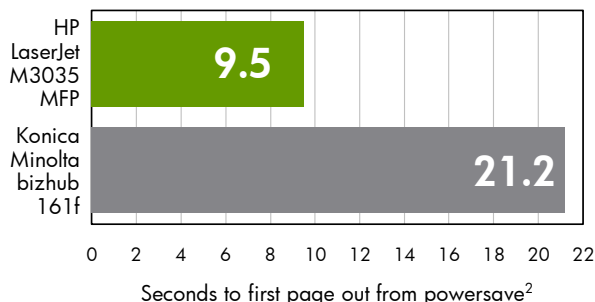


HP LaserJet M3035 MFP vs. Konica Minolta bizhub 161f



Warm up faster from powersave with HP.



Significant differences between these devices could impact...

user productivity:

Faster performance — The HP LaserJet M3035 MFP's rated copy/print speed, 35 ppm, is more than twice as fast as the Konica Minolta bizhub 161f's 16 ppm.¹ And the HP device's Instant-on fuser warms up much faster from powersave mode, boasting a first-page-out time from powersave of 9.5 seconds vs. 21.2 seconds for the Konica Minolta unit.² This advantage lets HP users print up to 7 pages from powersave before the bizhub even finishes warming up. Better sustained performance is another big HP advantage, with the LaserJet M3035 MFP able to print a suite of 21 files totaling 183 pages in only 10.3 minutes — less than half the 22.8 minutes it took the Konica Minolta device.² Likewise, HP copied a suite 11 originals totaling 111 pages in only 5.6 minutes — 36% faster than Konica Minolta's 8.8 minutes.²

Fewer interventions — HP LaserJet M3035 MFP users don't have to replace toner or paper as often as Konica Minolta bizhub 161f users. You can buy 6,500-page and 13,000-page print cartridges for the HP MFP, whereas Konica Minolta only offers 5,000-page toner cartridges for this bizhub.¹ And the HP MFP's standard paper input capacity (600 pages) is 2.4 times greater than the Konica Minolta unit's (250 pages).¹ HP users also don't have to install, order, and store as many consumables thanks to our integrated print cartridge design, which not only incorporates the toner supply but the imaging drum and developer, too. In addition to reducing the number of replacement parts, HP's strategy improves print quality over the life of the device, because you essentially refresh the entire imaging system whenever you replace LaserJet toner.

Well equipped for office environments — Network printing and digital sending come standard with the HP LaserJet M3035 MFP, whereas both are optional for the Konica Minolta bizhub 161f. The HP LaserJet MFP also boasts a graphical touch-screen control panel, hard disk, and auto duplex standard and offers optional convenience stapling — features the bizhub doesn't support even as options. And unlike the Konica Minolta unit, the HP device can copy two-sided documents and scan in color from the ADF.

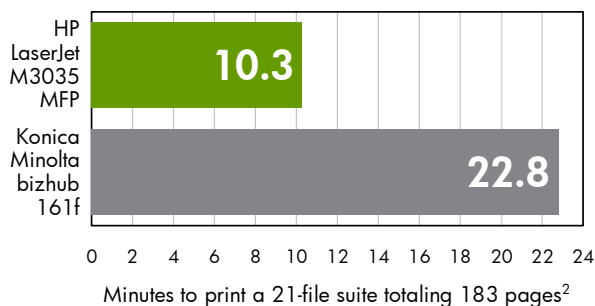
total cost of ownership:

Less expensive to acquire — The Konica Minolta bizhub 161f base model's estimated street price is \$2,795, whereas the HP LaserJet M3035 MFP base model costs only \$1,999.³ And when you compare apples to apples, the Konica Minolta unit can cost nearly 50% more, because network printing and digital sending are optional upgrades on the bizhub that cost \$400 and \$155, respectively, while both come standard with the HP MFP.³ And while all HP LaserJet MFPs are backed by a 1-year, next-business-day, onsite warranty, Konica Minolta bizhubs require a service agreement.

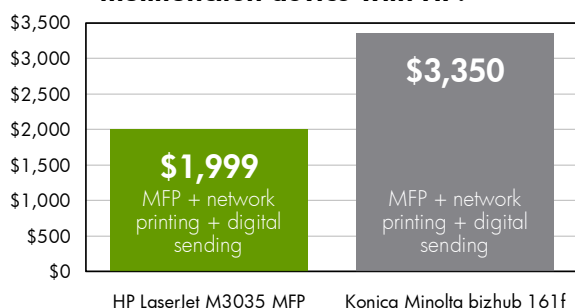
Requires less space — You can free up increasingly valuable real estate thanks to HP's more compact design. The Konica Minolta bizhub 161f consumes 46% more square feet than the HP LaserJet M3035 MFP.

Designed for demanding workgroups — The HP LaserJet M3035 MFP is designed for large workgroups that print documents for immediate use in fast-paced environments. For instance, the HP MFP offers a 75,000-page monthly duty cycle and ships with 256 MB of memory. The Konica Minolta unit, on the other hand, is only rated to output 16,000 pages per month and only ships with 16 MB of memory.

Spend less time waiting for output with HP.



Pay less for a comparably configured multifunction device with HP.³



1 Based on the manufacturer's published product specifications.

2 Based on HP internal testing.

3 All prices are estimated street prices in U.S. dollars from www.buyerslab.com on Dec. 4, 2006. Actual prices may vary.