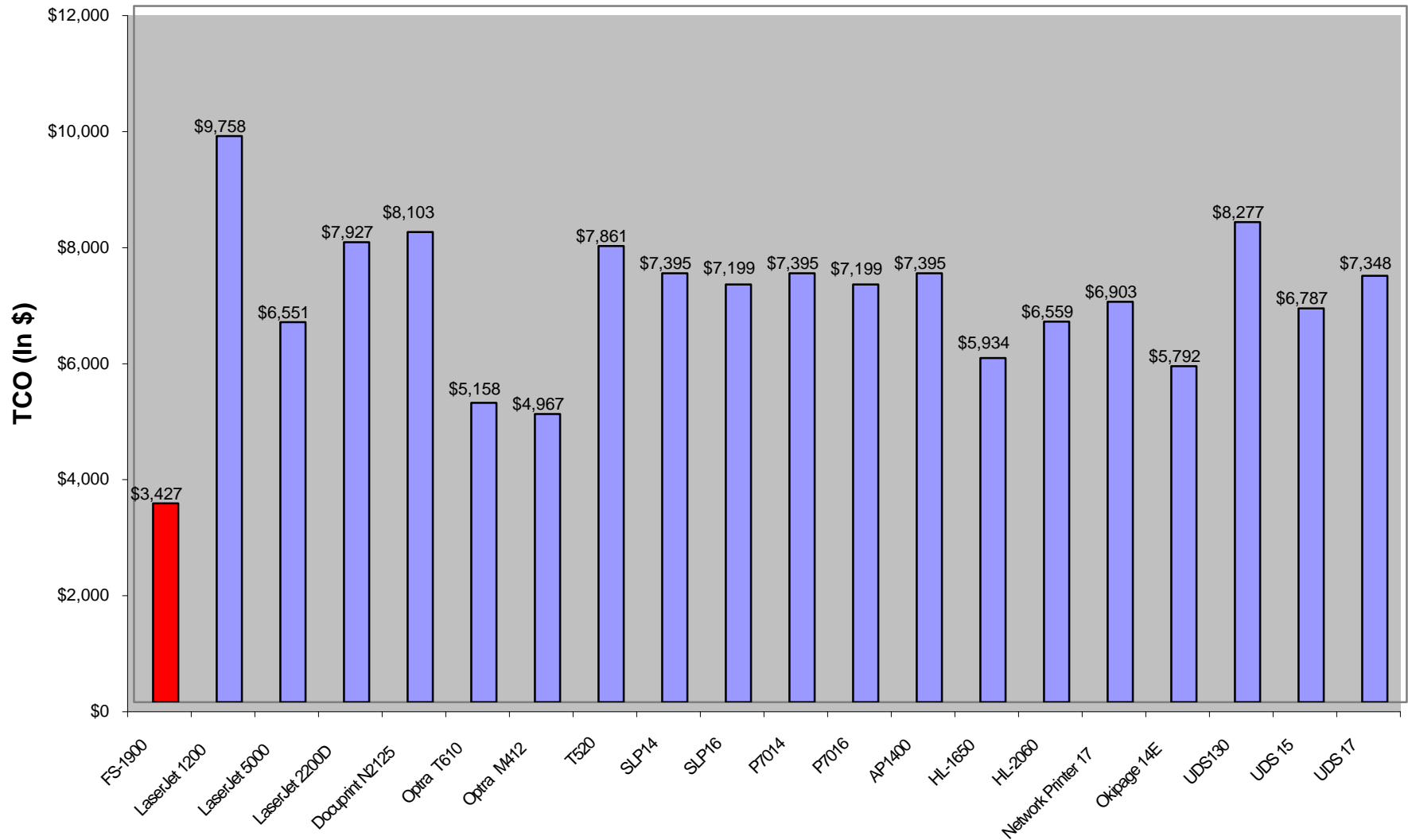
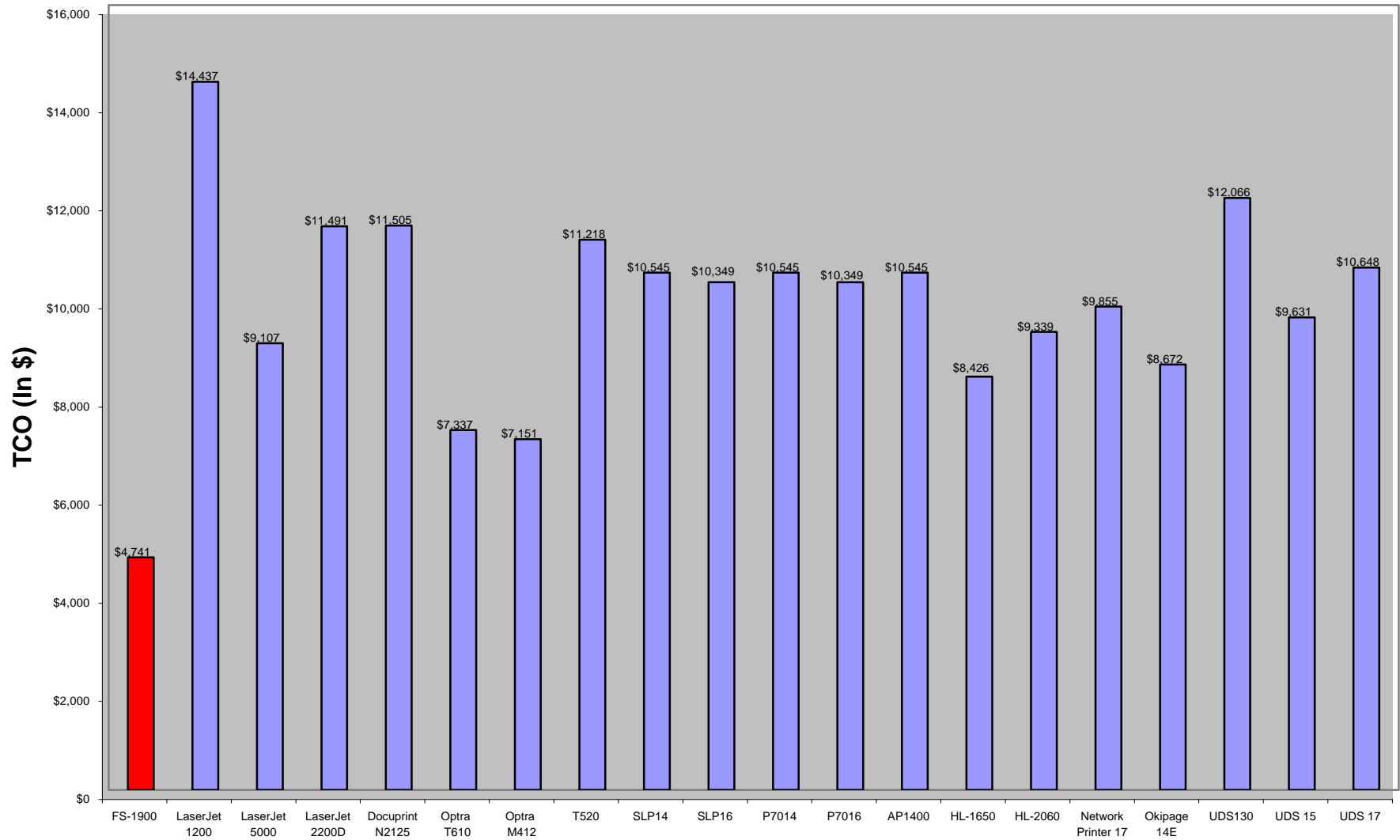


	Supplier	Kyocera Mita	Hewlett Packard	Hewlett Packard	Hewlett Packard	Xerox	Lexmark	Lexmark	Lexmark	Savin	Savin	Gestetner	Gestetner	Ricoh	Brother	Brother	IBM	OKI Data	Unisys	Unisys	Unisys	Comments
Model	FS-1800	LaserJet 1200	LaserJet 5000	LaserJet 2200D	DocuPrint N2125	Optra T610	Optra M412	T500	SLP14	SLP16	P7014	P7016	AP1400	HL-1650	HL-2050	Network Printer 17	Okpage 14E	UDS130	UDS 15	UDS 17		
Engine Mfr	Kyocera	Canon	Canon	Canon	Fuji Xerox	Lexmark	NA	NA	Ricoh	Ricoh	Ricoh	Ricoh	Ricoh	Brother	Brother	Fuji Xerox	OKI Data	Not Available	Not Available	Not Available		
Intro Date	Jan-01	Apr-01	Mar. 1998	Apr-01	Feb-00	Sept. 1999	Sept. 1999	Sept. 1999	Apr. 1999	May-00	Apr. 1999	May-00	Apr. 1999	Jan-01	Oct-99	Jan-96	Jul-01	Jul-01	Sep-99	May-00		
PPM (Letter)	19	15	16	19	21	15	20	14	16	14	16	14	16	21	17	14	20	14	20	15	17	
Duty Cycle/MMV	65,000	10,000	65,000	40,000	75,000	65,000	100,000	100,000	65,000	65,000	65,000	65,000	65,000	30,000	80,000	65,000	15,000	100,000	65,000	20,000		
Processor (MHz)	100 MHz	90 MHz	100 MHz	133 MHz	133 MHz	133 MHz	167 MHz	133 MHz	133 MHz	133 MHz	133 MHz	133 MHz	133 MHz	100 MHz	100 MHz	33 MHz	50 MHz	200 MHz	133 MHz	133 MHz		
Printer Technology	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	Laser	
Engine Type	ECO3YS	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	Cartridge	
Real DPI (Max)	600x600	HP FastRes 1200	1200x600	1200x1200	1200x1200	1200x1200	1200x1200	1200x1200	600x600	1200 x 1200	600x600	1200 x 1200	600x600	600 x 600	1200 1200	600 x 600	600 x 600	1200x1200	1200x1200	600x600		
RAM	16MB	16MB	4MB	8MB	32 MB	4MB	4MB	4MB	8MB	8MB	16MB	8MB	8MB	8MB	8MB	4MB	4MB	4MB	4MB	4MB	4MB	
Max. RAM	32MB	16MB	164MB	64MB	192 MB	264MB	264MB	264MB	40MB	83MB	40MB	80MB	40MB	132MB	72MB	69MB	39MB	264MB	264MB	128MB		
Optional HDD	MicroDrive	No	3 GB HDD	None	None	Optional	None	None	1.6 GB HDD	1.6GB HDD	1.6 GB HDD	1.6GB HDD	1.6 GB HDD	No	No	No	No	None	None	None		
User Panel Control Panel	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	LCD Display	Not Available	Not Available
Software Emulations	HPCLP/PS2, PCL6, Diablo 630, IBM PP, X24E, Epson LC850, LinPrint	Std-PCL6, PCL5e, PS2	Std-PCL6, PCL5e, PS2	Std-PCL6, PCL5e, PS2	PCL6, PS3	PCL6, PS3, PPD5	PCL6, PS3	PCL6, PS3	PCL6, PS2	PCL5e, PCL6, PS2	PCL6, PS2	PCL5e, PCL6, PS2	PCL6, PS2	PCL6, PS3	PCL6, PS2	PCL 5e	PCL6	PCL6, PS3	PCL6, PS3	PCL6, PS3		
Interfaces IF Std/Max	2 std/3 max	3 std/4 max	1 std/3 max	4 std/5 max	2 std/3 max	1 std/4 max	1 std/4 max	1 std/4 max	1 std/2 max	1 std/2 max	1 std/2 max	1 std/2 max	1 std/2 max	2 std/3 max	2 std/3 max	1 std/2 max	2 std/3 max	2 std/3 max	2 std/3 max	2 std/3 max	2 std/3 max	
Parallel	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	
Serial	Opt	No	Opt	Std	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	No	No	No	Optional	Optional	Opt	Optional	
USB	Std	Std	Std	Std	No	No	Optional	Optional	No	No	No	No	No	No	Std	Std	Std	Std	Std	Opt	Std	
Network Conn.	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Optional	Opt	Optional	
Paper Std. Cassette	500	250	250	500	500	250	600	600	250	250	250	250	250	250	250	250	250	250	250	250	250	
MPT	100	1	100	100	100	100	250	250	100	100	100	100	100	100	150	100	1	100	100	100	100	
Optional Paper	3x500/2000	None	1x250/1x500	1x250/1x500	1x500	1-250/1-500/2000	1-250/1-650/2000	1-250/1-650/2000	1x500	1x500	1x500	1x500	1x500	1x500	1x500	1x500	1x250/1x500	1x250/1x500/1x2000	1x250/1x500/1x2000	1x500	1x500	
Max Paper	2600	250	1100	850	1750	3350	3600	3600	850	850	850	850	850	850	1150	850	850	3850	3350	850	850	
Duplex	Optional	No	Opt.	Std	Optional	None	None	None	No	No	Optional	None	Standard	None	Opt	No	None	Optional	Optional	None	None	
Sorter/Mailbox	Optional	No/No	No/No	No/No	No/No	No	No/Optional	No/Optional	No/No	No	No/No	No	No/No	No/No	No	Opt.	No	None	None	None	None	
Pricing Toner/Price*	\$73	\$65	\$142	\$99	\$189	\$303	\$182	\$373	\$140	\$140	\$140	\$140	\$140	\$140	\$90	\$739	\$164	\$32	\$421	\$395	\$275	* - Toner Price as of 01/02
Toner Capacity (In Thousands)	10	2.5	10	5	10	25	15	20	8	8	8	8	8	8	8	6.5	9	10	2	20	25	15
MSRP**	\$ 799	\$ 399	\$ 1,439	\$ 799	\$ 1,299	\$ 799	\$ 699	\$ 1,147	\$ 1,095	\$ 899	\$ 1,095	\$ 899	\$ 899	\$ 1,095	\$ 949	\$ 999	\$ 999	\$ 32	\$ 699	\$ 1,099	\$ 748	** - MSRP as of 01/02
TCO Total Toner Replacements (10K)	36	144	36	72	36	14	24	18	45	45	45	45	45	45	55	40	36	180	18	14	24	
Toner Cost	\$2,828	\$9,369	\$5,112	\$7,128	\$6,904	\$4,369	\$4,369	\$6,714	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$6,300	\$4,985	\$5,960	\$5,904	\$5,760	\$7,678	\$5,688	\$6,600	
Total Cost (Hardware + Toner)	\$3,427	\$9,768	\$6,594	\$7,927	\$6,100	\$5,166	\$4,967	\$7,861	\$7,285	\$7,285	\$7,285	\$7,285	\$7,285	\$7,285	\$6,334	\$6,554	\$6,900	\$5,792	\$8,277	\$6,797	\$7,348	
Total Toner Replacements (15K)	54	216	54	108	54	22	36	27	68	68	68	68	68	68	83	60	54	270	27	22	36	
Toner Cost	\$3,942	\$14,038	\$7,668	\$10,692	\$10,208	\$6,538	\$6,552	\$10,071	\$9,450	\$9,450	\$9,450	\$9,450	\$9,450	\$9,450	\$7,477	\$8,340	\$8,856	\$8,640	\$11,367	\$8,532	\$9,900	
Total Cost (Hardware + Toner)	\$4,781	\$14,437	\$8,107	\$11,497	\$11,556	\$7,207	\$7,151	\$11,218	\$10,546	\$10,546	\$10,546	\$10,546	\$10,546	\$10,546	\$8,426	\$9,339	\$9,855	\$8,672	\$12,266	\$9,631	\$10,848	
Total Toner Replacements (20K)	72	288	72	144	72	29	48	36	90	90	90	90	90	90	111	80	72	360	36	29	48	
Toner Cost	\$5,256	\$18,717	\$10,224	\$14,256	\$13,608	\$8,736	\$13,430	\$12,600	\$12,600	\$12,600	\$12,600	\$12,600	\$12,600	\$12,600	\$9,969	\$11,120	\$11,808	\$11,520	\$15,156	\$11,376	\$13,200	
Total Cost (Hardware + Toner)	\$6,055	\$19,116	\$11,692	\$15,952	\$14,287	\$9,471	\$9,326	\$14,572	\$13,296	\$13,296	\$13,296	\$13,296	\$13,296	\$13,296	\$10,918	\$12,010	\$12,997	\$11,692	\$16,892	\$12,472	\$13,948	

TCO printing 10K @ 5% for 36 Months



TCO printing 15K @ 5% for 36 months



TCO printing 20K @ 5% for 36 Months

