

Xerox Office
Color / Black-and-white
Multifunction Systems



Proof Source

There is a difference
in multifunction systems...
...and Xerox proves it



How do you pick the right multifunction system for your office? How do you find one that keeps you competitive while keeping your information secure? Which systems can most improve company productivity while keeping an eye on the bottom line?



You can compare features, and compare prices, but the only way you'll really know which multifunction system is right for you is to put them in the same room, on the same network, and test them, head to head.

That's why we place leading multifunction systems—ours and other manufacturers'—in head to head comparisons for productivity, integration, security and performance.

The conclusion: Xerox multifunction systems offer the best combination of productivity, integration, security and technology in the industry.

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The Productivity Difference

The average office worker spends as much as 45 percent of the business day working with documents. To stay competitive, workers must be able to manage information quickly and effectively. More time spent maintaining and supporting documents means reduced productivity and increased costs for your business.

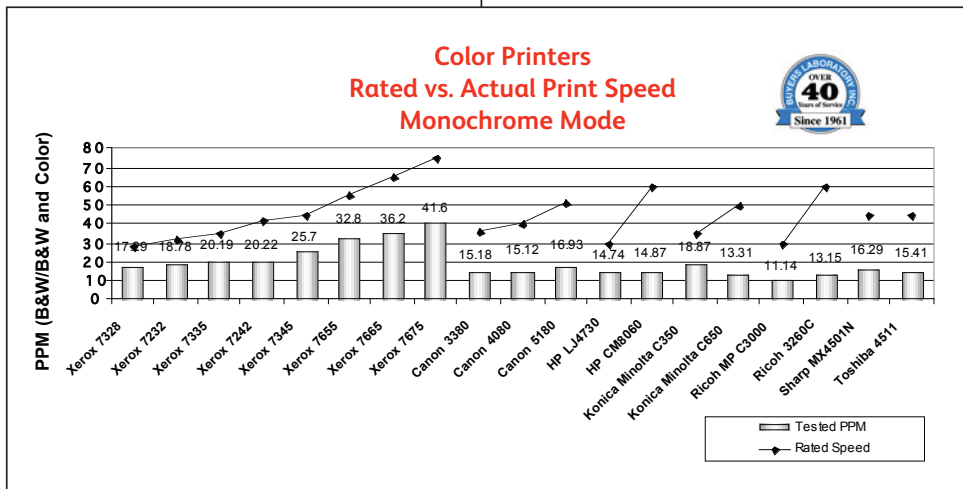
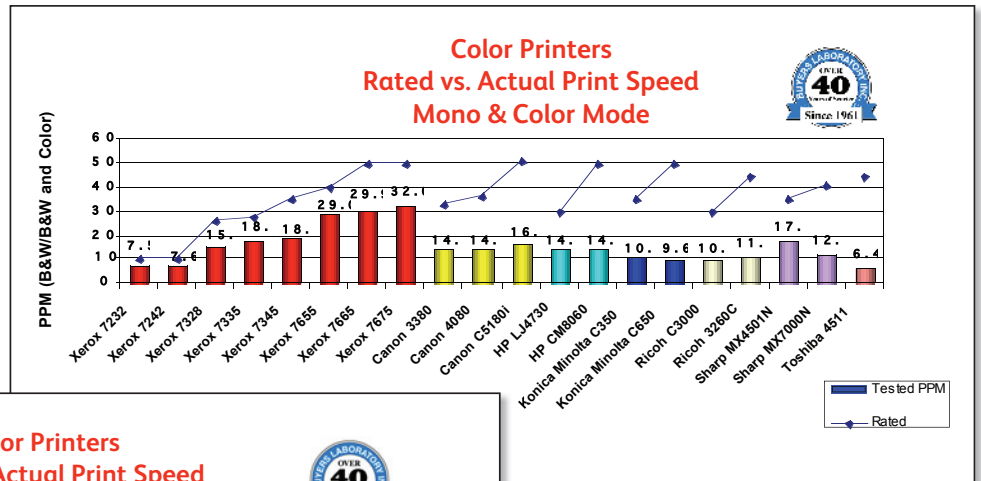
All multifunction printer vendors claim that their products make your office more productive. A few key differentiators, however, show that not all multifunction printers deliver equivalent productivity gains. When choosing a multifunction printer, pay close attention to the following:

Rated output speed does NOT equal real-world performance

Xerox multifunction printers outperformed comparably rated products from other vendors by a wide margin.

Most vendors make some impressive claims, but network print speed in the showroom often has little to do with real-life print speed on your network.

- More than just printing.** In a demanding network environment, there's more to output performance than just print engine speed. Xerox beats the competition because it combines outstanding print speed with intelligent queue management. We use technologies from our high-speed publishing systems to keep the paper path full and the print engine running continuously.
- Test on your own network.** Test-drive your top picks for multifunction printers on your own network, with documents you'd normally print in a typical workday. You'll find that the true performers aren't always the ones with the highest speed ratings.
- View a real-world test.** We asked Buyers Lab Inc., which has evaluated office equipment for more than 40 years, to test competing multifunction printers with typical network printing chores: Microsoft Word and Excel files, PDFs, web pages, some with stapling, some without.



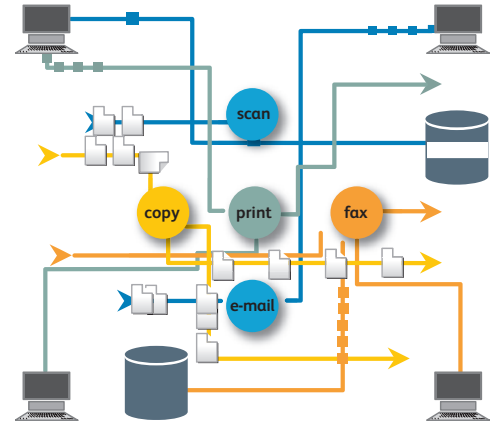
Xerox controllers enable true multitasking, performing raster image processing (RIP), receive, program ahead, process queue and transmit functions. As a result, they outperform the competition on productivity, reliability and performance.

Superior multitasking is a must

Xerox MFPs keep working, no matter what comes across the network.

Multifunction does not always mean multitasking in competitors' products, which often must perform one job at a time. Xerox multifunction printers are unrivaled in their ability to concurrently process job data from multiple users.

- **Do more operations simultaneously.** Many competitors trade off one operation for another. Xerox's powerful technologies allow its MFPs to perform these tasks concurrently, with virtually no delay.
- **Program Ahead.** Xerox MFPs have the ability to schedule copy, scan or fax jobs in advance while keeping print queues flowing smoothly.
- **Manage queues.** Xerox MFP controllers excel at intelligent management of job scheduling, allowing users to promote, delete and manage jobs from the print queue.
- **Print Around.** When some competing products don't have the resources (paper, etc.) to complete a job, they shut down until someone fixes the problem. The Xerox WorkCentre's intelligent controller will set that job aside and immediately go to the next job in the queue, returning to the stalled job when the right resources are available.



The real test of a multifunction device is how well it does multiple functions—print, copy, scan, fax, email—simultaneously, supporting users at the device or desktop without delays. Xerox multifunction devices' superior queue management allows them to transition seamlessly from job to job, with virtually no delay.

High-value job assembly

Xerox MFPs give you the tools you need to print complex custom jobs easily.

Xerox MFPs handle complex documents—including covers, tabs, two-sided pages and different paper stocks—with ease. Many other MFPs lack these capabilities, forcing you to send the document to an expensive outside printer for production.

- **Build Job** lets you assemble multiple components into complex documents, quickly and easily.
- **Section Programming** breaks a complex job into smaller, more manageable sections, giving you the ability to change print and scan parameters for individual sections of your document.
- **Tab setup.** Add, set up and purge tabs as needed...no other competitive product can do this.
- **Exception Page Programming** lets you build job sections right at your desktop. Choose covers, tabs, colored stocks, one- or two-sided printing, and save the job right in your print driver. That way you can modify sections and reprint as needed, without starting over.

The Integration Difference

How does a multifunction printer fit into your existing network? Xerox MFPs make it easier to manage enterprise print resources with tools that allow you to map and check device status from the desktop, and intelligently route a job based on cost, resources and proximity.

Next-generation print drivers

Exceptional printing and print management wherever you go, using Xerox and non-Xerox devices.

Our MFPs come with advanced print drivers that reduce costs and simplify IT management and support.

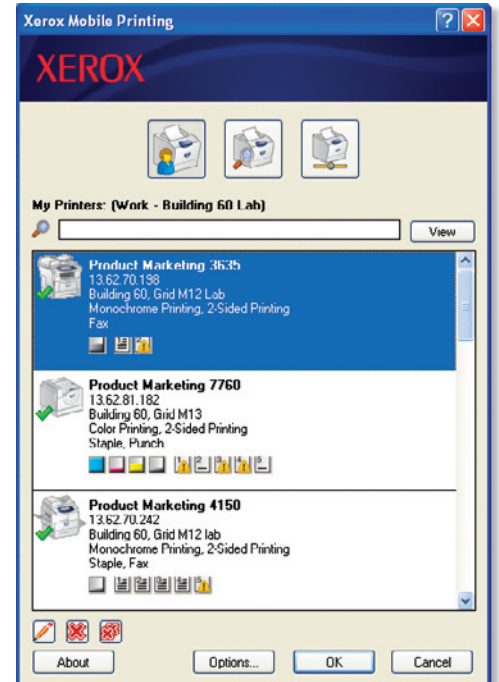
- **Bidirectional print capabilities** provide valuable feedback in real time, so your users always know the status of the device, its consumables and their jobs.
- **Consistent interface** for every driver makes them simple to use, reducing training and support requirements.
- **Xerox Global Print Driver** can be used for all output devices on the network, even non-Xerox devices. IT managers can use the Xerox Global Print Driver to deploy, install and manage features of devices across the enterprise.
- **Xerox Mobile Express Driver** lets mobile users quickly find, use and manage printers in a new office, without costly IT intervention. The Xerox Mobile Express Driver lets users save favorite print settings for specific applications so that they will always print the same way, regardless of printer or location.

Unparalleled cost control

Xerox MFPs make it easy to minimize document costs.

Xerox engineers excel at building cost-conscious design into every multifunction device, giving you innovative ways to save on energy, toner and paper. We add management tools that help you monitor and control device usage.

- **Auditron manages usage analysis and billing for non-networked devices.** Administrators can track user activity and limit output ranges at account or department levels, download data to a PC and develop reports and invoices.
- **Xerox Standard Accounting (XSA)** increases your control of ten or fewer networked devices, allowing you to manage device usage and set quotas remotely via web-based interface.
- For larger networks, **Network Accounting** integrates Xerox MFPs with accounting software from Equitrac, Copitrack, Pharos and other Xerox Alliance Partners. These solutions allow you to access, analyze and manage device usage.
- **Selective color access** lets you define color printing access for groups and individuals. For example, you can customize our print drivers to default to black and white printing, or lock out color printing entirely.
- **Rules-based printing** lets you manage color costs intelligently by defining rules around what can and cannot be printed in color, and automatically send jobs to the most cost-effective device.



Xerox Mobile Express Driver lets users quickly locate and print in any location.

Maximum uptime, maximum reliability

Powerful Xerox management tools reduce IT support burden.

Optimizing document costs is only half the story; Xerox also optimizes IT workload by ensuring that Xerox MFPs are solid, reliable network citizens.

- **CentreWare® Internet Services (CWIS)** makes it easy for users to access Xerox devices from any network workstation. The easy to use Web interface lets you print, check device status and see what's in the queue. Systems administrators can use CWIS to configure and manage devices as well.
- **CentreWare® Web** lets you proactively manage Xerox and non-Xerox devices across an entire enterprise, including key IT management features such as auto SNMP trap registration, task-based wizards and powerful discovery tools. It integrates seamlessly with key services such as Microsoft Active Directory, and provides exceptional device and process access without impeding network traffic.
- **Smart Kits™** and **Smart eSolutions** make it easy to maintain fleets of devices across the enterprise. They make it easy for customers to do business by automating administrative tasks and help them manage their supplies equipment.



Superior scanning

Xerox makes it easy to turn paper documents into electronic files.

One way to make people more productive is to simplify everyday tasks such as scanning. We offer a wide range of scanning solutions that gets vital information from the page into digital workflow, an email distribution list, desktop or content repository.

- The **Scan to Home** feature on all scan-enabled Xerox MFPs lets authenticated users scan documents directly into a home folder.
- **Scan to Searchable PDF** and XPS lets you bring a scanned document directly into native PDF or XML Paper Specification (XPS) formats and scan-enable it.
- **Customize workflows with** Xerox Extensible Interface Platform (EIP). EIP-enabled MFPs let you tailor device screens and options for business-specific workflows and processes.
- **SmartSend®** moves scanned documents to the right location on the network, using existing network authentication.
- **Scanned files are smaller**, thanks to our advanced scanning technology. It reduces the size of scanned in document files to a tenth of their usual size. Your files need less storage space.



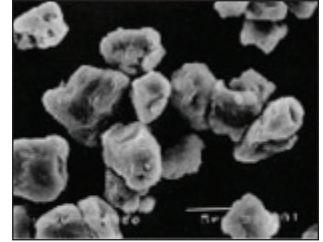
The Technology Difference

With an impressive array of technology patents and innovations from our labs and research centers, Xerox is revolutionizing document management in the enterprise. This research has led to groundbreaking new technologies that beat the competition in several areas.

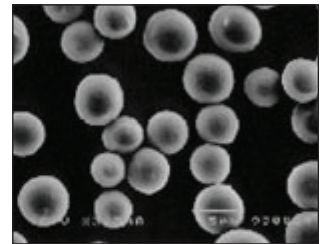
Superior print quality

New technologies from Xerox make it possible to print faster and with higher quality, more consistently, than the competition.

- **Emulsion Aggregation High Grade (EA-HG) Toner** uses smaller, more uniform particles that are “grown,” not crushed, to produce richer, truer color or black and white print. Resulting images are crisper, more defined and consistent from print to print, and can be made “high gloss” without streaking. It also reduces resource and energy consumption over conventional toner.
- **Intermediate Belt Transfer (IBT)** prints all colors in a single paper pass, reducing the time it takes to print, eliminating most color registration problems, and making it harder for paper to jam in the device.
- **Trickle charge development** ensures consistent high-quality printing on every page of a job, even when toner is running out.
- **Belt nip fusing** helps toner adhere better to media. As a result, printing looks better and lasts longer on the page. The technology also allows the MFP to operate at lower fuser temperature, cutting down on power usage and minimizing paper curl.
- **Vertical Cavity Surface-Emitting Laser (VCSEL)** technology improves print speed quality and resolution. It employs a 32-beam laser (as opposed to the standard 2-beam laser) for 2400 x 2400 x 1 resolution, sharper text and better mid-tones. The additional sets of laser beams dramatically increase the speed of color laser printing.



Conventional Toner



EA-HG Toner

Electronic microscopic images show the differences between conventional, “pulverized” toner and EA-HG Toner. The smaller, more symmetric EA-HG Toner particles produce more defined images.

The Security Difference

We engineer our MFPs for security, offering a wide array of the latest security options for devices and networks. These features ensure that your devices can meet the growing security challenges in today's business environments.

Secured network

Xerox keeps your devices current with the latest network security standards.

Xerox MFP devices are engineered to meet stringent enterprise security standards.

- **HTTPS lockdown** is supported in Xerox WorkCentre devices using Secure Socket Layer (SSL). When active, all users and systems administrators must enter a password to access the device.
- **IPSec.** The device governs industry-standard IPSec with no additional steps required from the user.
- **Xerox Security Website.** We stay current on enterprise security requirements on our website, www.xerox.com/security. Check for the latest security software updates and sign up to receive automatic updates via RSS.

Secured documents

Xerox secures your documents in almost any format.

Unprotected documents can wreak havoc with a data security plan. That's why all WorkCentre MFPs can keep your documents confidential in a variety of ways.

- **Secure Print.** Confidential jobs are held in a print queue until an authorized user is authenticated and can release them.
- **Secure PDF.** Hardcopy originals scanned into the device can be converted into password-protected PDFs.
- **Secure Fax.** Confidential faxes are secured with a password; the recipient must enter a code to release the fax to print, and the name of job and user are hidden.
- **Fax/network Isolation.** Xerox MFPs use a separate fax function architecture to protect the fax line from intrusions and monitor usage and tracking data for all inbound and outbound faxing.
- **Image overwrite** renders data unrecoverable from MFP hard drives using algorithms specified by the US Department of Defense.

Fully certified

Xerox makes it faster and easier to deploy devices on the enterprise.

Xerox meets or exceeds document and network infrastructure certification requirements, including:

- **Full System Common Criteria (ISO 15408) certification.**
- **ISO/IEC 27001 certification.**
- **HP Output Server certification.**
- **WHQL and Cerner certification.**
- **Independent testing** from Buyer's Laboratory, Citrix and others.

For more information, call **1-800-ASK-XEROX** or visit us at www.xerox.com/office
Functionality varies depending on the device. Please check the device specifications for actual features.

