-sided output: 17–60 lb. bond / 65–163 gsm

Media types: Plain paper, glossy, envelopes, labels, transparencies, card stock

Color Standards

PANTONE® Color approved solid-color simulations, Adobe® PostScript® device-independent color, CIE International color standards, Color options: ICC Profile, Apple ColorSync®

Operating Environment

Temperature: Storage: 32° to 95° F / 0° to 35° C, Operating: 50° to 90° F / 10° to 32° C
Humidity: 15% to 85%
Sound pressure levels: Printing: 58.0 dB(A), Standby: 34.4 dB(A)
Sound power levels: Printing: 7.26 B, Standby: 5.0 B
Warm-up time (from sleep mode): 49 seconds

Electrical

Power: 110–127 VAC, 50/60 Hz or 220–240 VAC, 50/60 Hz
Power consumption: 110–127 VAC: Standby: less than 105 W, Printing: less than 750 W, Power save: less than 20 W, 220–240 VAC: Standby: less than 95 W, Printing: less than 750 W, Power save: less than 22 W
6360DN/DT/DX: ENERGY STAR® qualified

Dimensions (WxDxH)

6360N/DN: 17.2 x 22.8 x 20.2 in. / 429 x 580 x 513 mm
6360DT: 17.2 x 22.8 x 25.4 in. / 429 x 580 x 643 mm
6360DX: 22.5 x 27.5 x 33.8 in. / 572 x 698 x 854 mm
Weight: 6360N/DN: 77.4 lb. / 35.2 kg, 6360DT: 92.4 lb. / 42 kg, 6360DX: 123.6 lb. / 56.2 kg

Certifications

FCC Part 15, Class A, Listed UL 60950-1/CSA 60950-1-03, CE Mark applicable to Directives 73/23/EEC, 89/336/EEC, and 1999/5/EC, Section 508 ADA

Supplies

Standard-capacity toner cartridge:
Black: 9,000 pages¹ 106R01217
Cyan: 5,000 pages¹ 106R01214
Magenta: 5,000 pages¹ 106R01215
Yellow: 5,000 pages¹ 106R01216
High-capacity toner cartridge:
Black: 18,000 pages¹ 106R01221
Cyan: 12,000 pages¹ 106R01218
Magenta: 12,000 pages¹ 106R01219
Yellow: 12,000 pages¹ 106R01220

Routine Maintenance Items

Imaging unit: 35,000 pages¹ 108R00645
110V Fuser: 100,000 pages¹ 115R00055
220V Fuser: 100,000 pages¹ 115R00056
Transfer roller: 35,000 pages 108R00646

Options

	part number	product code
N to DN Upgrade	097S03791	EAE
Productivity kit	097S03747	BXV
550-sheet feeder	097S03378	WHW
1100-sheet feeder	097S03379	WHY
Phaser memory		
-256 MB	097S03381	WKD
-512 MB	097S03382	WKE
Wireless network adapter	097S03740	BXC

TOTAL SATISFACTION SERVICES®

Online web technical support and telephone support. Innovative service offerings include on-site renewable service plans or on-site fixed period warranty. Service plans may be purchased with or without supplies included. The Phaser 6360 printer is backed by the Xerox Total Satisfaction Guarantee while covered under one of these service offerings.



¹Average standard pages. Declared Yield based on 5% area coverage on letter A4-size page. Yield will vary based on image, area coverage and print mode.
²Approximate pages. Declared yield based on an average job size of 4 A4-letter-size pages. Yield will vary depending on job run length and media size and orientation.
³Approximate pages. Declared yield based on A4-letter-size 20 lb. / 75 gsm pages. Yield will vary depending on media type, size, weight, orientation and usage patterns.
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Present System Costs

System	Item	
Xerox MFP's and HP printers	Qty: 380	
	Printer Volume	170,500
	Print Shop Volume	229,100
	MFP Volume	274,403
	Total Volume	674,000
	MFP Monthly Cost	\$10,779.57
	Printer Supply Cost (Based on Print Audit Assessment)	\$7,678.13
	Product Subtotal	\$18,457.70
	Minus Print Shop Costs	\$2,188.02
	Total Monthly Costs	\$16,269.68

Proposed System Costs

System	Item	Unit	Total
Xerox WorkCentre 5655	Qty: 2		
	Flat Rate Plan		
	Proposed 36 Month Lease	\$395.74	\$791.48
	Base Maintenance	Inc	
	# of Copies included	All	
	Excess Copy Charge	N/A	
	Supply cost per copy	Inc	
	Product Subtotal		\$791.48
	Proposed Total Monthly Costs		\$791.48

System	Item	Unit	Total
Xerox WorkCentre 5645	Qty: 7		
	Flat Rate Plan		
	Proposed 36 Month Lease	\$331.74	\$2,322.18
	Base Maintenance	Inc	
	# of Copies included	All	
	Excess Copy Charge	N/A	
	Supply cost per copy	Inc	
	Product Subtotal		\$2,322.18
Proposed Total Monthly Costs			\$2,322.18
System	Item	Unit	Total
Xerox WorkCentre 4260XF	Qty: 16		
	Proposed 36 Month Lease	\$187.09	\$2,993.44
	Base Maintenance	Inc	
	# of Copies included	0	
	Cost Per Print	\$0.0099	
	Product Subtotal		\$2,993.44
Proposed Total Monthly Costs			\$2,993.44
System	Item	Unit	Total
Xerox WorkCentre 4150XF	Qty: 1		
	Proposed 36 Month Lease	\$167.28	\$167.28
	Base Maintenance	Inc	
	# of Copies included	0	
	Cost Per Print	\$0.0099	
	Product Subtotal		\$167.28
Proposed Total Monthly Costs			\$167.28

System	Item	Unit	Total
Xerox Phaser 3635MFPX	Qty: 7		
	Proposed 36 Month Lease	\$65.54	\$458.78
	Base Maintenance	Inc	
	# of Copies included	0	
	Cost Per Print	\$0.013	
	Product Subtotal		\$458.78
	Proposed Total Monthly Costs		\$458.78

System	Item	Unit	Total
Xerox Phaser 5550DT	Qty: 5		
	Proposed 36 Month Lease	\$130.71	\$653.55
	Base Maintenance	Inc	
	# of Prints included	0	
	Cost Per Print	\$0.0084	
	Product Subtotal		\$653.55
	Proposed Total Monthly Costs		\$653.55

System	Item	Unit	Total
Xerox Phaser 4510N	Qty: 56		
	Proposed 36 Month Lease	\$35.19	\$1,970.64
	Base Maintenance	Inc	
	# of Prints included	0	
	Cost Per Print	\$0.0129	
	Product Subtotal		\$1,970.64
	Proposed Total Monthly Costs		\$1,970.64

System	Item	Unit	Total
Xerox Phaser 4510DT	Qty: 14		
	Proposed 36 Month Lease	\$50.72	\$710.08
	Base Maintenance	Inc	
	# of Prints included	0	
	Cost Per Print	\$0.0129	
	Product Subtotal		\$710.08
	Proposed Total Monthly Costs		\$710.08

System	Item	Unit	Total
Xerox Phaser 8560MFP	Qty: 5		
	Proposed 36 Month Lease	\$59.08	\$295.40
	Base Maintenance	Inc	
	Cost Per Print (Full Color)	\$0.109	
	Cost Per Print (Black)	\$0.015	
	Product Subtotal		\$295.40
	Proposed Total Monthly Costs		\$295.40

System	Item	Unit	Total
Xerox Phaser 8560DN	Qty: 18		
	Proposed 36 Month Lease	\$26.72	\$480.96
	Base Maintenance	Inc	
	Cost Per Print (Full Color)	\$0.089	
	Cost Per Print (Black)	\$0.0149	
	Product Subtotal		\$480.96
	Proposed Total Monthly Costs		\$480.96

Cost Comparison: Present vs. Proposed

Cost Item	Present Costs
Monthly Lease for Xerox MFP (Total Cost Includes supplies and maintenance)	\$8,591.55
Printer Supply Cost	\$7,678.13
Printer Maintenance Costs	?
Labor required to repair Printers	?
Estimated Total Monthly Costs (Does Not Include Maintenance or labor required to repair printer)	\$16,269.68

Cost Item	Proposed Costs
Monthly Lease	\$10,843.79
Monthly Maintenance	Included
Estimated Monthly Cost Per Print	\$ 5,551.50
Supplies	Included
Total Monthly Costs (Includes all supplies and service except paper and staples)	\$16,395.29

Xerox Total Satisfaction Guarantee (TSG)

If you are not totally satisfied with any Xerox equipment ordered under this Agreement, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities.

This guarantee will be effective for 3 years following initial Equipment delivery, unless the equipment is financed by Xerox for more than 3 years, in which event it will be effective during the entire term of Xerox financing (except for certain previously-installed models which receive coverage for one year). This guarantee applies only to equipment which has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement.

Applicable in the United States only.

Location	Room Number / Office	Current Equipment	Serial Number	Volume	Cost	Notes	Recommended Equipment
Library 1st Floor	107	HP LaserJet 4000N	USEK024052			Scanner tied to it 4 Trays Student Printer 4 Trays Student Printer	2 - Phaser 5550DT
		HP LaserJet 9000DN					
		HP LaserJet 9050N					
		HP LaserJet 4100N	USBNK32861				
Library 2nd Floor	212	HP 2820 MFP				Everyone uses for Color Fax only	1 - Phaser 8560MFP
	212	HP 7680 MFP					
	212	HP LaserJet 4100TN					
	221 / James Baxley	HP LaserJet 4000TN				Student Usage Megan's Printer Color Printer 3 Units Front Desk	Phaser 4510N
	Front Desk / Student Usage	HP LaserJet 4250N					Phaser 3635MFPX
		HP LaserJet 4100N					Phaser 4510N
	Megan	HP OfficeJet G95					
	Megan						
	Front Desk	HP DeskJet 5650					
Library 3rd Floor	305	HP LaserJet 4000N				Student Lab Coin Op / ABC Owned Broken / Not repairable Student Printing Student Lab Shared by 3 people	Phaser 4510N
		HP LaserJet 4250TN					Phaser 4510DT
		Xerox WorkCentre 4118					
		HP LaserJet 9000DN					2 - Phaser 5550DT
	Wendy Dover's Office	Dell 5330DN					
		HP LaserJet 4250N					Phaser 4510DT
		HP LaserJet 4100TN					
IT (Library)	Herman's Office	HP 2610xi				All in One 4 Trays & finisher Herman's Printer Tamaras's Printer Labels and Postcards / Mainframe Printer	1 - Phaser 5550DT & 1 Phaser 8560MFP
		HP LaserJet 4200N	USBNL15723				
		HP LaserJet 9000DN					
		HP 1220					
		Dell 2130CN					
		HP 5740					
	Herman's Office	Unisys Printer				Patti's Office Printer Sherri Davis Robin Fralick	WorkCentre 4260XF
		HP 4345 MFP					
		HP 5610					
	IT Department	HP LaserJet 4050N	ONGYF01715				Phaser 4510N
		HP LaserJet 4000TN	USBB308581				Phaser 8560DN
		HP 5400	USQA020103				
		HP 842					

Natural Sciences	Workroom A120	HP LaserJet 4100TN	USBNF19738	Everyone Prints to this device Fax Device Used for copying and printing Used for printing in color	WorkCentre 5645 & Phaser 8560DN
	Workroom A120	Brother 4350			
	Workroom A120	Xerox WorkCentre 45			
	Offices	Deskjet Printers			

Social Sciences	210	HP Deskjet 5650		Used for Faxing	Phaser 8560MFP
	210	HP 910			
		HP Color LaserJet 4700DN	JP8LB8869		
	211	HP Deskjet D4160		New	WorkCentre 5645
	211	WorkCentre Pro 45			
	Workroom	HP LaserJet 4050TN			
	229	HP LaserJet 4000TN	USNC219173		
	218	HP LaserJet 1320			
	218	Canon Inkjet			
	209	HP LaserJet 4050	USCF006750		
	223	HP Deskjet 1315xi			
	223	HP Deskjet 4160			
	205	HP LaserJet 4100	USBNK12228		2 - Phaser 4510N
	205	HP LaserJet 4100	USBNK12234		
	109	HP Deskjet 950C			
	107	HP Deskjet 950C			

Business Building	105	HP LaserJet 4100N	USGNK14813	Student Lab	2 - Phaser 4510N
	105	HP LaserJet 4100N	USGNK14755		
	103	HP LaserJet 4100N	USMB253117		
	103	HP LaserJet 4100N	USMB261079	Student Lab	2 - Phaser 4510N
	204	HP LaserJet 4100N	USJNG03116		
	204	HP LaserJet 4100N	USJNG03120		
	206G	HP LaserJet 4250N		Student Lab	2 - Phaser 4510N
	206M	HP LaserJet 4250N	CNFXK60961		
	206M	Dell 1320C			
	206M	Minolta DI 470		WorkRoom Trial Copy Only For Personal Use Wide Format	WorkCentre 5645 & Phaser 8560DN
	206 Offices	All Inkjet			
	106	HP DesignJet 130NM			
	106	HP LaserJet 4250	CNFXK63329		Phaser 4510N & Phaser 8560DN
	106	HP LaserJet 4250	CNFXR18586		
	106	4 Deskjets & Scanners			

Professional Development	106	HP Color LaserJet 4650DN	JPFAC06612	Phaser 8560MFP
	112	Xerox WorkCentre M201		
Wellness & Athletics	Aquatics	Xerox CopyCentre M20		Phaser 3635MFP
	Aquatics	HP LaserJet 4050	USEF075928	
	Aquatics	HP LaserJet 4000TN	USNC120629	WorkCentre 4260XF & Phaser 8560DN
	110	Xerox WorkCentre Pro 35		Phaser 4510N
	110	HP Color LaserJet 4700N	JPLC05314	
	110	HP LaserJet P4015TN	CNDY131605	
	143	HP LaserJet 4000TN	USNC119080	
	111	HP LaserJet 4200TN	CNBX412666	
		OfficeJet Pro 6310 All-in-One		
	112	One		Personal Use
Gulf Franklin Center	B112	Panasonic KX-FL511		
	Brenda Burkett	HP LaserJet 4000T	USEF051053	FAX
	Front Desk	HP LaserJet 4250N		Students print to this along with admin
	Front Desk	Xerox Phaser 8400	CNGXL02185	Admin Only
	Front Desk	Xerox Phaser 6180		Admin Only
	Front Desk	Xerox WorkCentre Pro 255		Copy Only
	Front Desk	Brother MFC 4550		Fax only
	Front Desk	Canon I 9900		Personal Use
	Arifa Garman	HP Deskjet 960C		Personal Use
	Brenda Galloway	HP Deskjet 882C		Phaser 4510N
	Bldg D Room 101	HP LaserJet 4000	USMB121373	2 - Phaser 4510N
	Bldg C Room 109	Panasonic KX FL511		2 - Phaser 4510N
	BLDG C 101	HP LaserJet 4000N	USMC054443	
	BLDG C 101	HP LaserJet 4000N	USMCB121256	
	BLDG C 102	HP LaserJet 4000N	USMB121033	
	BLDG C 102	HP LaserJet 4000N	USMB121609	
Facilities Management	Admin Area	Xerox CopyCentre 35		Copy Only
	Admin Area	Personal Scanner		
	Admin Area	HP ColorLaserJet 2600CN		2 Users
	Admin Area	Brother 2820		FAX
				Phaser 3635MFP

WKGc	Main Room	Xerox WorkCentre M201 Inkjets (3)	main printer only one real printing device	WorkCentre 4150
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Workforce	118	HP LaserJet 4000TN	USNC093273	
	117 WorkRoom	Xerox WorkCentre 123		
	117 WorkRoom	HP LaserJet 4260N	CNBX127301	
	117 WorkRoom	Brother Fax 2800		FAX
	116	HP Deskjet 1220C		
	120	HP Deskjet 1220C		Student Workroom
	121	HP Deskjet 1220C		Director's Office

Human Resources	130	Brother 4750e		FAX
	130	Xerox WorkCentre Pro 35		WorkCentre 4260XF & Phaser 8560DN
	Student Computer	Canon DR 3020N		
	131	HP LaserJet 4050		Susan Stanley Confidential Students and employees
	133	Epson Inkjet		Mosell Washington's printer / replacing soon
	129	HP Deskjet 9650		Angela Smitherman
				Phaser 4510N

Visual & Performing Arts	117	Xerox WorkCentre Pro 35		WorkCentre 4260XF
	117	HP LaserJet 5M		
		HP OfficeJet J5480 All In One		
	117	One		
	111	InkJet		
	111	Inkjet		
	111	HP 500 Plotter		
	120	InkJet		Phaser 8560DN
	122	InkJet		
	123	InkJet		
	121	InkJet		

Administration - 1st Floor

102	HP Deskjet D4160	Jane Godfrey / 3 Users 3 trays	Phaser 4510DT
103	HP LaserJet 4250TN		
118	HP LaserJet 4100TN		
119	Dell 2135CN		
120	HP Deskjet 5550	MFP / Color / Free Slow	Phaser 8560MFP
121	HP LaserJet 4350	PO's Only / 4 trays / Charlottes Printer	Phaser 3635MFP
126	HP Color LaserJet 2600N	Tonia's Printer	Phaser 8560DN
128	Lexmark T630	Check Printer / MICR New Printer / Backup (MICR)	
128	Lexmark T640	Business Affairs	
128	Xerox WorkCentre 35	FAX	
128	Brother MFC8220	FAX	
121	Brother MFC8220		
128	HP LaserJet 4000		
115	HP Deskjet 5650		

Administration - 2nd Floor

206	HP ColorLaserJet 4700N	Eileen's Printer	Phaser 8560DN
202	HP Deskjet 960	President's Office	
211	HP LaserJet 4000TN	Dr Bishop's Office	
215	HP Color LaserJet 4600N	Delores Murphy	
219	HP LaserJet 4050		
216	HP Deskjet 5650		
223	HP PSC75xi	Beth Bennett	
252	HP ColorLaserJet 4700DN	Foundation	
251	Xerox WorkCentre 7132	Foundation	WorkCentre 7132
248	HP MFP 7780	Printing Only	
247	HP Fax 3015	FAX	
234	HP LaserJet 4000TN	Chris Thomes	
230	HP LaserJet P3005D		
232D	HP Deskjet 9650	Inkjet	
229	HP LaserJet 4000TN	Dr Nettles	
232A	HP LaserJet 1320N		
226	Xerox WorkCentre 45		WorkCentre 4260XF & Phaser 8560DN

Language Arts			
11	Xerox WorkCentre Pro 45		WorkRoom
11	HP LaserJet 4200TN	CNBX230917	WorkRoom
11	Brother 1270e		FAX
22	HP LaserJet 4000N	USSC039809	
23	HP LaserJet 4200N	USGNX34749	

1 - WorkCentre 5645 & 1 -
WorkCentre 4260XF

North Bay Center			
Front Desk	Xerox CopyCentre 35		WorkCentre 4260XF & Phaser 8560DN
129	HP LaserJet 4050TN	USQX093313	2 - Phaser 4510DT
129	HP LaserJet 4050TN		
BookStore	HP Deskjet 5740		
Firing Range	Inkjet		
108 / WorkRoom	Brother IntelliFax 1840c		
108 / WorkRoom	Xerox CopyCentre 35		
108 / WorkRoom	HP LaserJet 4200N	USDNL12125	
120	HP 1250 FAX		
120	Scanner		
122	Scanner		
	HP ColorLaserJet		
Front Desk	4650DN	JPHAD21751	WorkCentre 5645

WorkCentre 4260XF &
Phaser 8560DN

2 - Phaser 4510DT

Student Lab
Student Lab
POS Printer
Main Fax
Copy Only
FAX
Archiving
Scan to Email FDLE Rules/
College Rules
Front Desk Color / Students

Technology				Wide Format Wide Format Color Printing & Copying Fax Color Printer CAD Plotter Plotter Plotter
205	HP DesignJet 130			WorkCentre 4260XF & Phaser 8560DN
205	HP DesignJet 130			
200	HP 7310 All in One			
200	HP LaserJet 4200N	USBNS10491		
200	OmniFax L621			
	Xerox WorkCentre Pro 245			
200	HP Color LaserJet 4700DN	JPRLB32310		
218	HP LaserJet 4100N	USJNK00281		
221-A	HP LaserJet 4000N			
210	HP LaserJet 4250N	CNGXC06642		
209	HP Deskjet 1220C			
209	HP DesignJet 500			
209	HP LaserJet 4000N	USMB348342		
209	Z Printer 310 plus			
214	HP DesignJet 500			
214	HP DesignJet 500			
205	HP LaserJet 4100N	USJNK00282		
223	HP LaserJet 4000TN			
225	HP LaserJet 1200			
225	HP LaserJet 1200			
226	HP LaserJet 4200N	USGNP36022		
111	HP LaserJet 4000N	USEF075921		
111	HP LaserJet 4000N	SG7430404D		
110	HP LaserJet 4200N	USBNS01796		
110	HP LaserJet 4200N	USBNM11968		
102	HP LaserJet 4200N	USGNX56584		
102	HP LaserJet 4200N	USGNM52589		
101	HP LaserJet 4050N	USBC138485		
101	HP LaserJet 4050N	USSC049228		
130	HP LaserJet 4250N	CNRXJ70400		
129	Inkjet			
100	HP LaserJet 4100N	USLND08368		
100	HP LaserJet 4100N	USLND08333		
135	HP LaserJet 4200N	USBNM11959		
135	HP LaserJet 4200N	USBNX03861		
140	HP LaserJet 4200N	USGNP27278		
140	HP LaserJet 4200N	USGNM22104		
Rosenwald				

Student Union East - 1st Floor

Food Services	HP Deskjet 4160	Plotter	Phaser 3635MFP
Student Activities	HP DesignJet 5500	All In One	
Student Activities	HP Deskjet 7210		
Mike Childers	HP Deskjet Pro 5400		
63	HP Deskjet 2200		
61	HP LaserJet 4050TN	Testing Lab	Phaser 4510DT
60	HP LaserJet 4100N	Testing Lab	Phaser 4510N
		Color / 2 People Use this device	
Student Development	HP Color LaserJet 4600N		WorkCentre 4260XF
WorkRoom	Xerox WorkCent 35		
WorkRoom	HP OfficeJet Pro L7680	Fax	
Career Center / 54	HP LaserJet 4200N		Phaser 4510N
41	HP LaserJet 4200TN		Phaser 4510DT
38	HP LaserJet 4100TN		Phaser 4510DT
Financial Aid / Front Office	HP LaserJet 4100TN		
File Room / Financial Aid	Panasonic KX-FL511	Fax Could put something in Reception Area	Phaser 3635MFP
Returning Student Program	Inkjets		

Student Union East - 2nd Floor

246	HP LaserJet 4050TN	Computer Lab	Phaser 4510DT
213	Xerox WorkCentre 45		WorkCentre 5645
210	HP LaserJet 4100TN	Lifelong Learning Workroom	
208	Brother 4100e		
Lifelong Learning Front Desk	HP LaserJet 5M	Fax / Copy / Print	Phaser 4510N
200 / Peggy's desk	HP LaserJet 4050	OLD	
	USBB275180		Phaser 8560DN
200 / Peggy's desk	HP Color LaserJet 4600N	Color	
	JPCKB25376		

**Student Union West - 1st
Floor**

90C	Xerox WorkCenter M201	USGNM49405	Copy Only / Analog	WorkCentre 4260XF & Phaser 4510DT
90C	HP LaserJet 4200N	USSC003271		
88	HP LaserJet 4000TN	USBB149658		
89	Toshiba 2060		GED Passport	WorkCentre 4260XF
89	HP LaserJet 4050			
82	Xerox WorkCentre 35	USQX088903		
82	HP LaserJet 4050TN			WorkCentre 4260XF, 2 - Phaser 4510DT
Success Ctr	Xerox WorkCentre 35			
Success Ctr	HP LaserJet 4100TN	USBNJ23821		
Success Ctr	HP LaserJet 4050TN	USCC033206		
Success Ctr	HP LaserJet 4050TN	USCC033768		
Success Ctr	HP Fax 910		FAX	
100	HP LaserJet 4200N	USGNX58604	LAB	2 - Phaser 4510N
100	HP LaserJet 4200N	USGNX58613	LAB	
90B	HP LaserJet 4050TN	USCF006850		Phaser 4510N

**Student Union West - 2nd
Floor**

Faculty Offices (252-257)	HP LaserJet 4200TN	USDNM13938	Shared Between offices	Phaser 3635MFP
226	HP LaserJet 4200N	USGNX58611	LAB	
226	HP LaserJet 4200N	USGNX58610	LAB	2 - Phaser 4510N
265	HP LaserJet 4250	CNDXG00484		2 - Phaser 4510N
265	HP LaserJet 4250	CNDXG00481		Phaser 4510N
288	HP LaserJet 2200D			
287	Xerox WorkCentre 55		Math Dept	
287	HP LaserJet 4000TN	USNC055823	Math Dept	WorkCentre 5655

Student Union West - 3rd Floor	312 / E Learning	HP LaserJet 4345 MFP	CNDCT7J1FF	Would like Color	WorkCentre 4260XF
	Faculty Offices (325-330)	HP Color LaserJet 3600N	CNWWCH99532	Color / ESOL	Phaser 8560DN
	Faculty Offices (325-330)	HP LaserJet 4100TN	USJNJ42586	ESOL	
		HP Color LaserJet			
	329	3600DN	CNWHH44573	ESOL	
	349	HP LaserJet 4100TN	USJNK11462	LAB	2 - Phaser 4510DT
	349	HP LaserJet 4100TN	USJNK11465	LAB	
	345	Xerox CopyCentre 35		Copy Only	
	345	Brother 2800		FAX	
	345	HP Color LaserJet 4650N	JPKAD56328	Color Printer	WorkCentre 4260XF & Phaser 8560DN
Health Sciences	337	HP LaserJet 4200N	USGNN54157		Phaser 4510N
	125	Xerox			
	125	HP LaserJet 1320TN			WorkCentre 5645 & Phaser 8560DN
Admissions & Records	Glenda Broxson	HP Color LaserJet 4650		Nursing 2nd Floor	
		HP LaserJet 4300TN	CNGY432315		
		Xerox WorkCentre 35			WorkCentre 4260XF & Phaser 8560DN
Print Shop		HP LaserJet 4050			
		HP LaserJet 4100			
		HP OfficeJet Pro K5400			
Campus Wide Tech Support		Xerox 4110			Xerox 4112 & 700 Digital Color Press
					Xerox Office Services Tool Suite

Ten Signs Your Company's Document Spending is out of Control



Sign # 1. No comprehensive plan for document management

If your company or organization doesn't have a comprehensive document management plan in place, you are not alone. Most do not. However, simply implementing a plan based on an analysis of your organization's document requirements can significantly reduce costs. Cost savings can approach 30% - 40%. The steps to creating an effective document management plan are:

1. Analyze the current document process, including workflow, types of documents, and communication methods.
2. Review the analysis to find the best opportunities for cost savings and efficiency increases.
3. Settle on a plan of action.
4. Implement the document management plan.
5. After a pre-determined time, re-visit the plan and make adjustments as necessary.

Simply implementing a plan based on an analysis of your organization's document requirements can significantly reduce costs. Cost savings can approach 30% - 40%.

Sign # 2. Multiple vendors for document output devices.

Many companies or organizations have acquired document output devices such as copiers and printers as a result of a reactionary process. Usually that process involves acquiring an output device based on a specific, isolated need. Often the requirements are based on business conditions that have recently changed, resulting in a technology acquisition that is not sufficient when business conditions change again. The resulting mix of machines and vendors can result in high labor costs for tracking and ordering supply items. The increased inventory due to the need to have additional supply items in stock also becomes necessary, draining capital away from revenue producing activities. Quantity discounts are also not possible, since purchases are spread across multiple vendors.

Sign # 3. Presence of ink jet printers

Ink jet printers are cheap to buy. Some computer stores even give them away via rebates and other offers. In the end, ink jet operating costs can be up to ten times the cost of today's more efficient output devices. Since ink jet devices are so inexpensive, many employees will acquire these printers under the radar screen. The machines can often be reimbursed via expense accounts or with a company credit card at the local office supply. The end result is a very expensive method of producing documents.

In the end, ink jet operating costs can be up to ten times the cost of today's more efficient output devices.

Sign # 4. Too many devices

If you see printers on desks or in cubicles, chances are your organization has too many devices to be efficient. While the ratio of devices to individual employee differs depending on industry, a typical best practices target is one device for every five or six employees. This ratio will ensure that all aspects of document lifecycle management are running at peak efficiency.

Sign # 5. Presence of analog copiers

The presence of any analog copier represents a significant opportunity to reduce costs. Older analog copiers utilize far more mechanical parts than digital copiers, resulting in significantly higher operating costs. Reliability is also a factor, since older copiers can breakdown more often, negatively affecting office productivity. Today's digital multifunction devices feature much lower operating costs. Also, since most digital document devices can be connected to a network, they can perform double duty as copiers, printers, or even fax machines. In addition to lower operating costs, digital copier/printers also contribute to increased document efficiency.

Sign # 6. Any printer over two years old

Any printer over two years old should be evaluated for consumable efficiency and cost. Some older printer consumable costs can be double or triple the price of today's newer print devices. Design is also a factor, since many older printers utilize an all in one consumable design that is very expensive to operate.

The presence of any analog copier represents a significant opportunity to reduce costs. Older analog copiers utilize far more mechanical parts than digital copiers, resulting in significantly higher operating costs.

Sign # 7. Presence of both printers and copiers in the same general location

Device redundancy is a real efficiency killer. If you see printers and copiers located in close proximity to each other, it is typically a sure indicator that each machine is not running at optimum levels. Typically, machines in this configuration are older, which also increases the likelihood that the combination is costing too much.

Today's digital copier/printer devices can easily and efficiently produce both print and copy volume. Not only are these new devices more efficient, they often are faster, which results in increased user satisfaction.

Sign # 8. Fax machines that are still connected to phone lines

If you see a fax machine connected to a phone line, chances are you are looking at a significant cash drain. Today's fax machines can send information over the internet for free. Significant long distance and telephone charges can be eliminated with a new fax device. Additionally, many multifunction copier/printer devices have fax capability as an option. In some instances, it may more efficient and less expensive to eliminate a standalone fax altogether. If you see a fax machine connected to a phone line, chances are you are looking at a significant cash drain.

Sign # 9. Lack of any document monitoring method

Knowing the amount and types of documents being printed is the key to understanding what needs to change to impact document efficiency. A thorough knowledge of the organization's printing workflow can provide insight into how many output devices are necessary and what types of devices are best suited for each purpose.

Finding and eliminating abuse of print devices can also have an impact on cost and efficiency. When users know that their print volumes are being tracked, there is less likelihood that they will engage in abusive print practices. Users tend to respect what is inspected. Print tracking software is available that will identify and track each printer on the network. This software can provide valuable information that can indicate the type, volume and nature of documents printed. There are even some types of software that can automatically determine the cost per page based on how much print is present in each document.

Sign # 10. Devices that only output on paper

If paper is the only option, users will by default produce and re-produce mounds of paper documents. There is a better way. Today's digital multifunction devices can output to a number of electronic document types. These electronic documents can be stored on a computer or emailed directly to recipient(s).

Finding and eliminating abuse of print devices can also have an impact on cost and efficiency. When users know that their print volumes are being tracked, there is less likelihood that they will engage in abusive print practices.

Electronic documents are significantly more efficient to transport and store than their paper based counterparts. Office space used for filing cabinets can be recovered for more productive uses. Finding stored documents is much easier than digging through folder after folder. Many electronic documents can be distributed, read and filed without ever being printed.

Document Efficiency Checklist

Take a walk around your office and use this list to determine if your document costs are out of control:

- ☐ No comprehensive plan for document management
- ☐ Multiple vendors for document output devices.
- ☐ Presence of ink jet printers
- ☐ Too many devices
- ☐ Presence of analog copiers
- ☐ Any printer over two years old
- ☐ Presence of both printers and copiers in the same general location
- ☐ Fax machines that are still connected to phone lines
- ☐ Lack of any document monitoring method
- ☐ Devices that only output on paper

To schedule a preliminary meeting to discuss a comprehensive document analysis, contact us:

American Business Center Inc.

1510 Beck Ave
Panama City, FL 32401
850-763-8997

www.americanbizcenter.com / Robbie.yeats@americanbizcenter.com



Xerox Office Services Tool Suite Demo



XOS Technology

Based on Microsoft .NET Platform

- Microsoft Windows 2003 Server
- ASP.NET, C#, ADO.NET, exposed business logic as Web Services
- SQL 2005 Express (Free Relational Database)
- Microsoft SQL Server 2000 SP4/2005
- .Net 2.0 Framework

3 Tier Web Application

- Data tier (SQL Relational Database)
- Business Logic (C# , .NET Assemblies, .NET Web Services)
- Presentation / UI Layer (ASP.NET / IIS)

Industry Standard Networking Protocols

- SNMP (Device Discovery and Communication)
- SMTP (Email Alerts and Email Reports)
- HTTP (Web Access to XDM, Link to Embedded Web Server on Printer)
- XML over HTTP (Web Services and future XML-Based Printer Management)

XOS 5.0 Suite Summary



Xerox Device Manager

- Network Discovery
- Device Monitoring
- Device Configuration
- Pro-Active Alerting
- Remote Diagnostics
- SNMP / HTTP / Web Services / WMI
- Device Software Upgrades
- Print Server / Print Queue / Print Drivers Installation
- Active Directory Integration
- User-based Job Accounting
- XRC Print Infrastructure Mining Technology
- Xerox & Competitive Devices



Xerox Services Manager

- Asset mgmt
- Asset History
- Asset Ownership
- Track Financial Aspects of Assets
- Floor Mapping
- Automated tracking of Assets via XDM
- Supplies Inventory Management
- Entitlement & Contracting details
- Asset TCO
- Integrated Due Diligence System to baseline customer TCO
- Incident & Problem mgmt
- 3rd party service provider mgmt
- Services Delivery mgmt
 - (who, what, when, where & for what asset, workflow)
 - ✓ Break / Fix
 - ✓ Supplies
 - ✓ Move / Add / Change
 - ✓ Install / Procure
 - ✓ Retire
 - ✓ Upgrades
 - ✓ Anything...
- Call Escalation Tracking
- Capture Financial Transactions
- Time + Materials
- Automated Ticket generation for Printer faults (via XDM)
- Basis for Services Delivery Infrastructure



Xerox Services Portal

- Customer Access to XOS Services
- Share Information with Customers (training, FAQs, announcements, etc)
- Enterprise-wide [Find Printer] utility (device search + printer driver installation)
- Customer Satisfaction Surveys
- End-user Service Requests
- End-user Meter submission
- End-user Supplies Re-order



Xerox Report Manager

- The warehouse for all XGS applications
- Cross function reporting:
 - ✓ Operational
 - ✓ Financial
 - ✓ Customer
 - ✓ Billing
 - ✓ Dashboards
- 60+ Standard Reports
- Supports Crystal, Excel, PDF, Pivot Charts & Graph based reports
- Extendable to add more reports
- Can provide operational to C-Level reporting
- XMT-related Due Diligence + Baseline TCO reports



Xerox Modeling Tool

- "Due Diligence Tool"
- collect / identify entire inventory of devices (network, non-network, etc.)
- assignment of devices to site maps
- exception reporting for missing data
- Data validation
- Auto upload to XSM

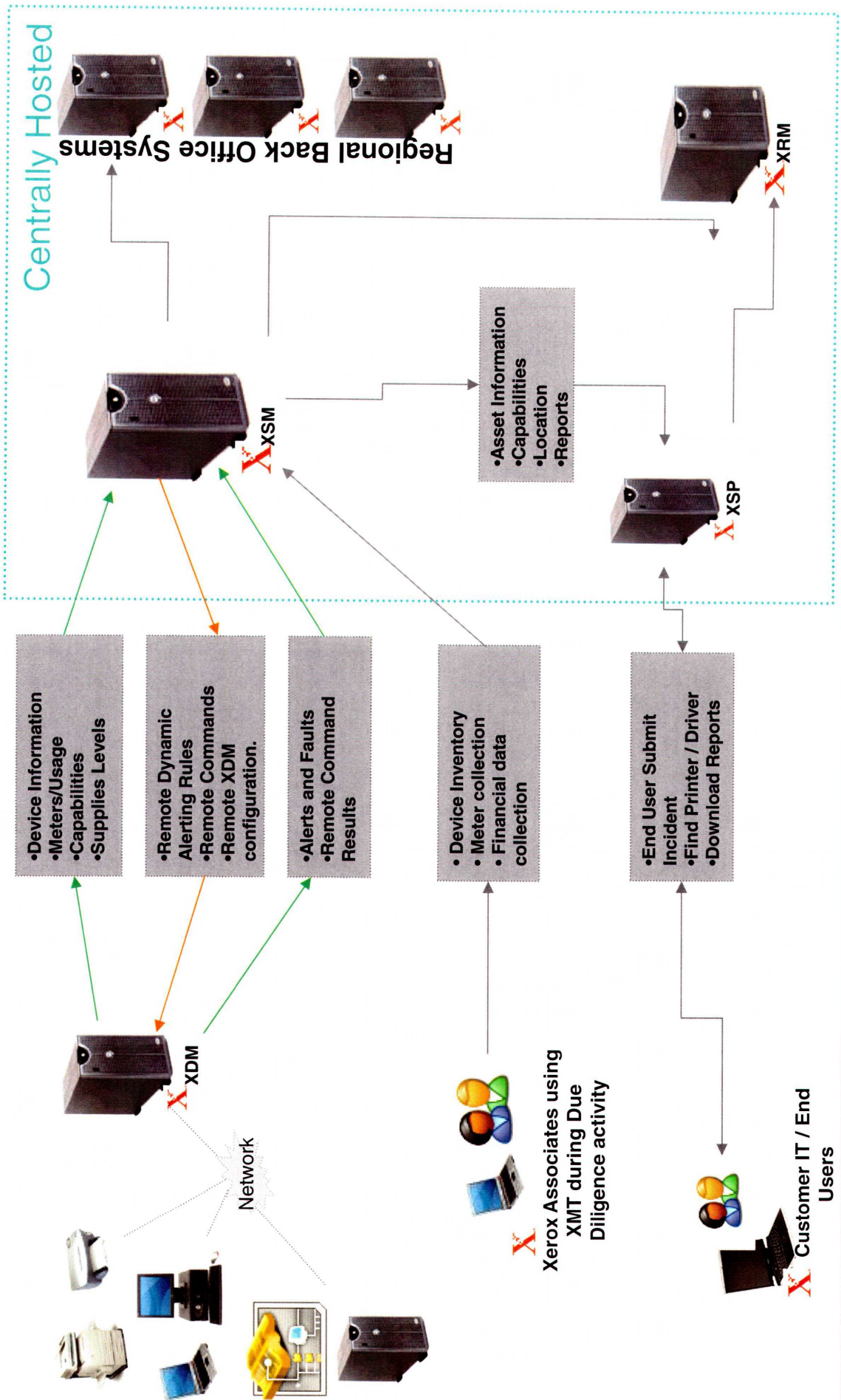


XODAT

- Pre-Contract Assessment
- Post-Contract Optimization
- TCO Reporting



XOS Technology & Deployment



Value Proposition of the Integrated Toolset

REPORTING

Gain Insight about your Printer Assets:

- Utilization, TCO, CPC, Service Calls, Supplies, Parts - independent of manufacture.
- XSM provides one database for the definition and storage of all enterprise asset data.
- Provides accurate data for billing, reporting, cost management, and overall fleet management with less effort.

Monitors the growth of your output device enterprise.

- Un-approved device additions and deletions are flagged and account team notified. This is a very effective cost control feature.

FINANCIAL

Lower and control costs:

- Allows less people to handle more devices. lowering costs to manage and own those devices.
- Keeps device fleet running at optimal utilization with near real-time utilization reports

OPERATIONAL

Faster restore times and increased device uptimes:

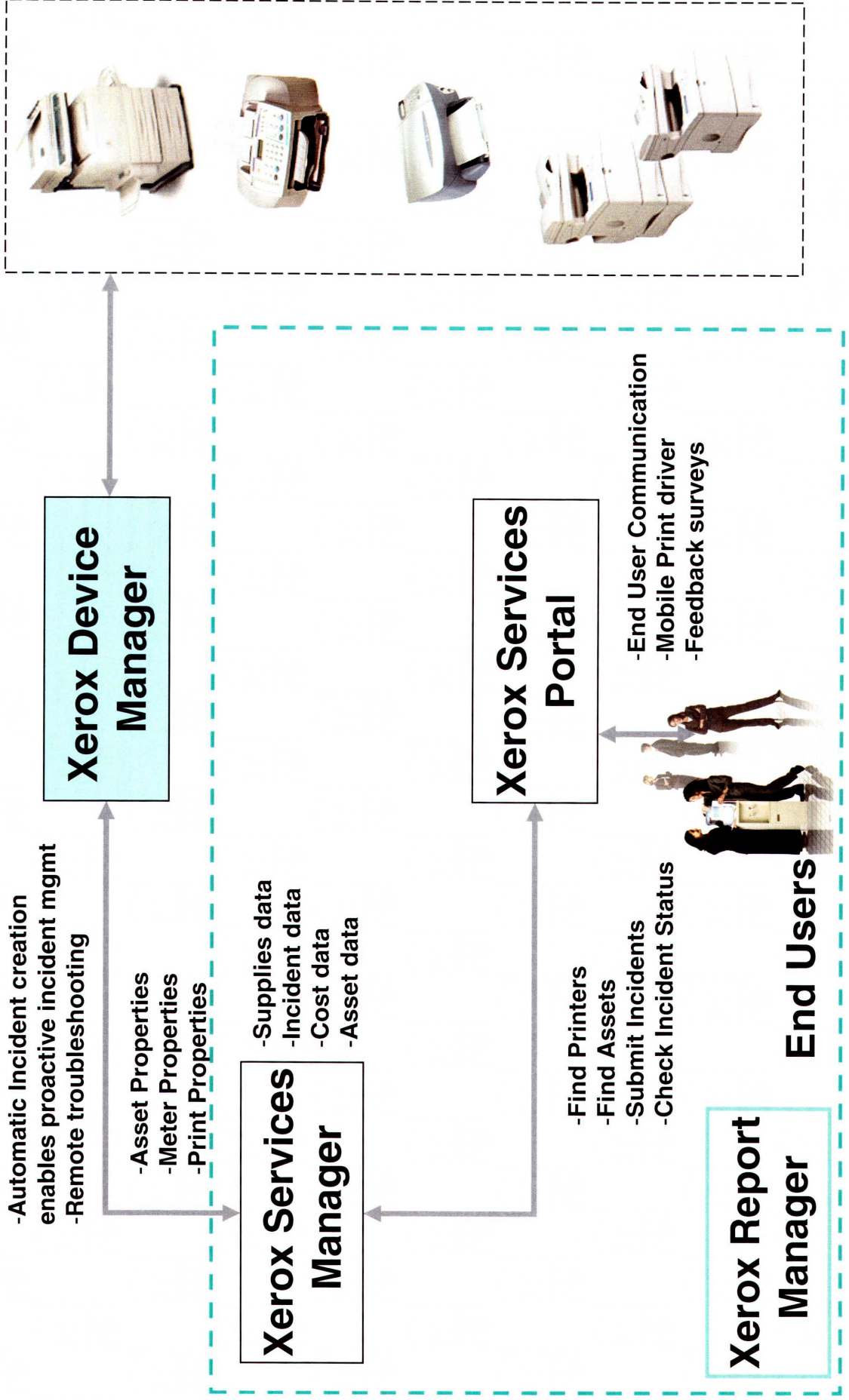
- Root causes can be identified remotely before arriving on site.
- A large percentage of problems can be resolved without a technician visiting the device
- Technicians arrive with the information/parts needed to get the device operational in much less time.
- Proactive monitoring gets problems resolved faster, sometimes BEFORE end-users even realize.

Increases end-user satisfaction:

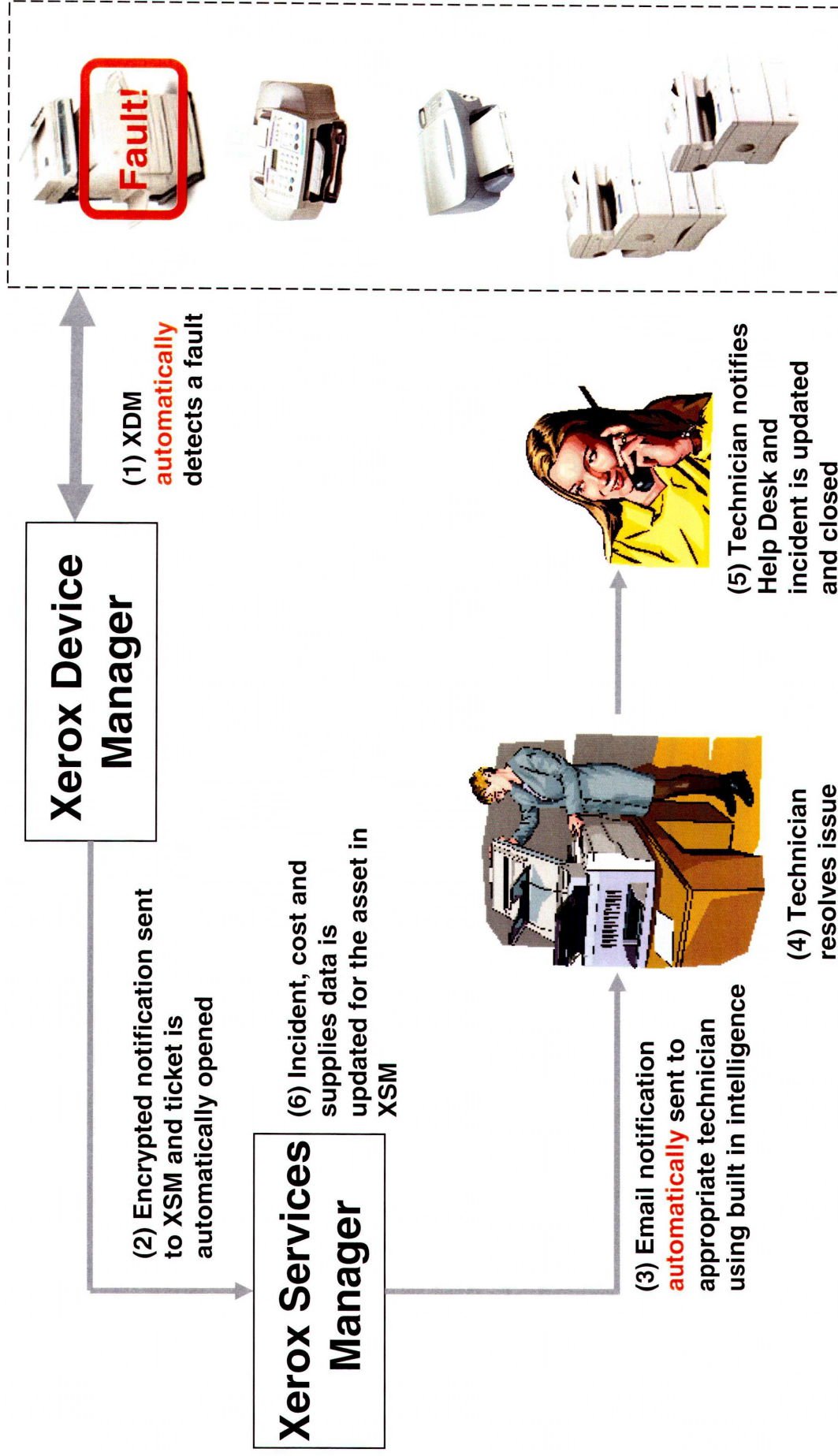
- Increasing availability
- Identification of over utilized devices reduces device wait time



Xerox Tool Integration



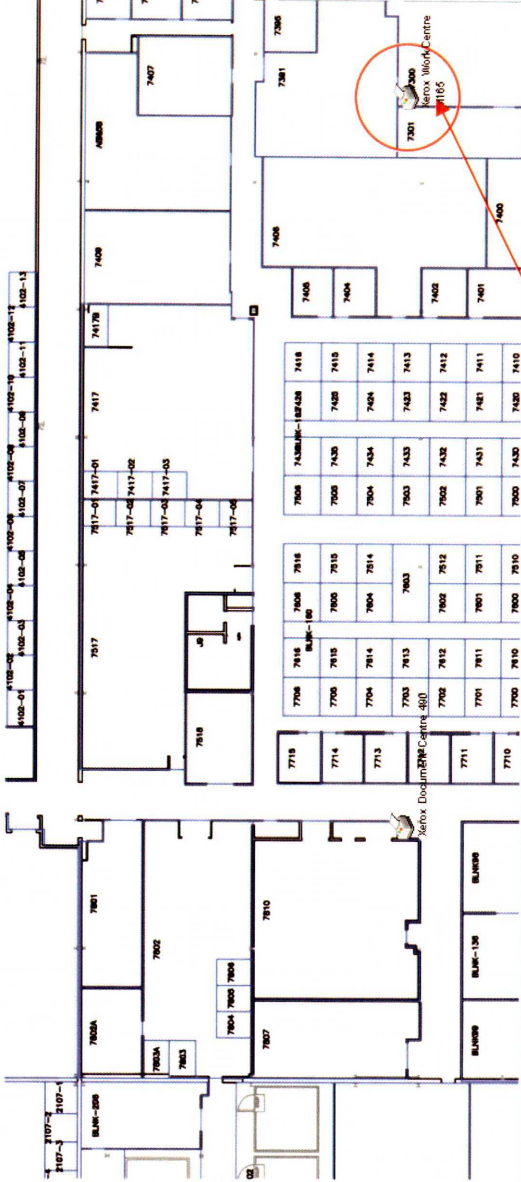
Proactive Alert Workflow



Xerox Service Portal – End User Services (cont'd)

User chooses a printer and the printer is installed ...

Find Printer/Device Map Bldg 801 map



Install Selected Printer

Install the selected Printer on your System?

Manufacturer	Xerox
Model	Xerox WorkCentre M165
Building	801
Queue	
Printer Address	13.1.188.33



Xerox Services Portal Example

DGI specialized in providing our customers with the best in outsourced asset management services and products.

[Home](#) | [Profile](#) | [Contact](#) | [Sign Out](#) | [Help](#)
Welcome chomman

Managed Print Services ▼

[Add Column](#)
[Add Page](#)
[Change Appearance](#)

General Information ▼

Click here to view and edit your account information

Announcements ▼

A message from Fred Barnes,
Xerox Print Services Account Manager

Greetings from the Xerox Print Services account team. Xerox strives to provide the highest quality Managed Print Services while Helping DGI achieve significant cost reductions in the costly printing environment. To achieve this goal, Xerox and DGI have formed a partnership of cooperation where employees of both organization work together to provide reliable output device performance with the minimum of human resources involved. If you have any questions or concerns, I encourage you to contact me directly at f.barnes@usgcpit.xerox.com. Thank you for allow Xerox to serve you in this capacity.

New Equipment & Se

New Printers Available ▼

Occupants of Building 111, the XEROX Print Services te printers in your area.

Xerox WorkCentre C3545 Color Multi

The WorkCentre Pro offers affordable, big features and ease-of speeds of 48 ppm in a 720 MHz Intel® Cel hard disks, and a fire black-and-white and process and print bu spreadsheets, photo

Click [here](#) to see where in Building 111 this de For more information on this exciting product, check out t http://www.office_xerocx.com/part-bin/product.n?product=WCP-C2128-WCPC-2636-WCP-C3545&a=spas

Xerox Phaser 6350DP Color Printer

With an 800 MHz processor, C300K330 can handle even documents.

Faster than competitive pro With a first page out time as print jobs are completed be One of the easiest network p printer can be installed on t

Click [here](#) to see where in Building 111 this de For more information on this exciting product, check out t http://www.office_xerocx.com/part-bin/product.n?product=phaser

Customer Services ▼

Submit Meter(s) ▼

Enter meter reading for any of your devices.

Repair Service ▼

Request Service for your printing device by clicking here.

Order Supplies ▼

Request supplies for your printing device by clicking here.

View My Reports ▼

View your XDS reports by clicking here.

Find Printer ▼

Find and manage printers near you by clicking on the icon below:

Feedback ▼

In support of continual improvement, please consider taking the Xerox Print Services user feedback survey. Your thoughts and feedback is especially important to us and help Xerox provide more effective Print Services. To take the survey, click on this link : [Overall Experience with Xerox Print Services](#)

General Information ▼

Click here to view and edit your account information

Announcements ▼

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New Faces

We like to introduce the newest member of the Xerox Print Services team,

Gomez Addams.

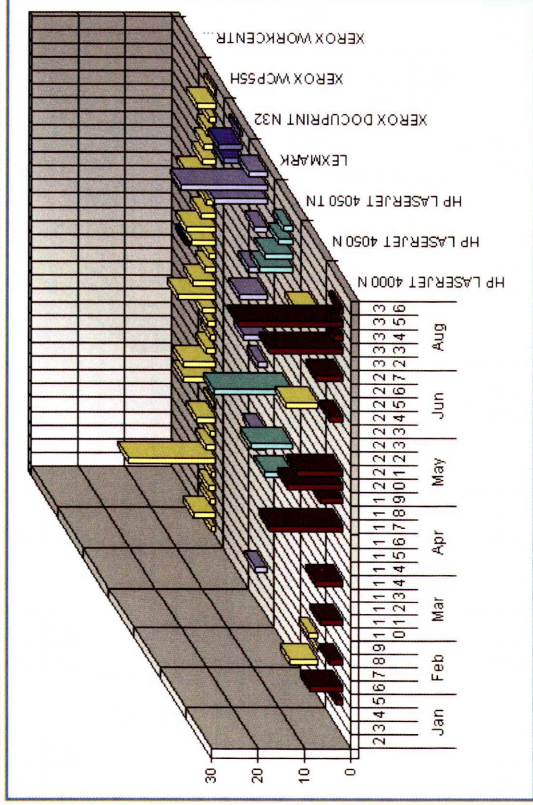
Gomez has been hired to provide immediate Docucare Service repair for all Building 111 print devices. He has extensive training and can be counted upon to provide speedy resolution to your print device malfunctions and re-supply need.

Add Content

Xerox Report Manager- Samples

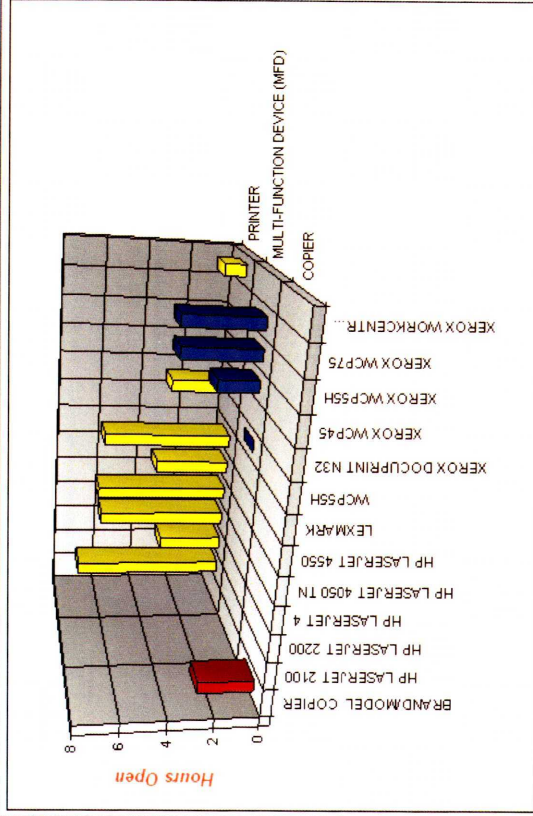
Is there a pattern?

Average Resolution Time by Week



What are my problem devices?

Average Resolution Time by Model



Are downtimes excessive?

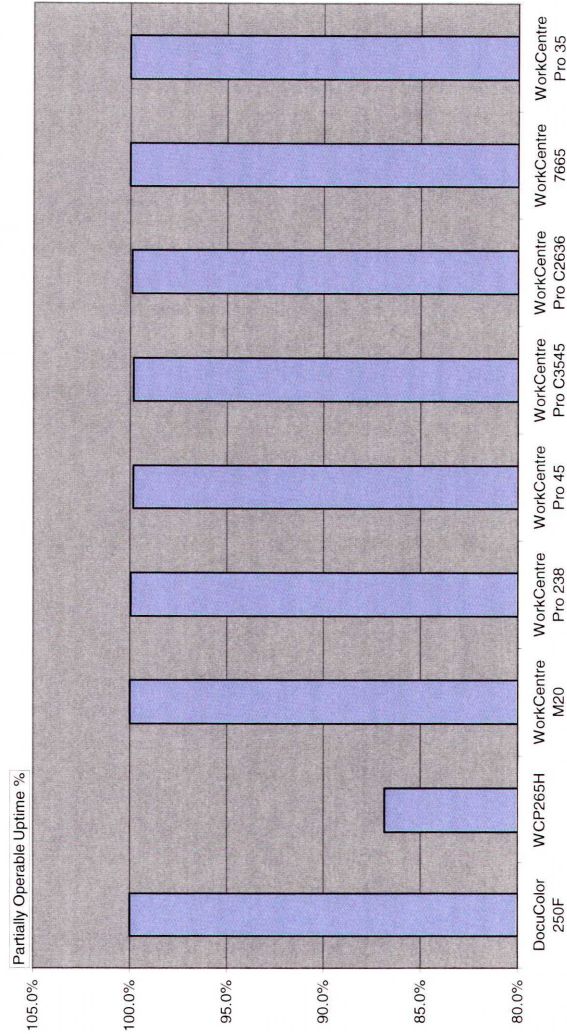
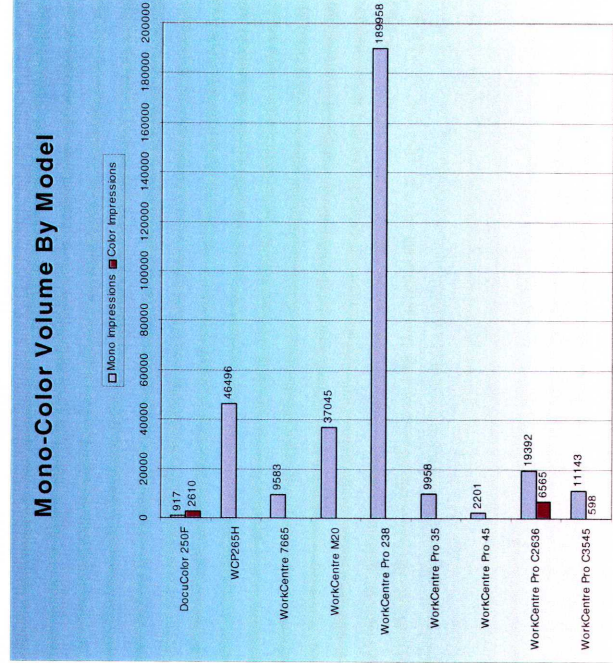
Uptime Detail Report

AssetID	Serial Number	Model	Street Address	City	State	Zip Code	Number of Calls	Avg Uptime (%)	Downtime (Hrs)	Avg Response Time (Hrs)
1200	JPBLR13791	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	225	-0.079900	44707.00	0
2378	PWGS5239	Xerox Phaser 6250N	1000 Plaza 5	Jersey City	NJ	07311	72	-0.014600	13441.00	0
1191	JPBLM49659	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	252	0.100300	41718.00	0
1780	JPBLR80308	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	18	0.181300	2711.00	0
1199	JPBLR13790	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	297	0.268100	39996.00	0
1192	JPBLM49610	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	288	0.271500	38606.00	0
435	NWL008404	WCP55H	3808 Six Forks Rd	Raleigh	NC	27609	81	0.282700	10690.00	0
431	NWL008102	WCP55H	3808 Six Forks Rd	Raleigh	NC	27609	36	0.286000	4729.00	0
583	JPFC002180	Color LaserJet 4500 N	100 Crosby Pkwy	Covington	KY	41015	171	0.304000	21899.00	0
663	CNDX200413	LaserJet 4200tn	100 Crosby Pkwy	Covington	KY	41015	135	0.351300	16114.00	0
1208	USGN510582	LaserJet 4200tn	100 Crosby Pkwy	Covington	KY	41015	27	0.356700	3195.00	0
1186	JPBL79847	LaserJet 81500N	100 Crosby Pkwy	Covington	KY	41015	297	0.358400	35060.00	0
642	USGN510590	LaserJet 4200tn	100 Crosby Pkwy	Covington	KY	41015	18	0.365500	2101.00	0
681	JP00051897	Color LaserJet 4500 N	100 Crosby Pkwy	Covington	KY	41015	81	0.398000	8972.00	0
581	US88067804	LaserJet 80000N	100 Crosby Pkwy	Covington	KY	41015	36	0.402200	3960.00	0
1204	USGNP10681	LaserJet 4200tn	100 Crosby Pkwy	Covington	KY	41015	36	0.439200	3714.00	0
433	NWL008394	WCP55H	3808 Six Forks Rd	Raleigh	NC	27609	90	0.535700	7689.00	0
641	USGNM04061	LaserJet 4200tn	100 Crosby Pkwy	Covington	KY	41015	36	0.558200	2926.00	0
1628	USGNM08514	LaserJet 4200	100 Crosby Pkwy	Covington	KY	41015	36	0.558200	2926.00	0



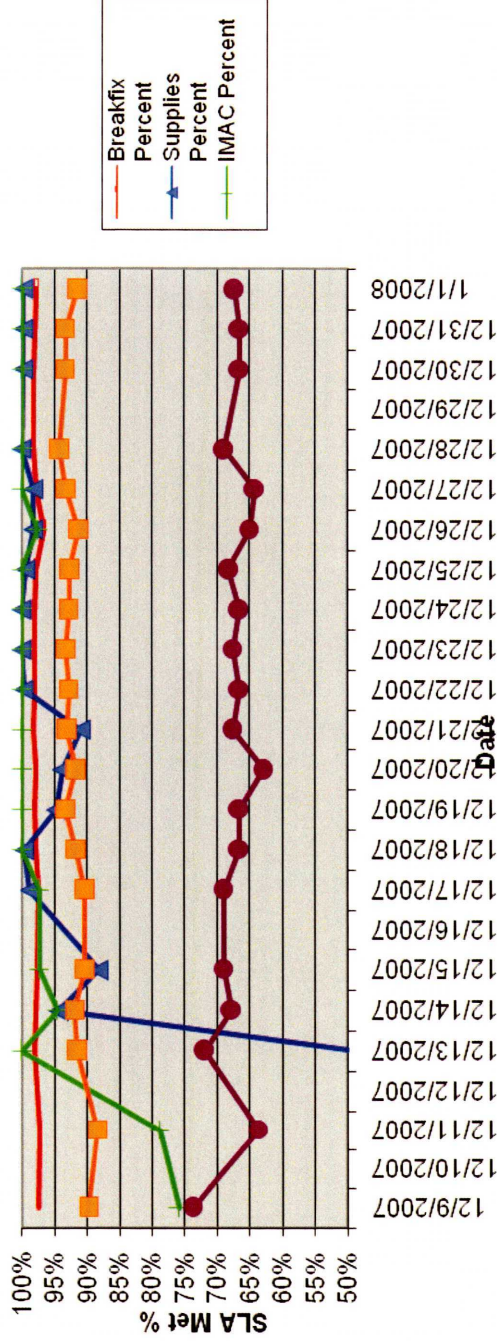
Xerox Report Manager- Samples

Country	Model Name	Color	Manufacturer	Price Plan Name	Price Plan Number	Description	Price Plan
1	USA	WorkCentre M20	Xerox	HQ BW	0	False	False
2	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
3	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
4	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
5	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
6	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
7	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
8	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
9	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
10	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
11	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
12	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
13	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
14	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
15	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
16	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
17	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
18	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
19	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
20	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
21	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
22	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
23	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
24	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
25	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
26	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
27	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
28	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
29	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
30	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
31	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
32	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
33	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
34	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
35	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
36	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
37	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
38	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
39	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
40	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
41	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
42	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
43	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
44	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
45	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
46	USA	WorkCentre M20	Xerox	HQ BW	21	False	False
47	USA	WorkCentre M20	Xerox	HQ BW	21	False	False



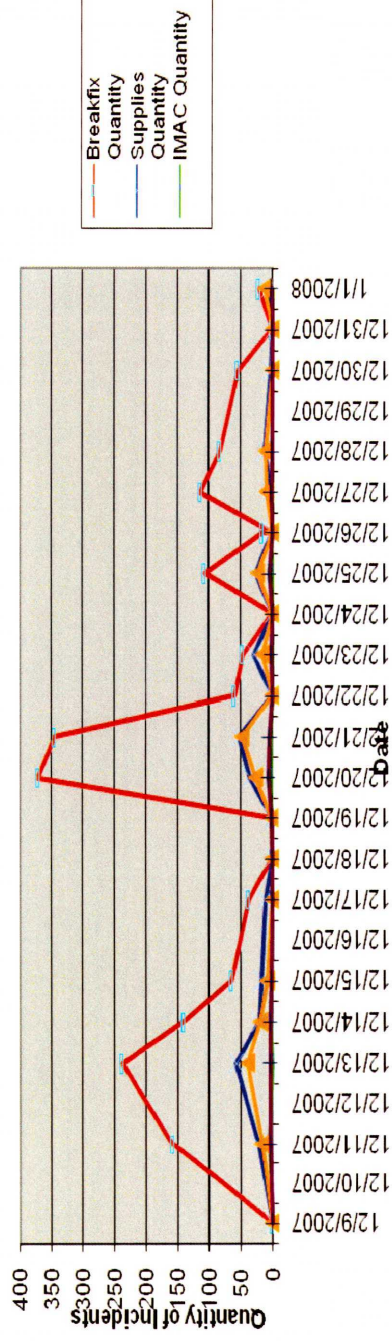
Xerox Report Manager- Samples

XNA SLA by Category *

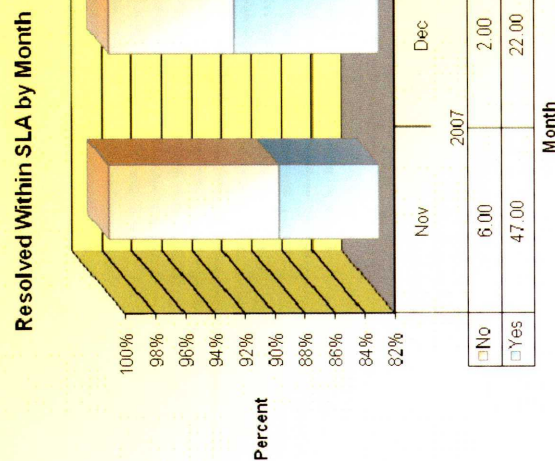
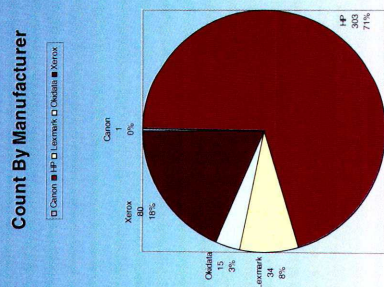


SLA
categories...

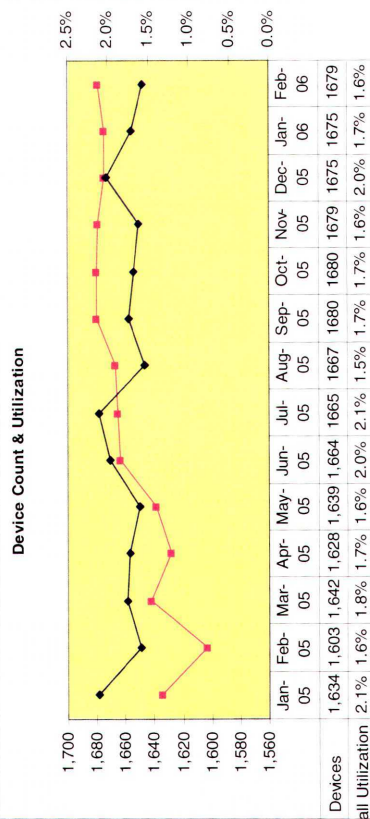
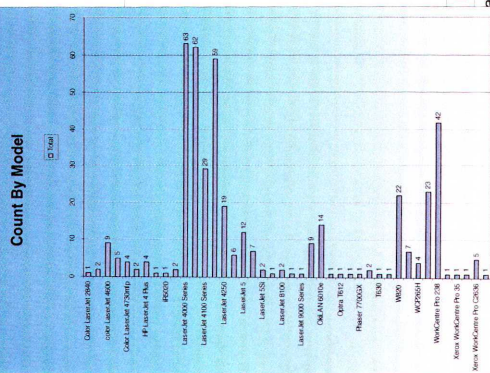
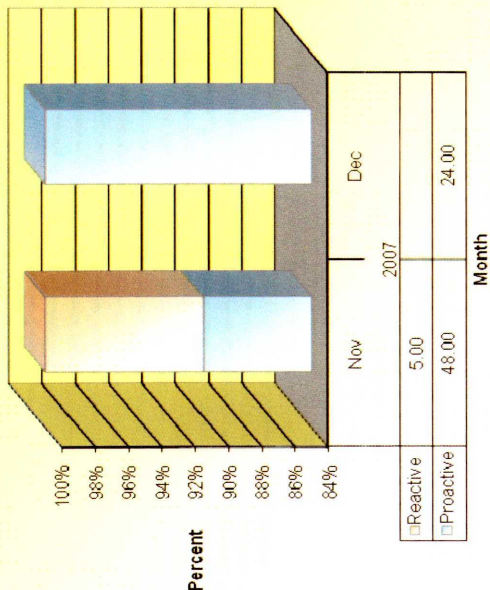
XNA Daily Incident Quantity *



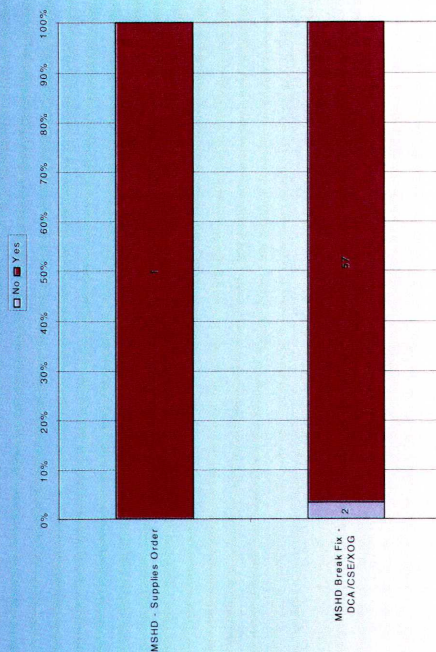
Incident
volumes...



Proactive vs. Reactive by Month



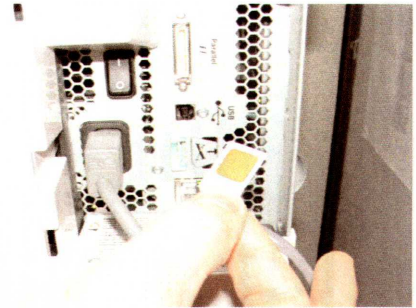
SLA Attainment by Service





xerox

Xerox Phaser Configuration SIM



The Xerox Phaser 4510, 5500, 6360, 7400, 7760, 8560, 8560MFP, 8860 and 8860MFP devices are equipped with a removable **Configuration SIM** (Subscriber Identity Module) that stores configuration parameters. Strategic use of the SIM for “hot swap” purposes will allow customers an alternative to standard on-site service.

This exciting **Xerox Only** feature allows our customers to achieve a more reliable, “**always on**” **printing infrastructure** through **redundancy**. When a device is experiencing problems or is in need of service, customers simply insert the SIM card from that device into another device of the same product type, and they are up and running again. The new device uses the configuration parameters and network settings on the card to **mimic the old device**. Users can print again immediately with **no reconfiguration** needed on the part of users or IT!

This feature will appeal to customers who require a **reliable, redundant** office printing solution and who have a **low tolerance for device downtime**.

Network and configuration parameters are saved on the Configuration SIM in groupings that include:

- | | | | |
|---------------------|--------------------|--------------------|------------------------|
| • SNMP | • FTP | • TCP/IP | • Media Size |
| • DNS | • Ethertalk | • WINS | • Media Type |
| • HTTP | • IPX | • AppSocket | • System |
| • LPR | • IPP | • Mime | • Control Panel |
| • Rendezvous | | | • Security |

Parameters stored on the SIM card are **secure**. A combination of **hardware and software encryption** is used for all sensitive information, and **tamper protection** renders the card unreadable after a set number of attempts to access it without the correct Vendor ID code. The SIM card is only used to store network and configuration parameters, and **never stores user print data**. Through these extensive security measures, Xerox keeps customers' information private.



Solid ink colors: true, vibrant...and earth-friendly.

Solid ink's cartridge-free design and minimal packaging, its nearly waste-free printing process and its safe, toxin-free solid ink sticks make it a very environmentally-conscious way to print.



Solid Ink printers and MFPs.



Less consumables means less to throw away.

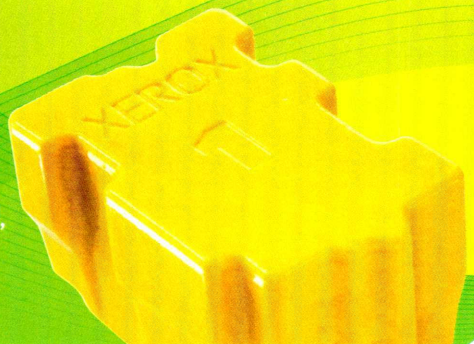
When a **laser printer** runs out of toner, you are left with big, bulky print cartridges that need to be disposed of. Not to mention other replaceables such as fusers and imaging units.

Solid ink printers use compact solid ink sticks with no cartridges. So when you run out of ink, there's nothing left to throw away. And because the ink sticks are so small, there's also less packaging to recycle. The only other replaceable unit is a maintenance roller. This lasts for tens of thousands of pages, so it only needs to be replaced a few times in the life of the printer.

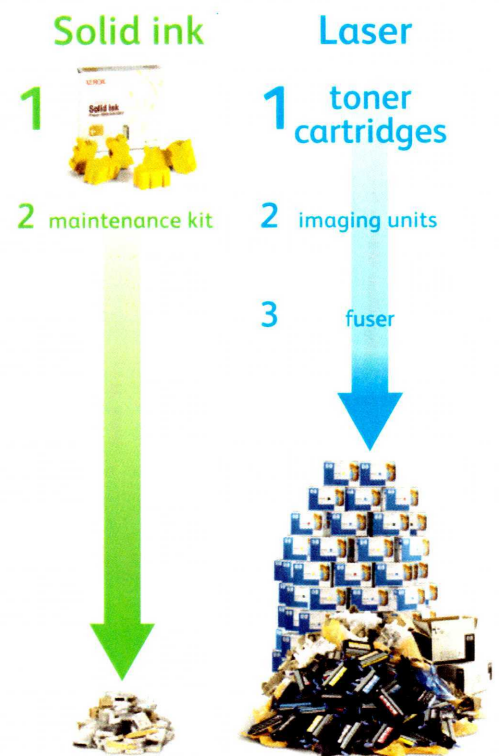
Over the 4 year life of a typical cartridge-based toner printer, the waste generated amounts to 450 lbs. A Xerox solid ink printer produces only 23 lbs. of waste!

Safe and clean.

Resin-based solid ink sticks are completely safe and clean, and contain no solvents. Unlike laser print cartridges, they cannot spill, leak or smudge on your clothes.



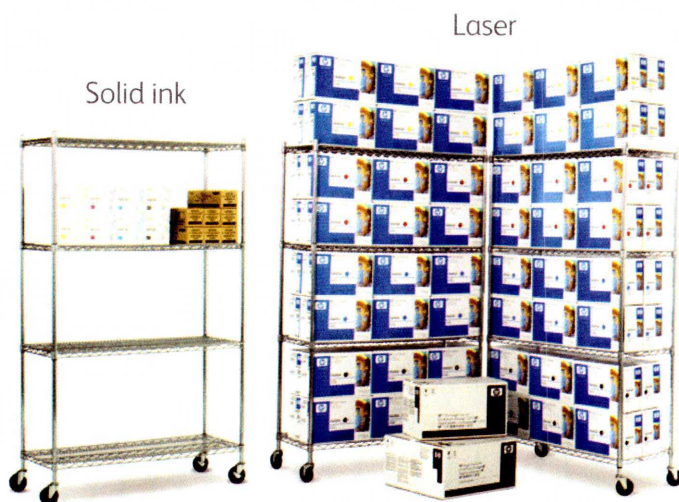
Consumables



Waste from 1 printer

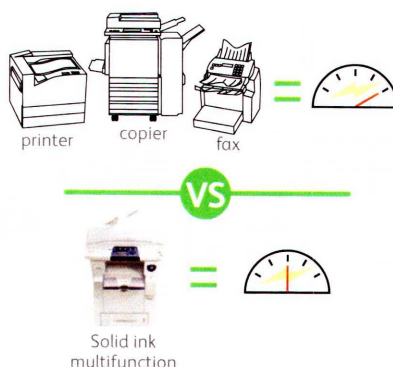
Save valuable real estate.

Besides drastically reduced landfill waste, Solid ink's cartridge-free design and minimal packaging also means less energy used during manufacturing and less storage space for better transportation efficiency and fewer delivery trucks on the road — saving you shipping costs while benefiting the environment. Solid ink packages are small enough to fit in your desk drawer, saving your work environment too. There's no need to take up an entire cabinet with printer supplies.



Multiple functions use less power.

When you choose a solid ink MFP, it does the work of several stand-alone office products (printer, copier, scanner and fax) while consuming less electricity.



Recycled paper welcome

Because solid ink prints the same vivid color on any paper, you can use recycled paper for all your printing. You don't need expensive, super-white paper to get superb image quality. Plus, you can recycle solid ink printouts.



More ways to save with solid ink

Efficient use of paper

Standard features like automatic two-sided printing and copying and N-up printing fit more output onto a single sheet, saving time, trees and money.



Save more with free software

With every Xerox solid ink printer or MFP you buy, you can download GreenPrint™ software for free. It automatically highlights and removes unwanted pages — like that last page with just a URL, banner ad, logo, or legal jargon — prior to printing. A reporting feature keeps track of the pages and money you've saved.



Scan to save paper

The email and scan-to-file capabilities on solid ink MFPs replace the need to mail hardcopy documents, reducing paper inventories and minimizing the energy required to deliver documents by air or ground transportation.



Xerox Phaser® 8560 vs. HP color LaserJet® 4700

Discover why the Phaser 8560 is the best choice

- Greater value
- Outstanding performance
- Easier to install, use and maintain
- Legendary solid ink ease of use
- Smaller and easier to fit into any office size
- Lower Total Cost of Ownership (TCO)
- Xerox Total Satisfaction Guarantee



	Phaser 8560	HP LaserJet 4700
Get far more for less <ul style="list-style-type: none"> Each Phaser 8560 configuration delivers higher performance and superior features than its comparable LaserJet 4700 configuration 	8560N: \$699* 8560DN: \$899* 8560DT: \$1,399* 8560DX: \$1,999* Low Price!	4700n: \$1,349** 4700dn: \$1,599** 4700dtn: \$2,499** 4700ph+: \$4,099**
Faster performance <ul style="list-style-type: none"> Quicker first-page-out time (FPOT), more powerful processor, more memory, and smarter controller equal better real-world performance. Research indicates that most print jobs are less than 5 pages; thus, first-page-out time is critical to performance. 	Up to 30 ppm As fast as 5-second FPOT 600 MHz processor 256 MB to 1 GB RAM Faster!	Up to 31 ppm Less than 10-second FPOT 533 MHz processor 160 MB to 544 MB RAM
Get your documents faster <ul style="list-style-type: none"> One-page B/W email One-page color chart (Excel) Complex graphic file 	10 seconds 13 seconds 53 seconds Faster!	16 seconds 18 seconds 1:25 seconds
NOTE: Times based on Phaser 8560DN and HP LaserJet 4700ph+ test results using default driver and print settings.		
Cartridge-free ink is much easier to load <ul style="list-style-type: none"> HP requires that three doors be opened just to see the supplies 	1 step 	7 steps Only 1 inch from the sensitive transfer belt
Easy driver installation <ul style="list-style-type: none"> Phaser 8560 driver installation is intelligent and highly automated HP 4700 driver installation requires 14 steps or decisions, which can cause confusion and waste valuable time (it doesn't even detect the printer configuration). Plus, it requires you to reboot your computer 	Install Time: 2 minutes 4 Steps! 	Install Time: 8 minutes 14 Steps
More robust and intuitive display <ul style="list-style-type: none"> The Phaser 8560 front panel display shows printing status, document name and current page printing (e.g., "Printing Page 5 of 7") HP's front panel display only shows "printing" 	6-line display complete with animated graphics	4-line display
Greater color control <ul style="list-style-type: none"> More color correction options add flexibility for more accurate color 	Xerox color options, Automatic, ColorSync, ICC profiles, Custom Color Sliders, embedded SPOT table, PANTONE®-approved	Automatic, ColorSync, ICC profiles
Lower Total Cost of Ownership (TCO) <ul style="list-style-type: none"> With an Average Monthly Print Volume (AMPV) of 2,500 pages per month over 36 months, Xerox customers save money!† LaserJet 4700 users may incur additional costs from integrated toner/imaging units or print cartridges. As coverage deviates from 5%, it is more likely that one or the other portion of the print cartridge will be wasted 	Over \$400 less to own and operate in the first 36 months SAVE!	Over \$400 more to own and operate in the first 36 months

*All prices are after \$100 rebate.

**All prices are U.S. ERP. Reseller prices may vary.

†Color pages vs. b/w = 70%; Toner coverage is 5% per color; Includes 3 years of on-site service.

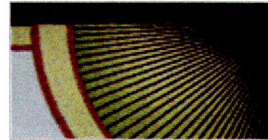
Competitive Comparison

Xerox Phaser® 8560 Advantages

Better print quality and more consistent color

- Solid ink technology generates incredibly smooth, consistent and vibrant print quality. Details and registration are amazingly accurate. Color control is intuitive with the automatic Xerox color options.
- The HP Color LaserJet 4700's output has a dull finish, banding and registration issues, as well as a very noticeable dot pattern that degrades the print quality. Its color controls are unintuitive and the color fidelity is marginal.

Phaser 8560

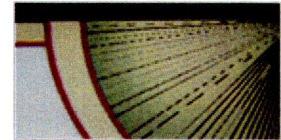


- Better detail
- No loss of information



- Better edge definition
- No loss of information

HP Color LaserJet 4700



More environmentally friendly

- The Phaser 8560 utilizes compact solid ink sticks with no casings. So when users run out of ink, there's nothing left to throw away. The only other replaceable unit is a maintenance roller, which lasts for tens of thousands of pages.
- By contrast, when the HP Color LaserJet 4700 device runs out of toner, users are still left with big, bulky print cartridges that need to be disposed. Not to mention other items, such as fusers and transfer kits.

The bottom line? For every 100,000 printed pages, a solid ink device generates approximately 5 lbs. of waste, compared to approximately 157 lbs. for a typical color laser.

Landfill waste for every 100,000 pages



5 lbs

Solid Ink device

157 lbs

Typical color laser device

Consumables are easy to find and replace

- The Phaser 8560 printer technology is legendary for its ease of use. Loading ink is as easy as loading a stapler — even a child can do it.
- By contrast, the HP Color LaserJet 4700 is a complicated device. Loading ink requires 7 steps plus it exposes the sensitive transfer belt to potential damage.



Phaser 8560

Steps 1-3:
1. Open top cover
2. Insert ink
3. Close top cover

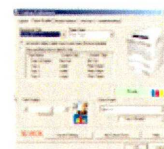
Steps 1-7
1. Open top door
2. Open bottom door
3. Open transport belt assembly
4. Replace toner
5. Close transport belt assembly
6. Close bottom door
7. Close top door



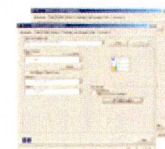
HP LaserJet 4700

Easy-to-use driver

- The Phaser 8560 bidirectional drivers with visual graphics make navigation simple so users can get their prints right the first time
- By contrast, the HP Color LaserJet 4700 drivers are not bi-directional so users are unaware of device settings, such as the type and size of media in each tray. And, the driver layout requires users to navigate through several screens to accomplish routine tasks, such as duplex printing.



Phaser 8560 driver



LaserJet 4700 driver



WorkCentre® 4260

Multifunction Device

Productivity meets affordability

Target Markets

Small-to-medium size workgroups

The WorkCentre 4260 boasts world-class copy, print, color scan and fax capabilities as well as a low Total Cost of Ownership (TCO). And, with its simple installation and convenient access to local service reps, it becomes an easy choice for customers with or without an IT department.

Large enterprise accounts

The intuitive touch-screen interface and large departmental MFP capabilities are consistent with the rest of the Xerox MFP portfolio so users can start working right away.

Vertical markets: Healthcare, financial, legal, government

The WorkCentre 4260 is an ideal choice for customers with branch locations that want to add multi-functionality to their current printer workgroups.

Selling Points

Save Money

- Automatic two-sided printing saves paper.
- Fax forward to email feature lets you avoid extra printing.
- Toner cartridge and imaging unit are separate consumables maximizing the life of each.
- Energy save mode is always "on," reducing your utility bill.

Save Time

- No more running down the hall to make a copy: A small size means it can be located conveniently close to users.
- ID Card Copy scans both sides of an ID card and prints them face-up on a single sheet of paper.
- No print bottlenecks because the Print Around feature automatically holds any job missing resources (such as a different paper size), and prints the next job in the queue.
- Multiple functions can be accessed at the same time: scan while printing or receiving an inbound fax, and interrupt a print job to make a copy.



	WorkCentre 4260S	WorkCentre 4260X	WorkCentre 4260XF
Performance			
Engine speed	Up to 50 ppm (Letter) / 53 ppm (A4)		
Duty cycle	Up to 250,000 pages / month		
First-page-out time	As fast as 5 seconds		
Print			
Print resolution	600 x 600 dpi, 1200 image quality		
Memory (std / max)	256 MB / 512 MB plus 80 GB Hard Drive		
Processor	400 MHz		
Page description languages	PostScript® 3™ compatibility, PCL® 5e emulation, PCL 6 emulation		
Connectivity	10/100Base-TX Ethernet, USB 2.0		
Print features	Custom page size, Watermark, Secure print, Sample set, Delayed print, Cover selection, Paper selection by attribute, Toner saver, N-Up, Image rotation, Saved settings, Booklet creation, Fit to new paper size, Collation, Print to/from Hard Drive, Print from USB memory drive		
Copy			
Copy resolution	600 x 600 dpi		
Copy features	Collation, Reduce/Enlarge 25 to 400 %, Book copying, Mixed-size originals, Edge erase, Image shift, Booklet creation, Covers, Lighten/darken, Transparency Separators, Multi-Up, ID Card Copy, Copy to Hard Drive, Background suppression, Poster		
Scan			
Scan destinations	Scan to Email, Network Scanning, Network Scan to TWAIN/WIA applications, Scan to USB memory drive		
Scan features	File formats: BMP, PDF, JPEG, TIFF, multi-page TIFF, XPS; Scan to PC Desktop® Personal Edition (includes 1 seat of PaperPort®, OmniPage®, Image Retriever), Color Scanning		
Fax		Optional	Embedded Fax, LAN Fax, Network Server Fax enablement (optional)
Fax features	Optional	Color Fax send, Address Book, Polling, Mailboxes, Forward to Fax / Email, Secure Fax	
Paper Handling			
Document feeder type	100-sheet DADF		
Two-sided output	Standard		
Paper input capacity	Standard: 600 sheets / Maximum: 2,600 sheets		
Media sizes	3 x 5 in. to 8.5 x 14 in.		
Media weights	16 to 53 lb. bond (60 to 199 gsm)		
General			
Duty cycle	Up to 250,000 pages per month		
Accounting	Xerox Standard Accounting (tracks copy, print, scan, fax), Network Accounting enablement (optional), supports optional Xerox Alliance Partner Solutions		
Security	Image Overwrite Security, Network Authentication, 802.1x, SNMPv3, Audit Log, HTTPS (SSL), Secure Print, Secure Fax, IPSec, Secure LDAP, IPv6, Xerox Secure Access		
Warranty	One-year on-site and Xerox Total Satisfaction Guarantee		

Competitive Comparisons

	Xerox WorkCentre® 4260S	HP LaserJet® M4345mfp	Lexmark® X644e/X646dte	Samsung® SCX-6555N
Functions	Print, copy, scan; optional fax	Print, copy, scan; optional fax	Print, copy, scan, fax	Print, scan, fax; optional copy
Print				
Print speed	Up to 55 ppm	Up to 45 ppm	Up to 50 ppm	Up to 55 ppm
First-page-out time	As fast as 5 seconds	Less than 10 seconds	As fast as 8.5 seconds	As fast as 8 seconds
Print resolution (max)	1200 image quality	1200 image quality	2400 image quality	1200 image quality
Memory (std / max)	256 MB / 384 MB	256 MB / 512 MB	256 MB / 768 MB	256 MB / 512 MB
Hard Drive	80 GB	20 GB	X644e: Not available; X644dte: 40 GB	80 GB
Page Description Languages	PCL® 5e/6 emulation, PostScript® 3™ compatibility	PCL 5e/6, PostScript 3 compatibility, direct PDF	PCL 5e/6 emulations, PostScript 3 compatibility, PPDS, direct PDF	PCL 5e/6 emulations, PostScript 3 compatibility
Connectivity (std)	10/100Base-TX Ethernet, USB 2.0	10/100Base-TX Ethernet, USB 2.0	10/100Base-TX Ethernet, USB	10/100Base-TX Ethernet, USB 2.0
Copy				
Copy resolution	600 x 600 dpi	600 x 600 dpi	600 x 600 dpi	600 x 600 dpi
ID Card Copy	Standard	Not available	Not available	Standard
Document feeder type	100-sheet DADF	50-sheet RADF	50-sheet DSPF	100-sheet DADF
Platen paper size (max)	8.5 x 14 in.	8.9 x 11.9 in.	8.5 x 14 in.	8.5 x 14 in.
Scan				
Scan resolution (optical)	600 x 600 dpi	600 x 600 dpi	600 x 300 dpi color, 600 x 600 dpi black	600 x 600 dpi
Scan destinations	Email, network, USB flash drive	Email, network	Email, USB flash drive	Email, FTP, SMB, client, USB flash drive
Fax				
Fax forward to email	Optional	Optional	Standard	Optional
Internet fax	Optional	Optional	Not available	Optional
LAN fax	Optional	Optional	Not available	Optional
Paper Handling				
Two-sided output	Standard	Optional	X644e: Optional; X646dte: Standard	Standard
Paper capacity (std / max)	600 sheets / 2,600 sheets	600 sheets / 2,100 sheets	x644e: 600 sheets / 4,100 sheets x646dte: 1,100 sheets / 4,100 sheets	620 sheets / 3,240 sheets
Media sizes	3 x 5 in. to 8.5 x 14 in.	3 x 5 in. to 8.5 x 14 in.	2.75 x 5 in. to 8.5 x 14 in.	3.86 x 5.83 in. to 8.5 x 14 in.
Media weights	16 to 53 lb. bond (60 to 199 gsm)	16 to 53 lb. bond (60 to 200 gsm)	16 lb. bond to 110 lb. index (60 to 199 gsm)	16 to 58 lb. bond (60 to 220 gsm)
Output Options				
Finisher options	500-sheet stacker, 50-sheet single-position stapling	500-sheet stacker, 30-sheet single-position stapling	Not available	500-sheet stacker, 50-sheet single-position stapling
Additional Information				
Duty cycle (max)	250,000 pages / month	200,000 pages / month	225,000 pages / month	250,000 pages / month
Warranty	One-year on-site	One-year on-site	One-year on-site	Information not available
Advantages / Disadvantages	Fast print speeds / FPOT	Slower print speeds	Slower print speeds	Slower first-page-out time
	Automatic two-sided printing standard	Automatic two-sided printing optional	Automatic two-sided printing optional (X644e)	
	80 GB hard drive standard	Lower hard drive capacity	Hard drive not available (X644e)	
	Strong fax capabilities	Copy Platen limited to 8.9 x 11.9 in.	Limited fax capabilities	
	Finisher with 50-sheet stapling	Fax forward to email, LAN/Internet fax require optional software	No ID Card Copy	
	High duty cycle	No ID Card Copy	No finishing capability	
		Finisher limited to 30-sheet stapling	Lower duty cycle	



Xerox WorkCentre® 4150 vs. HP LaserJet® 4345mfp

The WorkCentre 4150 offers more value through superior productivity features, more robust design and a lower total cost of ownership.



- Superior productivity
- Greater ease-of-use
- Better service offerings
- Lower total cost of ownership
- Xerox Total Satisfaction Guarantee

	WorkCentre 4150	HP LaserJet 4345
Price	WorkCentre 4150: \$2,199* WorkCentre 4150s: \$2,499* WorkCentre 4150x: \$3,499* WorkCentre 4150xf: \$4,999*	----- LaserJet 4345: \$2,599* LaserJet 4345x: \$3,699* LaserJet 4345xs: \$4,799* LaserJet 4345xm: \$4,799*
Performance	Up to 45 ppm As fast as 8 second FPOT printing/5 second FCOT copying 400 MHz processor 256 MB / 384 MB RAM 40 GB Hard Drive	Up to 45 ppm As fast as 10 seconds FPOT printing/copying 480 MHz processor 256 MB / 512 MB RAM 40 GB Hard Drive
Real-world performance	15 document suite** = 2:34 15 document suite plus stapled*** = 3:42	15 document suite** = 2:44 15 document suite plus stapled*** = 4:24
Duty cycle	200,000 pages per month	200,000 pages per month
Paper handling	600 sheets standard paper input 2,100 sheets maximum paper input 50-sheet DADF Standard Automatic 2 sided printing Optional 50-sheet finisher (available on all configurations, std. on xf)	600 sheets standard paper input 2,100 sheets maximum paper input 50-sheet DADF Optional Automatic 2 sided printing (std. on x, xs, xm) Optional 30-sheet finisher (standard on xs)
Functions	Print, copy, scan (to network and email), fax	Print, copy, scan (to network and email), fax

Both products appear to be very similar based on basic specifications
...But a true multi-function worthy of the office is far more than
just the surface specifications.

* Price based on US ERP.

** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated.

*** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated, stapled with banner pages.

Xerox WorkCentre 4150

offers a host of ease-of-use and productivity features
that leave the competition behind!

Competitive Comparison

General Productivity Advantages

• Job queues

Having a job queue on the device in a multi-user environment is essential for a product to be considered truly multi-functional.

Without a job queue, users are blind to the status of their jobs and have minimal control over their jobs in terms of promoting and cancelling.

WorkCentre 4150 job queue/Print Around

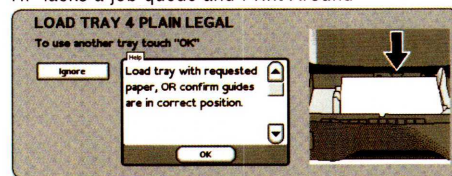
Job Name	Owner	Status
Copy Job 245	Local User	Held: Sample Mode
Microsoft PowerPoint	Judy Mitchell	Held: Resources
Microsoft Word	Judy Mitchell	Printing
Microsoft PowerPoint	Philip Mitchell	Waiting for printer
Copy Job 843	Local User	Scheduling
Microsoft Word	Philip Mitchell	Held: Secure Print

*Note - with the WorkCentre 4150, jobs sent after the held job can continue to print. The held job can be outputted as soon as the correct media is loaded.

• Print Around

The Print Around feature is an exciting addition to job queues. This feature is an incredible productivity boost to the multi-user office in that it allows jobs that are queued up to continue to print—even if one of the jobs gets hung up due to a media mismatch.

HP lacks a job queue and Print Around



*Note - with the HP LaserJet 4345, all jobs are hung up waiting for the first job to either be cancelled or have the correct media loaded. Nobody can copy or print until this is resolved!

• Automatic two-sided printing

Xerox understands the necessity for automatic duplex printing in terms of productivity and cost savings

WorkCentre 4150

Yes. Standard on all configurations

HP LaserJet 4345

No. The duplex unit must either be purchased separately or received with the x configuration

• Legal size platen

Important for scanning and copying oversized documents without having to unstaple them or for books and other media that can't be fed through the DADF.

Yes

HP users cannot copy or scan legal size documents from the glass

• Stapling the entire job

The LaserJet 4345 stacker/stapler will only staple 30 pages, whereas the DADF can feed 50. This can lead to confusion and less productivity.

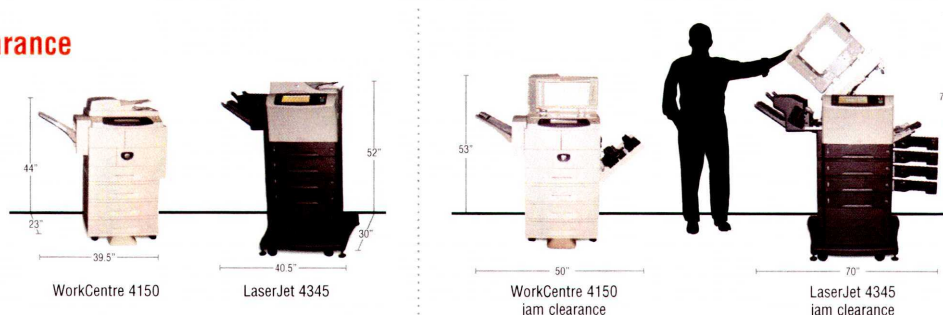
Yes
50-page DADF, 50-page stapler

No
50-page DADF, 30-page stapler!
*Can't even staple a 40-sheet job put in the DADF

General Placement Advantages

• Product size and jam clearance

The WorkCentre 4150 is lighter and has a smaller footprint than the LaserJet 4345. Taking jam clearance into consideration, it becomes very clear that the WorkCentre 4150 is much easier to place in the office.

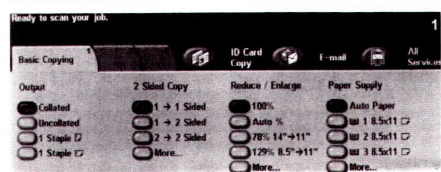


Copy Advantages

• Front panel ease-of-use

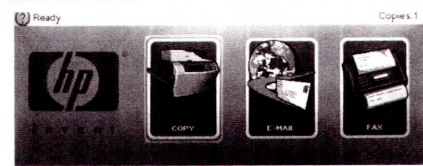
Over 90% of copy jobs consist of the basics like stapling, duplexing, size or number of sets. To increase user productivity, the Xerox front panel contains all of these commonly used settings in an intuitive and easy to use layout.

WorkCentre 4150



HP on the other hand, forces users to go into multiple screens and submenus to get even simple copy tasks completed.

LaserJet 4345



Users are forced to view 4 different screens to accomplish even simple tasks such as asking for 3 sets of stapled and duplexed copies.



• ID Card Copy

ID Card Copy is a unique productivity feature that dramatically simplifies and streamlines tasks such as copying insurance cards, drivers licenses, or even checks onto one side of a sheet of paper without having to run the paper through a second time.

• Faster first-page-out time for copies

The WorkCentre 4150 has a faster first-page-out time which increases productivity and saves time.

WorkCentre 4150

LaserJet 4345

Yes

No

As fast as 5 seconds

Less than 10 seconds

Scan Advantages

• Scan to email

WorkCentre 4150

- .com shortcut (configurable)
- User authentication via LDAP and Kerberos
- Device authentication via CentreWare Internet Services Embedded Web Server

LaserJet 4345

- No shortcuts
- User Authentication via LDAP
- No device authentication

The ability to set device level authentication is extremely important. Without this feature, email servers may see email coming from the device as spam.

• Scan file sizes

WorkCentre 4150

LaserJet 4345

Black-and-white, 72 dpi, high compression

13 KB

35 KB

Color, 300 dpi, high compression

205 KB

540 KB

Color, 300 dpi, low compression

1.2 MB

3.5 MB

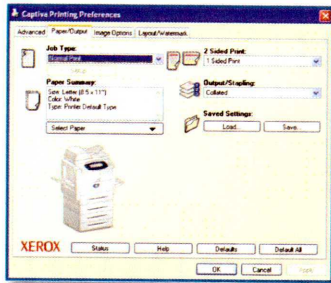
The size of scanned files can impact network load, email server size restrictions, and storage space.

The WorkCentre 4150 is dramatically more efficient than the LaserJet 4345 in delivering small scan file sizes with no loss in image quality.

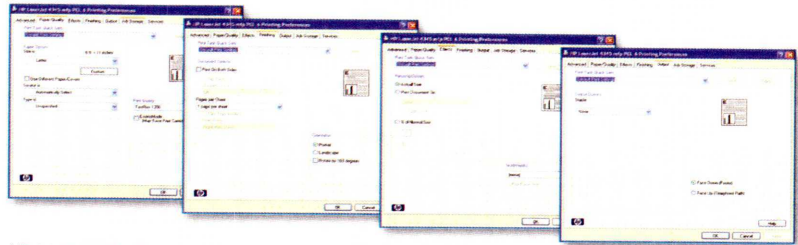
Print Advantages

• More intuitive driver interface

The WorkCentre 4150 driver interface has the most commonly used features on the home window in the driver. Settings are placed in intuitively named tabs and thus are easy to find and use.



Unlike the WorkCentre 4150 drivers, HP users have to go into multiple windows to even accomplish simple and common printing tasks like duplex printing, stapling, selecting page size and trays...



HP drivers contain non-industry standard placement of features such as: Duplex is on the "finishing" tab, Stapling is on the "output" tab, Watermarks and scaling are on the "effects" tab...

• Faster first-page-out time for printing

The WorkCentre 4150 has a faster first-page-out time which increases productivity and saves time.

WorkCentre 4150

LaserJet 4345

As fast as 8 seconds

Less than 10 seconds

• Superior control over watermarks

The WorkCentre 4150 provides all the basic watermark control that users expect, plus the ability to control position, time stamps, and even the use of bitmaps. HP drivers provide only the basics.

More than basic control

Only basic control

Fax Advantages

• Fax forward to email

Route incoming faxes to an email address for easy archiving or access while out of the office

WorkCentre 4150

LaserJet 4345

Yes

No

• Single driver for both printing and faxing

HP requires users to have 2 separate drivers, one for printing and one for faxing

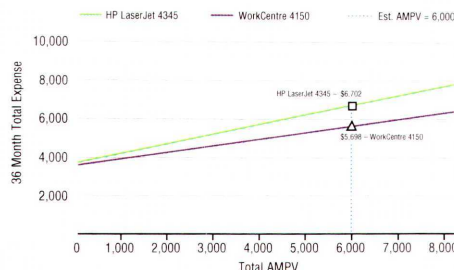
Yes

No

Total cost of ownership

- The WorkCentre 4150 has a separate toner and imaging drum so that users can get the most out of each consumable. The LaserJet 4345, however, uses print cartridges. Anytime coverage varies away from 5%, one portion or another of the print cartridge will be wasted.

- The WorkCentre 4150 fuser is covered under warranty or service contract. The fuser on the LaserJet 4345, however, is not. At the end of life, users have to pay for and replace the fuser on their own.



The WorkCentre 4150 costs less to own, operate, and maintain than the LaserJet 4345.

At 6,000 AMPV, 5% coverage and a 3 year on-site warranty, the LaserJet 4345 costs over \$1000 more to own, operate and maintain.*

* Based on manufacturers stated web pricing and yields, and consumables shipped in box.

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Xerox Phaser® 3635MFP vs. HP LaserJet® M3035MFP

The Phaser 3635MFP offers more value through superior productivity features and a more robust design.

With the Phaser 3635MFP, customers get:

- Superior productivity
- Greater ease-of-use
- Full-color touch screen interface
- Xerox Total Satisfaction Guarantee

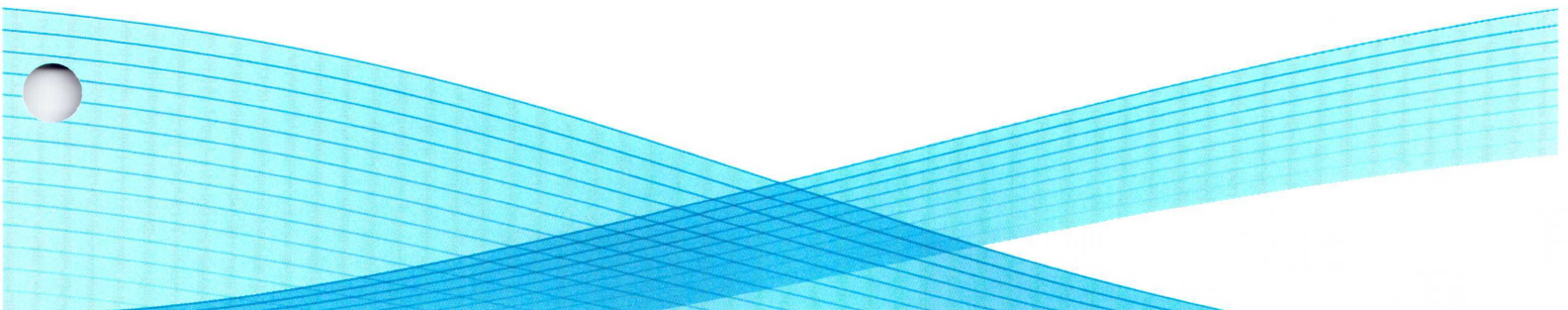


		Xerox Phaser 3635MFP	HP LaserJet M3035MFP
Price		Phaser 3635MFP/S: \$1,799	LaserJet M3035MFP: \$1,599*
		Phaser 3635MFP/X: \$2,099	LaserJet M3035xsMFP: \$1,999*
Performance	Engine speed	Up to 35 ppm	Up to 35 ppm
	First-page-out time	As fast as 9 seconds printing/copying	As fast as 10 seconds printing/copying
	Processor	360 MHz	400 MHz
	Memory (std / max)	256 MB / 512 MB	256 MB / 512 MB
	Hard drive	80 GB	40 GB
Real-world performance		15 document suite** = 1:55	15 document suite** = 2:30
Functions		Print, copy, scan (to network and email), fax	Print, copy, scan (to network and email), fax

* Price based on U.S. ERP.

** Standard business suite of 15 simple documents of various application types, printed simplex and duplex, collated and uncollated.

Both products appear to be very similar based on product specifications...
But a true multifunction worthy of the office is far more than just surface specifications.



Xerox Phaser® 3635MFP

vs. HP LaserJet® M3035MFP

The Phaser 3635MFP offers key ease-of-use and productivity features that leave the competition behind!

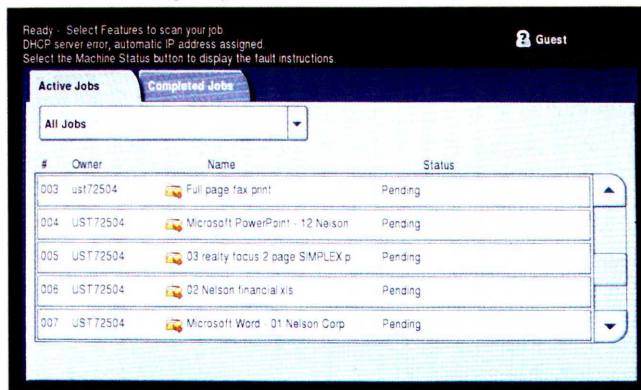
General Productivity Advantages

Job queues

Having a job queue on the device in a multi-user environment is essential for a product to be considered truly multifunctional.

Without a job queue, users have no job-status visibility and are limited in terms of promoting and cancelling their jobs.

Phaser 3635MFP job queue

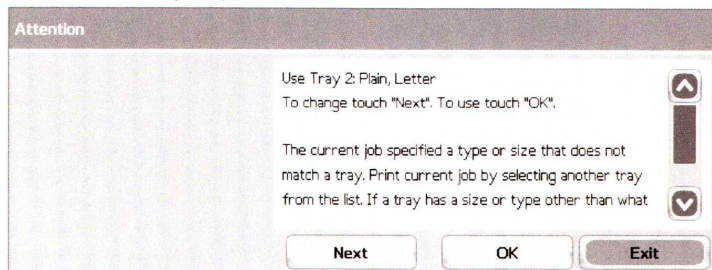


*Note: With the Phaser 3635MFP, jobs can be promoted, held or deleted at will.

Print Around

The Print Around feature is an exciting addition to job queues and increases productivity in a multi-user office by allowing jobs that are queued up to continue to print — even if one of the jobs gets hung up due to a media mismatch.

HP device lacks a job queue and Print Around



*Note: With the HP LaserJet M3035MFP, all jobs are hung up waiting for the first job to either be cancelled or until the correct media is loaded. Nobody can copy or print until this is resolved!

Full Color Touch Screen

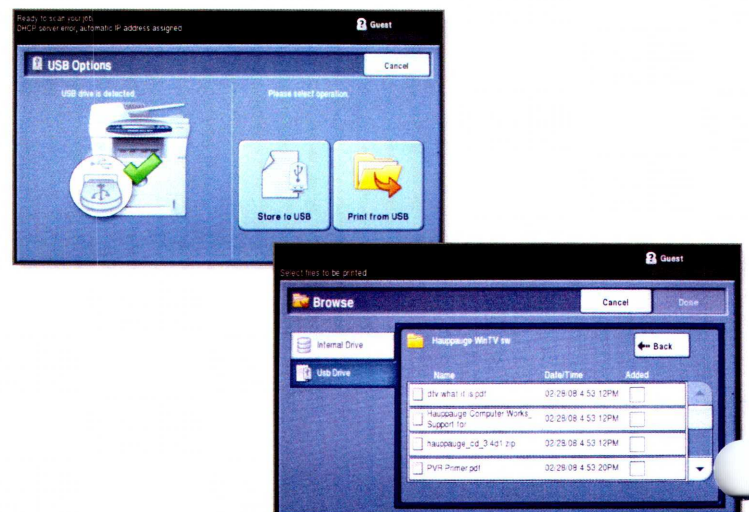
The Phaser 3635MFP device has a 7-inch, full-color touch screen that defines walk-up ease-of-use. Whether printing, copying, scanning, faxing or emailing, the bright, colorful display guides users from start to finish with large, clear, easily recognizable icons.

By contrast, the HP device has a monochrome touch screen with a nested menu structure that is complicated and requires more steps to perform routine tasks.



USB Memory Drive Port

Unlike the HP device, the Phaser 3635MFP allows users to print from or scan files to a USB memory drive. With a fully featured graphical interface, users can name files, create folders, and navigate through folders to find a unique file to print or to store a scan.



Xerox Phaser® 3635MFP

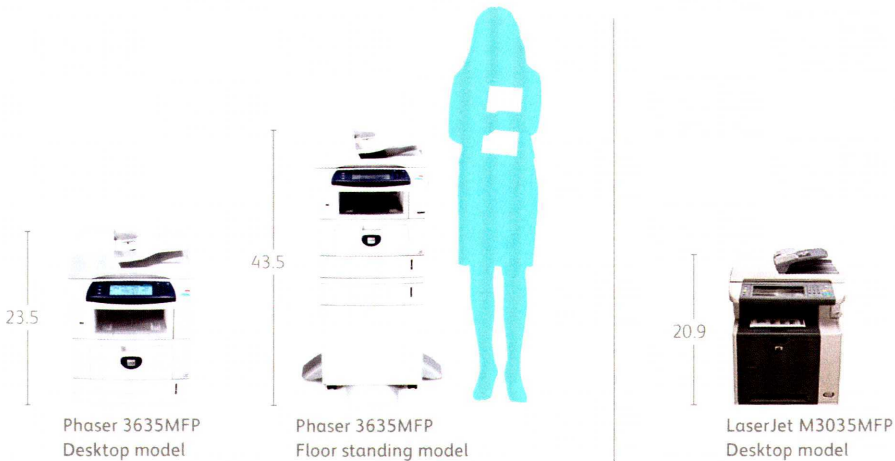
vs. HP LaserJet® M3035MFP

General Placement Advantages

Greater placement flexibility

The Phaser 3635MFP has several configurations that make it an ideal choice as a desktop unit or a full-featured floor-standing model.

By contrast, the LaserJet M3035MFP is available only as a desktop model — greatly reducing its flexibility in the office.

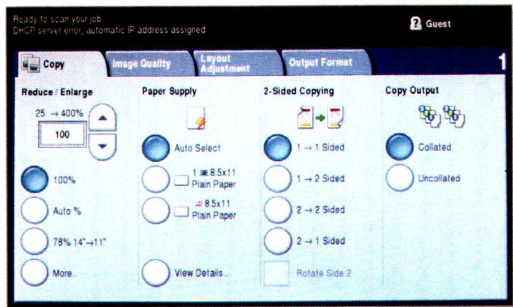


Copy Advantages

Front panel ease-of-use

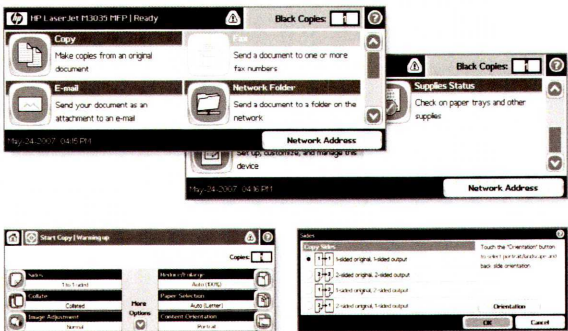
Over 90 % of copy jobs consist of the basics like collation, duplexing, size or number of sets. To increase productivity, the Xerox front panel contains all of these commonly used settings in an intuitive and easy-to-use layout.

Phaser 3635MFP



HP, on the other hand, forces users to go into multiple screens and submenus to get even simple copy tasks completed.

LaserJet M3035MFP



HP users must navigate through 5 different screens to accomplish simple tasks, such as asking for 3 sets of duplexed copies.

ID Card Copy

ID Card Copy is a unique productivity feature that dramatically simplifies and streamlines tasks, such as copying insurance cards, drivers licenses, or even checks onto one side of a sheet of paper without having to run the paper through a second time.

Faster copy times

The Phaser 3635MFP device copies documents faster than the HP device, enabling users to be more productive.

Single-page document
10-page collated document

Phaser 3635MFP	LaserJet M3035MFP
Standard	Not available Must use "Job Build" which entails 5 steps
11 seconds 22 ppm	15 seconds 19 ppm

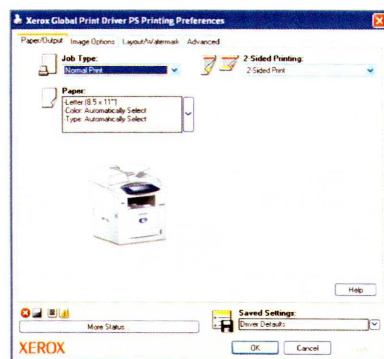
Xerox Phaser® 3635MFP

vs. HP LaserJet® M3035MFP

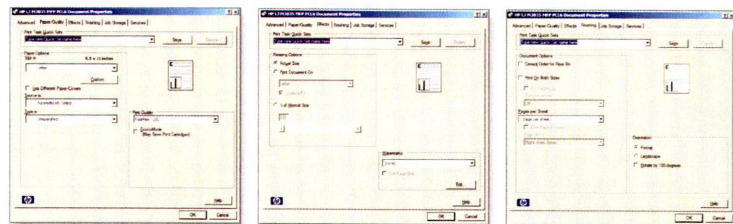
Print Advantages

More intuitive driver

The Phaser 3635MFP driver interface has the most commonly used features on the home window so users can quickly and easily control their document output.



By contrast, HP drivers contain non-industry standard placement of features, forcing users to go into multiple windows to accomplish simple and routine printing tasks. For example, duplex is located on the Finish- ing tab and watermarks and scaling are on the Effects tab.



Fax Advantages

Fax forward to email

Route incoming faxes to an email address for easy archiving or convenient access while out of the office

Single driver for both printing and faxing

Unlike the Xerox device, HP requires users to have 2 separate drivers — one for printing and one for faxing

Scan Advantages

Scan to email

Phaser 3635MFP	LaserJet M3035MFP
.com shortcut key	No shortcut
User authentication via LDAP and Kerberos	User Authentication via LDAP or HP DSS software at \$399 per seat (single quantity)
Color, 300 dpi, high compression: 598 Kb	Color, 300 dpi, high compression: 675 Kb
Color, 300 dpi, low compression: 759 Kb	Color, 300 dpi, low compression: 1,139 Kb

The Phaser 3635MFP creates smaller scan file sizes than the LaserJet M3035MFP device — creating less impact on network load, email server size restrictions and storage space.

Scan to Client

	Phaser 3635MFP	LaserJet M3035MFP
10-page document	24 ppm	19 ppm

	Phaser 3635MFP	LaserJet M3035MFP
	Standard	Not available
	Standard	Not available



XEROX®

Technology | Document Management | Consulting Services



Competitive Comparison

Xerox Phaser® 4510 vs.
HP LaserJet® 4250

With the Phaser 4510 printer, customers get:

- Lower cost
- Superior paper handling
- Better performance
- Legendary Phaser ease of use
- Superior service offering



	Phaser 4510	HP LaserJet 4250
Better value	Phaser 4510B: \$899	LaserJet 4250b: \$899
• The Phaser 4510 has an equivalent to dramatically lower purchase price than its HP 4250 counterparts	Phaser 4510N: \$999 WOW!	LaserJet 4250n: \$1,249
	-----	LaserJet 4250tn: \$1,499
	Phaser 4510DT: \$1,599	LaserJet 4250dtn: \$1,779
	Phaser 4510DX: \$2,299	-----
More media flexibility		
• More standard paper input	700 sheets standard	600 sheets standard
• More std/max paper output	500 / 1,000 sheets	300 / 800 sheets
• Handles heavy media and envelopes from all trays	216 gsm from all trays; Prints envelopes from ANY tray! WOW!	120 gsm (cassette trays); 200 gsm (MPT only); Requires MPT (10 envelopes) or optional feeder
• Larger print image area	Edge-to-edge printing	No edge-to-edge printing
Better real-world performance		
• Faster processor and more standard memory allows complex jobs to process and print quicker	533 MHz 128 MB / 512 MB	460 MHz 48 MB / 512 MB
• Real-world print speed based on a 10-document business suite (Word, PPT, Outlook, Acrobat)	46 seconds (PCL driver) 41 seconds (PostScript driver, default) WOW!	2 minutes, 1 second (PCL 6 driver, default) 1 minute, 52 seconds (PostScript driver)
Better print language support		
• True Adobe® PostScript® 3™ for more accurate printing	Adobe® PostScript® 3™, PCL® 6 and 5e emulation	PostScript 3 emulation, PCL 6 and 5e
Faster driver installation		
• IT departments will love how fast and easy Xerox printers are to install	1 minute, 30 seconds; 4-click install WOW! 	9 minutes plus reboot; 19-click install 
Better productivity features		
• Xerox's tools provide users with the convenience and flexibility to do their jobs better and be more productive	Configuration SIM; Smart Trays; Gauges that indicate toner level are located in the print driver and on the printer's front panel; Configurable low-toner alerts; Smart duplexing	None of these benefits
Better job accounting		
• Xerox Job Accounting coupled with Xerox Usage Analysis Tool (free download) provides unparalleled job tracking for controlling costs	Complete job accounting that tracks consumable usage per job WOW!	The LaserJet 4250 has no internal job accounting
More robust front panel interface		
• Xerox's front panel interface is easy to read, simple to use and has customizable access	6-line display with graphic animations; Easily understood language choices	4-line display with no animations; Unintuitive choices, such as "EIO JetDirect"...
Better warranty		
	One-year on-site service; Xerox Total Satisfaction Guarantee WOW!	One-year depot (Additional \$175 for on-site upgrade)

Office Product
Awards

Technology Awards

Xerox printers, copiers and
multifunction systems
Award winning products



Color



Phaser 6125 / 6130



BERTL's Best
6130N – Best Small Office
Color Laser Printer
BERTL
June 2008



Editor's Choice
6125 – 2008 Color Laser
Printer and Business
Inkjet Printer Guide
Better Buys for Business
May 2008



Phaser 8860



Editor's Choice
2008 Color Laser
Printer Guide
Better Buys for Business
November 2007



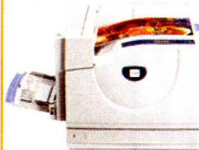
**2007 Innovative
Product of the Year**
8860DN
Better Buys for Business
January 2008



Phaser 6360



Editor's Choice
2008 Color Laser
Printer Guide
Better Buys for Business
November 2007



Phaser 7760



Editor's Choice
2008 Color Laser
Printer Guide
Better Buys for Business
November 2007



Editor's Choice
2007 Color Laser Printer
and Business Inkjet Guide
Better Buys for Business
November 2006



Pick of the Year
7760GX – Outstanding Large
Workgroup Color Printer
Buyers Laboratory Inc.
Spring 2006



**Phaser
8560/8560MFP**



Editor's Choice
8560 – 2008 Color Laser
Printer Guide
Better Buys for Business
November 2007



Editor's Choice
8560MFP – 2007 Color
Printer Multifunctional Guide
Better Buys for Business
April 2007



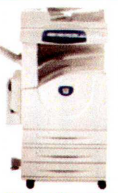
Pick of the Year
8560DN – Outstanding
Critical Color Printer
Buyers Laboratory Inc.
Spring 2007



Pick of the Year
8560MFP/D – Outstanding
Small Workgroup Color MFP
Buyers Laboratory Inc.
Spring 2007



BERTL's Best
8560MFP – Best Office/Small
Workgroup Ink-Based MFP
BERTL
June 2008



**WorkCentre
7232/7242**



Editor's Choice
2008 Color Copier Guide
Better Buys for Business
December 2007



Pick of the Year
7242 – Outstanding
Convenience Color MFP
Buyers Laboratory Inc.
Spring 2008



Highly Recommended
7242 - 4-Star Rating
BERTL
August 2008



Phaser 6115MFP



Editor's Choice
2007 Color Printer
Multifunctional Guide
Better Buys for Business
April 2007



**WorkCentre
7328/7345/7346**



Exceptional Rating
7345 – 5-Star Rating
BERTL
August 2007



Editor's Choice
7328 – 2008 Color Copier
Guide
Better Buys for Business
December 2007



Pick of the Year
WorkCentre 7328 –
Outstanding Segment 2
Color MFP
Buyers Laboratory Inc.
Fall 2007



Pick of the Year
WorkCentre 7345 –
Outstanding Segment 4
Color MFP (41 to 50 ppm)
Buyers Laboratory Inc.
Fall 2007



BERTL's Best
WorkCentre 7345 – Best
Office/Mid-Sized Workgroup
Color MFP
BERTL
June 2008



**WorkCentre
7655/7665/7675**



Pick of the Year
7665 – Outstanding Segment
4 Business Color MFP (56-69
ppm monochrome)
Buyers Laboratory Inc.
Fall 2006



Pick of the Year
7655 – Outstanding Segment
4 Business Color MFP (41-55
ppm monochrome)
Buyers Laboratory Inc.
Fall 2006



Editor's Choice
7655/7665 – 2007 Color
Copier Guide
Better Buys for Business
December 2006



Editor's Choice
7675 – 2008 Color Copier
Guide
Better Buys for Business
December 2007



**2007 Innovative
Product of the Year**
WorkCentre 7675
Better Buys for Business
January 2008



**DocuColor
242/252/260**



Editor's Choice
242/252/260 – 2008 Color
Copier Guide
Better Buys for Business
December 2007



Pick of the Year
DocuColor 242 –
Outstanding Critical Color
MFP (51 to 60 ppm)
Buyers Laboratory Inc.
Fall 2007



Pick of the Year
DocuColor 252 –
Outstanding Critical Color
MFP (61 to 69 ppm)
Buyers Laboratory Inc.
Fall 2007



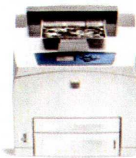
























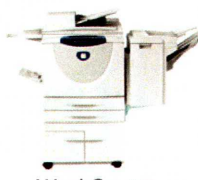









Pick of the Year
DocuColor 260 –
Outstanding Critical Color
MFP (70+ ppm)
Buyers Laboratory Inc.
Fall 2007



BERTL's Best
DocuColor 260 – Best Light
Production Color MFP
BERTL
June 2008

Black and White

 <p>Phaser 3600</p>	 <p>Editor's Choice 2008 Office Laser Printer Guide <i>Better Buys for Business</i> June 2008</p>	 <p>Phaser 4510</p>	 <p>Editor's Choice 2008 Office Laser Printer Guide <i>Better Buys for Business</i> November 2007</p>	 <p>Highly Recommended 4-Star Rating BERTL August 2007</p>
 <p>Phaser 5550</p>	 <p>Editor's Choice 2008 Office Laser Printer Guide <i>Better Buys for Business</i> June 2008</p>	 <p>Pick of the Year 5550DN – Outstanding Small Workgroup Monochrome Printer <i>Buyers Laboratory Inc.</i> Spring 2008</p>	 <p>Phaser 3250</p>	 <p>Editor's Choice 2008 Office Laser Printer Guide <i>Better Buys for Business</i> June 2008</p>  <p>Pick of the Year Outstanding Small Workgroup Monochrome Printer <i>Buyers Laboratory Inc.</i> Spring 2008</p>
 <p>Phaser 3100MFP</p>	 <p>Editor's Choice 2008 Printer Multifunctional Guide <i>Better Buys for Business</i> June 2008</p>	 <p>Phaser 3635MFP</p>	 <p>Editor's Choice 2008 Printer Multifunctional Guide <i>Better Buys for Business</i> June 2008</p>	 <p>Phaser 3200MFP</p>  <p>Editor's Choice 2007 Printer Multifunctional Guide <i>Better Buys for Business</i> September 2007</p>
 <p>WorkCentre 4150</p>	 <p>Editor's Choice 2007 Printer Multifunctional Guide <i>Better Buys for Business</i> April 2007</p>	 <p>Pick of the Year 4150xf – Outstanding Mid-Size Workgroup Console Mono- chrome Multifunction Printer <i>Buyers Laboratory Inc.</i> Fall 2006</p>	 <p>Highly Recommended 4-Star Rating BERTL May 2007</p>	 <p>WorkCentre 5665/75/87</p>  <p>Exceptional 5675 – 5-Star Rating BERTL August 2008</p>
 <p>WorkCentre 4118</p>	 <p>Editor's Choice 2007 Low-Volume Copier and Multifunction Guide <i>Better Buys for Business</i> May 2007</p>	 <p>CopyCentre C20</p>	 <p>Editor's Choice 2007 Low-Volume Copier and Multifunctional Guide <i>Better Buys for Business</i> May 2007</p>	 <p>WorkCentre 5632/38/45/55</p>  <p>Exceptional 5632/5655 – 5-Star Rating BERTL August 2008</p>
 <p>WorkCentre BookMark 40/55</p>	 <p>Editor's Choice 2008 Mid-Volume Copier and Multifunctional Guide <i>Better Buys for Business</i> June 2008</p>	 <p>FaxCentre 2121</p>	 <p>Editor's Choice 2007 Laser Fax Guide <i>Better Buys for Business</i> March 2007</p>	 <p>FaxCentre 2218</p>  <p>Pick of the Year Outstanding Fax-Centric MFP <i>Buyers Laboratory Inc.</i> Spring 2007</p>

An office product to meet every need.

There's a job waiting to be done: A routine print job. A single page to be copied. A critical hundred-page report to be printed in full color, then faxed, scanned and emailed to users around the world. Whatever your task, Xerox has the right office printer or multifunction system to help you do the best job, with more speed, reliability and value than you ever thought possible.

Software to help you be more productive

Along with next-generation products and systems, we're continually adding to our growing portfolio of software solutions and options:

- CentreWare® application suite helps you install, maintain and manage your office technology.
- Smart eSolutions software automates your meter reads and supplies replenishments.
- SMARTsend®, ScanFlowStore™ and SMARTdocument Travel™ streamline and simplify the digital transformation and distribution of your hardcopy documents.
- Scan to PC Desktop™ software simplifies document management and repurposing, providing full PDF workflow capabilities.
- Applications from companies such as Equitrac and Print Audit help you track and control your fleet of print, copy, fax and scan devices.
- Xerox DocuShare® Document Repository software further extends your ability to capture and share knowledge on a global basis.

Unrivalled service and support

We stand behind our products with a large network of exceptional customer support. Our service professionals employ the latest training in leading-edge technologies, and they're linked to the engineers who designed your product. We optimize our office paper and supplies to ensure peak performance from your equipment.

Document security ensures your peace of mind

We've created innovative new features to safeguard your sensitive data.

- Our exclusive Image Overwrite Security option removes all trace of files from your device's storage.
- Many of our networked products offer an optional card-based log-in to prevent unauthorized use.
- Secure print and fax features guarantee your information remains confidential.
- We offer the broadest array of products that have earned the NIAP Common Criteria Certification (the international standard for information security).

Designed to be kind to our planet

We conserve natural resources by designing products to minimize waste throughout their lifecycle, from manufacturing to retirement. They help maximize energy efficiency in your office; our line of fine office papers meets the highest standards of sustainability. And our Green World Alliance program encourages recycling of Xerox-brand used supplies. For more information, please visit www.xerox.com/environment.html.

Total satisfaction guaranteed

The exclusive Xerox Total Satisfaction Guarantee covers every Xerox Phaser®, FaxCentre®, DocuColor®, CopyCentre® and WorkCentre® which has been continuously maintained by Xerox or its authorized representatives under a Xerox warranty or Xerox Maintenance/Service Agreement. You decide when you're satisfied.

Adaptable to fit the way you work

WorkCentre® systems incorporate the Xerox Extensible Interface Platform (EIP), so it's easy to customize them to fit your business requirements. We've partnered with leading software developers to build powerful applications that can extend and personalize your systems to automate many of your business' document management processes. Check www.xerox.com/eipinfo for the latest list of EIP compatible products.

Xerox Office Services

We offer a comprehensive set of business document services, powerful office technologies, processes and tools specifically designed for your business. We will assess your current document production processes and device fleet, develop strategies and supply plans to maximize efficiency and capabilities, then provide ongoing asset management and supply services. We'll work with you to enhance your document management to reduce your costs and improve business productivity.

Superior technology

In 2007, Xerox was awarded the National Medal of Technology, the United States' highest honor for individuals, teams or companies whose technical contributions have a strong positive impact on national economic, environmental and social well-being.



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



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Lease Agreement

Customer **GULF COAST COMMUNITY**
Bill To: **COLLEGE**
5230 W Hwy 98
Panama City, FL 32401-1058

Customer **GULF COAST COMM COLL**
Install: **WELLNESS AND**
Athletics Dept
5230 W Hwy 98
Panama City, FL 32401-1058

Tax ID#: -

Negotiated Contract : 072266000

Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1. W5645PT (W5645 PRINTER/4T)	<ul style="list-style-type: none">- 3-hole - Ofcfin Only- S08 C-p-scan Cntrlr- Embedded Fax-1 Line- Office Finisher- Customer Ed	Lease Term: 48 months Purchase Option: FMV	- Xerox WCP35 S/N MYP023403 Trade-In as of Payment 59	8/3/2009

Item	Lease Minimum Payment	Print Charges			Maintenance Plan Features
		Meter	Volume Band	Per Print Rate	
1. W5645PT	\$289.09	1: Total	1 - 18,014 18,015+	Included \$0.0000	- Consumable Supplies Included for all prints
Total	\$289.09	Minimum Payments (Excluding Applicable Taxes)			

Authorized Signature

Customer acknowledges receipt of the terms of this agreement
which consists of 6 pages including this face page.

Signer: _____

Phone: (850)769-1551

Signature: _____

Date: _____

Thank You for your business!
This Agreement is proudly presented by Xerox and

Robbie Yeats
(850)763-8997

For information on your Xerox Account, go to
www.xerox.com/AccountManagement



Lease Agreement

Customer GULF COAST COMMUNITY
 Bill To: COLLEGE
 5230 W Hwy 98
 Panama City, FL 32401-1058

Tax ID#: -

Negotiated Contract : 072266000

Customer GULF COAST COMMUNITY
 Install: COLLEGE
 Rn8n05
 5230 W Highway 98 #
 Panama City, FL 32401-1058

Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1.	W5645PT (W5645 PRINTER/4T) - 3-hole - Ofcfin Only - S08 C-p-scan Cntrlr - Embedded Fax-1 Line - Office Finisher - Customer Ed	Lease Term: 48 months Purchase Option: FMV	- Xerox WCP35 S/N MYP036661 Trade-In as of Payment 53	8/3/2009

Item	Lease Minimum Payment	Print Charges			Maintenance Plan Features
		Meter	Volume Band	Per Print Rate	
1. W5645PT	\$289.09	1: Total	1 - 18,014 18,015+	Included \$0.0000	- Consumable Supplies Included for all prints
Total	\$289.09	Minimum Payments (Excluding Applicable Taxes)			

Lease Agreement

Customer GULF COAST COMMUNITY
 Bill To: COLLEGE
 5230 W Hwy 98
 Panama City, FL 32401-1058

Customer GULF COAST COMMUNITY
 Install: COLLEGE
 Health Science Bldg
 5230 W Highway 98
 Panama City, FL 32401-1058

Tax ID#: -

Negotiated Contract : 072266000

Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1.	W5645PT (W5645 PRINTER/4T) - 3-hole - Ofcfin Only - S08 C-p-scan Cntrlr - Embedded Fax-1 Line - Office Finisher - Customer Ed	Lease Term: 48 months Purchase Option: FMV	- Xerox WCP45 S/N NWL011323 Trade-In as of Payment 66	8/11/2009

Item	Lease Minimum Payment	Print Charges			Maintenance Plan Features
		Meter	Volume Band	Per Print Rate	
1. W5645PT	\$289.09	1: Total	1 - 18,014 18,015+	Included \$0.0000	- Consumable Supplies Included for all prints
Total	\$289.09	Minimum Payments (Excluding Applicable Taxes)			

Lease Agreement

Customer GULF COAST COMMUNITY
 Bill To: COLLEGE
 5230 W Hwy 98
 Panama City, FL 32401-1058

Customer GULF COAST COMMUNITY
 Install: COLLEGE
 Math Dept
 5230 W Highway 98
 Panama City, FL 32401-1058

Tax ID#: -

Negotiated Contract : 072266000

Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1.	W5645PT (W5645 PRINTER/4T) - 3-hole - Ofcfin Only - S08 C-p-scan Cntrlr - Embedded Fax-1 Line - Office Finisher - Customer Ed	Lease Term: 48 months Purchase Option: FMV	- Xerox WCP55 S/N NWL027641 Trade-In as of Payment 55	8/11/2009

Item	Lease Minimum Payment	Print Charges			Maintenance Plan Features
		Meter	Volume Band	Per Print Rate	
1. W5645PT	\$289.09	1: Total	1 - 18,014 18,015+	Included \$0.0000	- Consumable Supplies Included for all prints
Total	\$289.09	Minimum Payments (Excluding Applicable Taxes)			

Lease Agreement

Customer GULF COAST COMMUNITY
 Bill To: COLLEGE
 5230 W Hwy 98
 Panama City, FL 32401-1058

Customer GULF COAST COMMUNITY
 Install: COLLEGE
 Eip Program
 5230 W Highway 98
 Panama City, FL 32401-1058

Tax ID#: -

Negotiated Contract : 072266000

Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1. MFP3635X (3635X MFP)	- Analyst Services	Lease Term: 48 months Purchase Option: FMV	- Xerox WCM20I S/N RYU333310 Trade-In as of Payment 32	8/11/2009

Item	Lease Minimum Payment	Meter	Print Charges Volume Band	Per Print Rate	Maintenance Plan Features
1. MFP3635X	\$67.92	1: Meter 1	All Prints	\$0.0130	- Consumable Supplies Included for all prints
Total	\$67.92	Minimum Payments (Excluding Applicable Taxes)			

Lease Agreement

Terms and Conditions

INTRODUCTION:

1. NEGOTIATED CONTRACT. The Products are subject solely to the terms in the Negotiated Contract identified on the face of this Agreement, and, for any option you have selected that is not addressed in the Negotiated Contract, the then-current standard Xerox terms for such option.

PRICING PLAN/OFFERING SELECTED:

2. REFINANCE. The "Amount Refinanced" is included in the amount financed under this Agreement. If the Amount Refinanced is under an agreement with a third party, you acknowledge you have the right to terminate the agreement and you will provide Xerox with a statement from the third party identifying the equipment at issue, the amount to be paid off and the payee's name and mailing address. If the Amount Refinanced is under an agreement with Xerox, the refinancing will render your prior

agreement null and void. If you breach any of your obligations under this Agreement, the full Amount Refinanced will be immediately due and payable.

GENERAL TERMS & CONDITIONS:

3. REMOTE SERVICES. Certain models of Equipment are supported and serviced using data that is automatically collected by Xerox from the Equipment via electronic transmission from the Equipment to a secure off-site location. Examples of automatically transmitted data include product registration, meter read, supply level, Equipment configuration and settings, software version, and problem/fault code data. All such data shall be transmitted in a secure manner specified by Xerox. The automatic data transmission capability will not allow Xerox to read, view or download the content of any Customer documents residing on or passing through the Equipment or Customer's information management systems.

“EXHIBIT B”

All Copiers shall copy black & white, color, fax and scan.

CURRENT EQUIPMENT	LOCATION OF EQUIPMENT	DATES OF READING	COPIES	COMMENTS
EPI Program	MFP3635X S/N:LBP250484	09/18/13 to 09/30/13	396	
Health Science	W5645PT S/N:WTD069951	08/30/13 to 09/21/13	16,084	
Off Campus Comm Dev & Dual Enrollment	W5645PT S/N:WTD070500	07/30/13 to 09/21/13	7,493	SUW Rm344
Natural Science	W5645PT S/N:WTD069986	07/30/13 to 09/21/13	39,205	
Health Science	W5645PT S/N:WTD069972	08/30/13 to 09/30/13	27,000	
President's Office	W5645PT S/N:WTD068110	07/30/13 to 09/30/13	15,480	
Wellness & Athletics	W5645PT S/N:WTD068560	08/30/13 to 09/30/13	4,350	
Human Resources	W5645PT S/N:WTD068052	07/30/13 to 09/30/13	7,884	
Student Support & Enrollment Mgt	W5645PT S/N:WTD067994	07/30/13 to 09/21/13	27,350	
Corporate College/Continuing Ed	W5645PT S/N:WTD068534	07/30/13 to 09/21/13	40,891	
Trio	MFP3635S S/N:LBT202753	07/30/13 to 09/24/13	4,748	
WKGC	MFP3635S S/N:LBT202774	07/30/13 to 09/30/13	3,960	
Visual & Performing Arts	W5645PT S/N:WTD068115	08/30/13 to 09/30/13	8,910	
Business Affairs	W5645PT S/N:WTD067762	07/30/13 to 10/14/13	23,867	
Success Center	W5645PT S/N:WTD068121	07/30/13 to 09/21/13	511	
Enrollment Services	W5645PT S/N:WTD073538	07/30/13 to 09/30/13	30,600	Admission
Language & Literature	W5645PT S/N:WTD065915	03/30/13 to 06/30/13 06/30/13 to 07/30/13 03/30/13 to 06/30/13 06/30/13 to 07/30/13	68,850 22,950 31,139 10,380	The College was credit to reverse meter due to incorrect estimate.
Language & Literature	W5645PT S/N:WTD065915	07/30/13 to 10/12/13	24,911	We pay invoice on this reading
Facilities Mgt	MFP3635S S/N:LBT202362	07/30/13 to 09/30/13	2,160	
Math	W5645PT S/N:WTD069588	08/30/13 to 09/30/13	36,240	
Aquatics	MFP3635S S/N:LBT202764	07/30/13 to 09/30/13	1,860	

Foundation	WC7132P S/N:AYX990696	08/23/13 to 09/24/13	634 2,264	B & W COLOR
Social Science	W5655PTDN S/N:WTD071572			
ATC/Technology	W5645PT S/N:WTD065328			
Financial Aid	MFP3635S S/N:LBT202772	07/30/13 to 09/30/13	7,020	
Business Division	W5645PT S/N:WTD068330			
Gulf Franklin Center	W5645PT S/N:WTD072421	08/30/13 to 09/30/13	15,120	
Tyndall AFB	W5645PT S/N:WTD067805			
North Bay Center	W5645PT S/N:WTD066066	07/30/13 to 10/12/13	26,448	
North Bay Center	W5645PT S/N:WTD068345	07/30/13 to 09/30/13	15,240	
Information Technology	ADD New Copier			
ATC	ADD New Copier			
SUW Testing	ADD New Copier			
Work Centre 4118	Locations.			Coin operated
	(2) Library			
	(1) Health Science			
	(2) North Bay Campus			
	(1) Gulf/Franklin Campus			



Gulf Coast State College Purchase Order Terms and Conditions

This order is subject to the following terms and conditions. By accepting this purchase order (PO) or any part thereof, the supplier accepts all terms and conditions. GCSC Purchase Order serves as a contract.

- **Acceptance:** This PO constitutes acceptance of your offer to sell the goods/services as quoted. If supplier refuses to accept this order exactly as written, they shall return it immediately with a written explanation. Delivery of goods shall indicate acknowledgement and acceptance of this order.
- **Delivery:** Note PO number on all shipments and documents. Gulf Coast State College (GCSC) will not be responsible for any goods delivered without reference to the PO number. GCSC assumes no liability for goods shipped to destinations other than those shown on the PO. Damaged packages, shipping labels with no PO number and packages with improper information can be rejected by GCSC Receiving Inventory Clerk.
- **Partial Deliveries:** Partial deliveries/payments shall not be made, unless otherwise specified on the PO, per FS 672.307.
- **Payment:** Submit a separate invoice for each PO. Invoices must be mailed to the address stated on the reverse side. No extra charges will be allowed for packaging, handling, boxing, insurance, delivery, transportation, assembling, in-place installation, etc., unless otherwise specified.
- **Freight Charges:** If freight charges appear on the invoice, GCSC reserves the right to require receipted transportation invoices.
- **Payment Terms:** Payment terms are Net 30 Days after receipt of a valid invoice and receipt of all goods. GCSC reserve the right to make partial payments on multi item purchase orders based on receipt of all items listed on PO. Discount period will start upon acceptance of goods and/or services and receipt of a correct invoice with Purchase Order number listed on invoice.
- **Receiving:** GCSC's Central Receiving is open to receive shipments from 8:00 a.m.–12:00 p.m. and 1:00 p.m.–3:00 p.m. Central Standard Time, Monday through Friday. Deliveries will not be accepted on holidays or during Spring Break.
- **Rejection:** GCSC reserves the right to reject any shipment that does not meet the terms, conditions and specifications as stated. Supplier will be responsible for return freight.
- **F.O.B.:** All shipments are F.O.B. Destination, unless otherwise stated on the reverse. Transportation charges are included in the purchase price, unless otherwise specified. C.O.D. shipments will not be accepted.
- **Change Orders:** Changes to this order are not authorized unless a written Change Order is issued from GCSC Procurement Office.
- **Pricing:** (Blanket Purchase Orders) if unit price is omitted on the order, except where the PO is given in acceptance of quoted prices, it is agreed that the supplier's price will be the lowest prevailing market price, and in no event is this order to be filled at higher prices than previously quoted or charged, without GCSC's written consent.
- **Safety:** All chemical items delivered against this PO must be accompanied by a Material Safety Data Sheet (MSDS).
- **Failure to Perform:** Failure to make delivery by or before the required delivery date stated on the reverse shall constitute cause for cancellation of the order, or any part thereof, without prejudice to its other rights. Supplier's failure to adhere to any term or condition of this order may result in cancellation with 48-hours notice. Supplier agrees that GCSC may return part or all of any shipment made, and may charge the supplier for any loss or expense sustained as a result of such failure to deliver.
- **Violation:** Supplier represents and warrants that no Federal or State Statute or regulation or municipal ordinance has been or will be violated in the manufacturing, sale, and/or delivery of any good or service sold and delivered hereunder. If such violation has or does occur, supplier will indemnify and render harmless GCSC from all loss, penalties, or the payment of all sums of money on account of such violation.
- **Strict Compliance:** GCSC may at any time insist upon strict compliance with these terms and conditions, notwithstanding any previous custom, practice, or course of dealing to the contrary.
- **Patents:** By accepting this order, supplier renders GCSC harmless against liability for patent infringement that may arise from the use of any goods, items or units covered by this PO.
- **Insurance:** Supplier shall procure and maintain at all times adequate insurance. Said insurance shall provide that loss, if any, shall be payable to supplier and GCSC as their interests may appear.
- **Supplier's Proposal and Acknowledgement:** The terms and conditions of sale as stated on this order govern in the event of conflict with any terms or the supplier's proposal, and are not subject to change by reason of any written or verbal statements made by the supplier, or by any statement in supplier's acknowledgement unless accepted in writing by GCSC Procurement Office.
- **Contract / ITB / RFP:** When a formal contract has been entered into by GCSC and the supplier, the terms and conditions included in the contract shall have preference, and this PO is issued solely to encumber funds, and for payment purposes.
- **Assignment:** This PO is not transferable or assignable by the supplier to third parties, unless acknowledged and accepted by GCSC in writing.
- **Nondiscrimination:** The nondiscrimination clause contained in Section 202, Executive Order 11246, as amended by Executive Order 11375, relative to equal employment opportunity for all persons without regard to race, color, religion, gender or national origin, and the implementing rules and regulations prescribed by the Secretary of Labor, are incorporated herein.