HP LaserJet 5200n vs. top 6 competitors

Devices competing with the HP LaserJet 5200 series have serious shortcomings.

Competitor	Major weakness	Specifics
Canon LBP-2000	Network management capabilities	• Canon does not have the network management capabilities offered by HP including: batch configuration and management of multiple devices at once, sophisticated alerts, full-featured support for non-Windows clients and a line-up of wireless printing interfaces. • The LBP-2000 only supports a resolution of 600 x 600 dpi, compared to true 1200 x 1200 dpi in the LaserJet 5200. This may be important in printing graphics and CAD. • The LBP-2000's 200 MHz processor is slower than the 460 MHz processor in the LaserJet 5200
Epson EPL-N7000	Network management capabilities	• Epson does not have the network management capabilities offered by HP including: batch configuration and management of multiple devices at once, sophisticated alerts, full-featured support for non-Windows clients and a line-up of wireless printing interfaces. • The EPL-N7000 only supports a resolution of 1200 RiT (600 dpi), compared to true 1200 x 1200 dpi in the LaserJet 5200. This may be important in printing graphics and CAD. • The EPL-N7000's 200 MHz processor is slower than the 460 MHz processor in the LJ 5200
Kyocera-Mita FS-6020	Extra maintenance and cleaning	• The long life Kyocera drum requires extra cleaning to maintain acceptable Print Quality. • Kyocera-Mita does not have the network management capabilities offered by HP including: batch configuration and management of multiple devices at once, sophisticated alerts, full-featured support for non-Windows clients and a line-up of wireless printing interfaces. • The FS-6020 is prints at 20 ppm vs. 35 ppm on the LaserJet 5200. • The FS-6020's 200 MHz processor is slower than the 460 MHZ processor in the LJ 5200 • The FS-6020 is not true 1200 dpi, like the LaserJet 5200.
Lexmark W812	Resolution	• The Lexmark W812 only supports a resolution of 600 x 600 dpi, compared to true 1200 x 1200 dpi in the LaserJet 5200. This may be important in printing graphics and CAD. • The Lexmark W812 ships with less toner -- a 6,000 page starter cartridge vs HP 12,000. • The Lexmark 802.11 wireless printing interface is an external box and you can not manage it with MarkVision. • The Lexmark embedded Web server is less sophisticated than HP's EWS.
Ricoh AP610N	Network management capabilities	• Ricoh does not have the network management capabilities offered by HP including: batch configuration and management of multiple devices at once, sophisticated alerts, full-featured support for non-Windows clients and a line-up of wireless printing interfaces. • The AP610N supports a resolution of 1200 x 600 dpi, compared to true 1200 x 1200 dpi in the LaserJet 5200. This may be important in printing graphics and CAD. Recommend extra memory to print duplex in highest resolution. • Ricoh does not offer a utility to deploy pre-configured drivers in the distributed environment.
Xerox DocuPrint 205/255/305		• Postscript is optional, must be purchased separately and requires additional memory. • Slower ppm speed spec 20/25/30 vs HP 35 • Paper tray needs to be extended 261mm (over 10 inches) out the front of the printer to accommodate A3 / 11X17 output

Specifications	HP LaserJet 5200	Canon LBP-2000	Epson EPL-N7000	Kyocera FS-6020	Lexmark W812	Ricoh AP610N	Xerox 205/255/305
Engine	Canon	Canon	Epson	Kyocera	Fuji-Xerox	Ricoh	Fuji-Xerox
Technology	Laser	Laser	Laser	Laser	Laser	Laser	Laser
Print speed	Up to 35 ppm	Up to 20 ppm Lt/A4	Up to 35 ppm A4	Up to 20 ppm A4	Up to 26 ppm	Up to 35 ppm A4	A4 Up to 20/25/30 ppm
Processor	460 MHz	200 MHz	200 MHz	200 MHz	300 MHz	372 MHz	266 MHz
First-page-out time – published ready mode	Less than 10 seconds	11 seconds	8.1 seconds	12 seconds	8 seconds	6.5 seconds	5.6 seconds
Resolution – best print quality	1,200 x 1,200 dpi	600 x 600 dpi	1,200 dpi Rit	Fast 1,200 dpi technology	600 x 600 dpi	1,200 dpi	1200 X 1200 dpi
Monthly duty cycle (pages)	65,000	Not specified	150,000	65,000	65,000	200,000	50,000/50,000 /100,000
Memory – standard	48 MB	8 MB	32 MB	16 MB	16 MB	128 MB	64 MB
Memory – maximum	512 MB	72 MB	544 MB	144 MB	272 MB	256 MB	320 MB
Input capacity – standard	250 sheets + 100	550 sheets + 100	500 sheets + 100	550 sheets + 100	500 sheets + 100	550 sheets + 150	250 +150/ 550 + 150/ 550 +150
Input capacity – maximum	850 sheets	1,100 sheets	2,200 sheets	1,350 sheets	1,400 sheets	1,600 sheets	1,500/1,800/ 1,800 sheets
Output capacity	350 sheets	250 sheets	500 sheets	500 sheets	250 sheets	250 sheets	500 – (255 & 305 offer face up & offset also)
Connectivity	Parallel, USB, Optional 10/100Base-T	Parallel, USB, optional10/100Base-T	Parallel, USB, 10/100Base-T	Parallel, USB, Optional 10/100Base-T	Parallel, USB, Optional 10/100Base-T	Parallel, USB, 10/100Base-T	Parallel, USB, 10/100Base-T
Warranty	1 year limited, return to HP (U.S.)	Data unavailable	1 year on-site (Europe)	2 year (Europe)	1 year limited LexExpress	1 year on-site	Data unavailable
U.S. street price, $ EMEA street price, €	$ 1,439 € 1,505	$N/A € 1,099	$N/A € 1,341	$N/A € 991	$1,199 € 1,207	$ 799 € 962	$ N/A € N/A
U.S. cost per page	1.4¢	N/A	N/A	N/A	1.67 ¢ – std	1.25¢ -- standard	N/A
EMEA cost per page	1.1	N/A	1.0	.8	N/A	1.4	N/A
Consumables yield (pages)	12,000	10,000	15,000	10,000 200,000 maint kit	6,000 – starter 12,000	20,000 90,000 maint kit	10,000

Strategies	HP	Canon	Epson	Kyocera	Lexmark	Ricoh	Xerox
Competitive strategy	Lowest TCO when you consider total cost of printing	offer high-quality hardware at low prices in inkjet segment; leader in digital copiers with brand name and quality reputation	Targets specific geographies, plus strong in ink/color technologies	Lowest CPP in due to long-life drum technology	Targets vertical markets; attempts to outspec HP on PPM, paper handling, and toner-cartridge capacity	Extend offerings down to workgroup monochrome	Strong competitor in shared color, MFPs, and digital copying
Key weaknesses	Market leader under attack on many fronts, plus not always a spec leader in every area	good at building print engines, but not strong in networking, drivers, service, etc.	Not successful in shared office environments	Drum design has tradeoffs – more cleaning required, ozone, eetc. plus networking solution is weak	Focus on specs leads to trade-offs in usability, reliability, and network management	Lack of experience in distributed workgroup evident in performance, management, and technology	Weak market share in monochrome printing