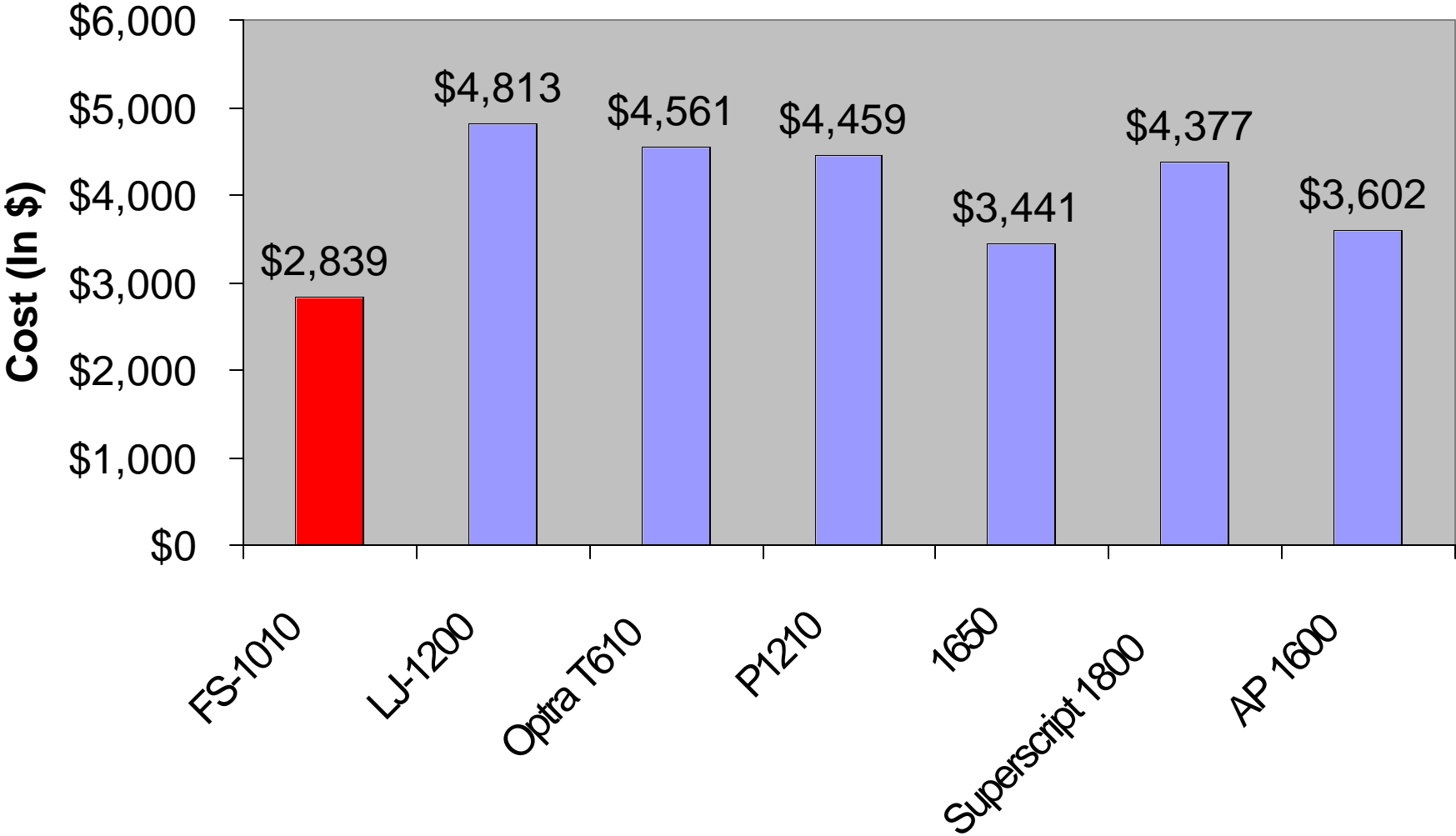
		Supplier	Kyocera Mita	HP	Lexmark	Xerox	Brother	NEC	Ricoh
	Model	FS-1010	LJ-1200	Optra T610	P1210	1650	Superscript 1800	AP 1600	
	Engine Mfr	Kyocera	Canon	Lexmark	Fuji Xerox	Brother	NEC	Ricoh	
	Intro Date	Dec-01	Apr-01	Sep-99	Sep-00	Jan-01	Jun-99	May-00	
	PPM (Letter)	15	18	15	12	16	17	16	
	Duty Cycle/MMV	10K	10K	10K	20K	30K		65K	
	Processor (MHz)	200 MHz	90 MHz	133 MHz	66 MHz	100 MHz	100 MHz	133 MHz	
<b>Printer</b>	<b>Technology</b>	Laser	Laser	Laser	Laser	Laser	Laser	Laser	
	Engine Type	ECOSYS	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	
	Real DPI (Max)	600 dpi	1200 dpi	600 dpi	600 dpi	600 dpi	600 dpi	1200 dpi	
<b>Memory</b>	<b>RAM</b>	16 MB	8 MB	4 MB	4 MB	8 MB	12 MB	16 MB	
	Max. RAM	144 MB	72 MB	260 MB	68 MB	136 MB	132 MB	80 MB	
	Optional HDD	No	No	Opt.	No	No	No	No	
<b>User Panel</b>	<b>Control Panel</b>	LCD Screen	LCD Screen	LCD Screen	LED Display	LCD Display	LCD Display	LCD Display	
<b>Software</b>	<b>Emulations</b>	PCL 6, PCL 5e, KPDL-2 (PS2)	PCL 6, PCL 5e, PS2	PCL 6, PS3, PPDS	PS3, PCL 5e, PCL 6	PCL 6, PS3	PCL 6, PCL 5e, Opt. PS2	PCL 6, PCL 5e, PS2	
<b>Interfaces</b>	<b>IF Std/Max</b>	2 Std/3 Max	2 Std/3 Max	1 Std/3 Max	2 Std/3 Max	2 Std/3 Max	1 Std/2 Max	1 Std/3 Max	
	Parallel	Std.	Std.	Std.	Std.	Std.	Std.	Std.	
	Serial	Opt.	No	Opt.	No	No	Opt.	Opt.	
	USB	Std.	Std.	Opt.	Std.	Std.	No	No	
	Network Conn.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	Opt.	
<b>Paper</b>	<b>Std. Cassette</b>	250	250	250	250	250	600	250	
	MPT	100	1	100	100	100	100	100	
	Optional Paper	1 x 250	None	1 x 250, 1 x 500, 1 x 2000	1 x 550	1 x 250	1 x 500	1 x 500	
	Max Paper	600	251	3350	900	600	1100	1350	
	Duplex	No	No	Opt.	No	Opt.	Std.	No	
	Sorter/Mailbox	No	No	No	No	No	No	No	
<b>Pricing</b>	<b>Toner/Price*</b>	\$78	\$62	\$209	\$132	\$90	\$159	\$129	
	Toner/Capacity (In Thousands)	6	2.5	10	6	6.5	8	8	
	MSRP**	\$499	\$349	\$799	\$499	\$949	\$799	\$699	
<b>TCO</b>	<b>Total Toner Replacements (5K)</b>	30	72	18	30	28	22.5	22.5	
	Toner Cost	\$2,340	\$4,464	\$3,762	\$3,960	\$2,492	\$3,578	\$2,903	
	Total Cost (Hardware + Toner)	\$2,839	\$4,813	\$4,561	\$4,459	\$3,441	\$4,377	\$3,602	
	<b>Total Toner Replacements (10K)</b>	60	144	36	60	55	45	45	
	Toner Cost	\$4,680	\$8,928	\$7,524	\$7,920	\$4,985	\$7,155	\$5,805	
	Total Cost (Hardware + Toner)	\$5,179	\$9,277	\$8,323	\$8,419	\$5,934	\$7,954	\$6,504	
	<b>Total Toner Replacements (15K)</b>	90	216	54	90	83	68	68	
	Toner Cost	\$7,020	\$13,392	\$11,286	\$11,880	\$7,477	\$10,733	\$8,708	
	Total Cost (Hardware + Toner)	\$7,519	\$13,741	\$12,085	\$12,379	\$8,426	\$11,532	\$9,407	

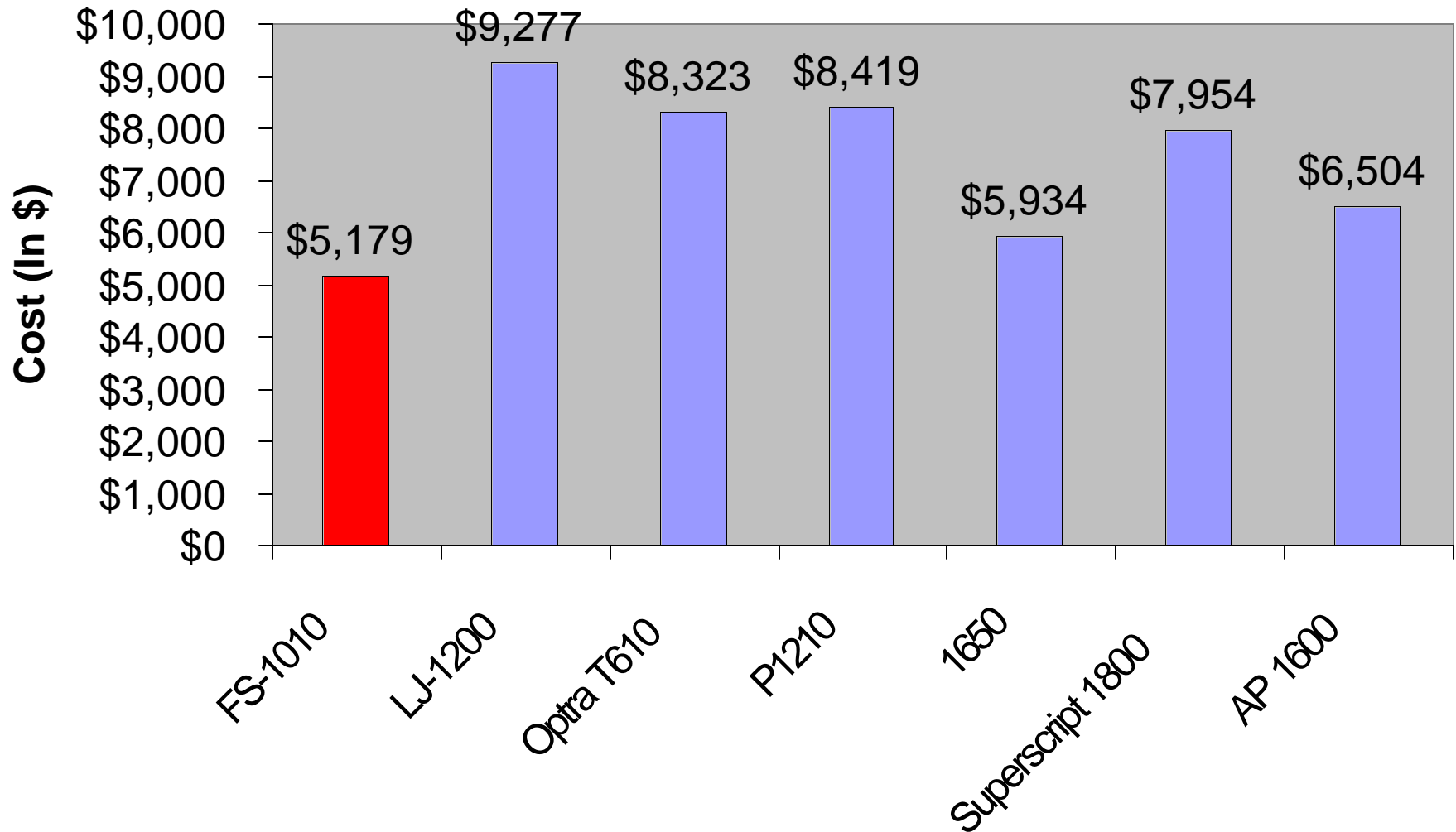
\* - Toner Price as of 1/02

\*\* - SRP as of 1/02

# TCO printing 5K a month @ 5% for 36 Months



## TCO printing 10K a month @ 5% for 36 months



## TCO printing 15K a month @ 5% for 36 months

