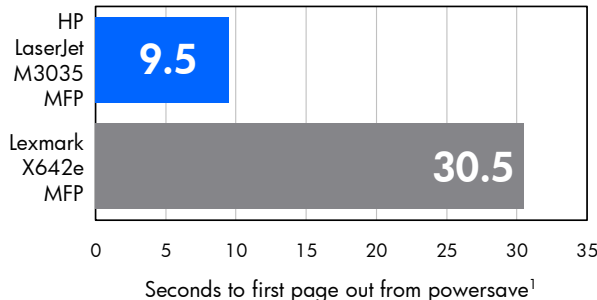


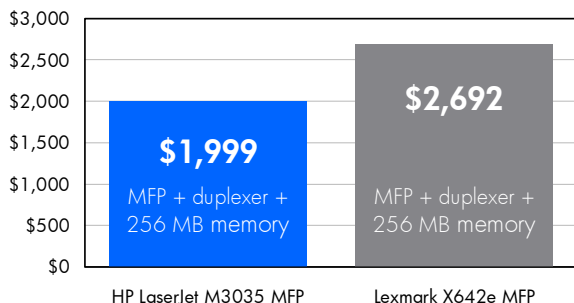
HP LaserJet M3035 MFP vs. Lexmark X642e MFP



Warm up faster from powersave with HP.



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



Free up increasingly valuable workspace with the HP LaserJet M3035 MFP.



Significant differences between these devices could impact...

user productivity:

Faster performance — The HP LaserJet M3035 MFP's Instant-on fuser warms up faster from powersave mode, boasting a first-page-out time from powersave of 9.5 seconds vs. 30.5 seconds for the Lexmark X642e MFP.¹ This advantage lets HP users print up to 13 pages from powersave before the Lexmark unit even finishes warming up. Better sustained performance is another big HP advantage, with the 35-ppm-rated LaserJet M3035 MFP able to print a suite of 21 files totaling 183 pages in only 10.3 minutes — 15% less time than the 12.1 minutes it took the 45-ppm-rated Lexmark unit.¹

Reliable, worry-free design — HP's integrated print cartridges incorporate the toner supply, imaging drum, and charge roller. This innovative design helps HP deliver consistently great print quality throughout the life of the device since you essentially refresh the entire imaging system whenever you replace your HP LaserJet M3035 MFP's toner. Lexmark X642e toner cartridges don't include the primary charge roller, which is mounted in the engine and must be replaced separately.² And while replacing fusers is straightforward on HP LaserJets, swapping out the Lexmark X642e fuser may require a Lexmark-trained technician. And when removing the Lexmark toner cartridge, users must take an extra measure of care, because doing so exposes the photoconductive drum, which can be permanently damaged by sunlight, fingerprints, or any nicks or scratches. The HP LaserJet M3035 MFP's drum, on the other hand, is fully protected.

Designed for demanding workgroups — The HP LaserJet M3035 MFP offers automatic two-sided printing standard, while it's an expensive option on the Lexmark X642e MFP. The HP base model also sports a 40-GB hard drive standard and offers convenience stapling as an option — features unavailable on the Lexmark unit. The HP LaserJet MFP also boasts a reversing auto document feeder that lets you copy two-sided documents via the ADF, whereas Lexmark's simplex ADF does not — even as an option.

total cost of ownership:

Less expensive to acquire — When you compare apples to apples, HP MFPs can cost significantly less than their Lexmark counterparts. For instance, auto duplex is an optional upgrade on the Lexmark X642e that costs \$314 while it comes standard with the HP LaserJet M3035 MFP.^{2,3} And the HP device ships with 256 MB of memory vs. only 128 MB for Lexmark, with an extra 128-MB Lexmark DIMM costing \$879.^{2,3} The net result? The Lexmark X642e can cost up to 35% more than a comparably configured HP LaserJet M3035 MFP.

Lower cost per page — The HP LaserJet M3035 MFP offers a significantly lower cost per page than the Lexmark X642e. For instance, HP's 13,000-page cartridges boast a cost per page of only 1.65¢ and our 6,500-page cartridges offer a 1.98¢ CPP, while the Lexmark unit's 21,000-page cartridge yields a cost per page of 1.8¢ and the 10,000-page cartridges deliver a 2.75¢ CPP.

Compact design — The Lexmark X642e MFP's footprint is more than twice as large as the HP LaserJet M3035 MFP's. The Lexmark unit is also 33% taller than the HP MFP and consumes nearly three times more cubic space.² And while the HP MFP's duplex unit is an internal component, Lexmark's duplexer significantly increases the X642e's footprint plus adds height similar to an extra input tray.

1 Based on HP internal testing.
2 Based on the manufacturer's published product specifications.
3 All prices are estimated street prices in U.S. dollars from www.buyerslab.com on Dec. 15, 2006. Actual prices may vary.