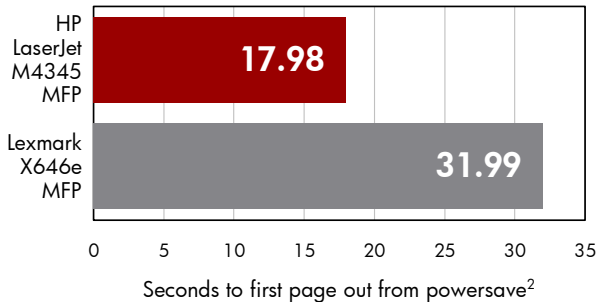


HP LaserJet M4345 MFP vs. Lexmark X646e MFP



Warm up faster from powersave with HP.



Significant differences between these devices could impact...

user productivity:

Faster performance — Spend less time waiting for output with the HP LaserJet M4345 MFP. Instant-on Technology gives the HP MFP a first-page-out time from powersave mode of 17.98 seconds — nearly half the Lexmark X646e MFP's 31.99 seconds.² This advantage lets HP users print or copy up to 11 pages from powersave mode before the Lexmark MFP even finishes warming up. Better sustained performance is another big HP advantage, with the 45-ppm-rated LaserJet M4345 MFP able to print a suite of 21 files totaling 183 pages in only 8.8 minutes — 19% faster than the 10.8 minutes it takes the 50-ppm-rated Lexmark device.² Likewise, the HP MFP copies a suite of 11 originals totaling 111 pages about 3% faster than the Lexmark unit.² Furthermore, Lexmark users must sacrifice performance for best print quality because the X646e's print performance drops to about half speed in best-PQ mode. HP users, on the other hand, enjoy best print quality at full engine speed.

Faster scanning — HP LaserJet M4345 MFP users enjoy dramatically faster scanning speeds — 45 images per minute black and white and 30 ipm color vs. the 35 ipm b/w and 17 ipm color endured by Lexmark X646e users.² This translates into faster copying and digital sending for HP users.

Just the right height — Some users may find the HP LaserJet M4345 MFP easier to comfortably use, because the Lexmark X646e MFP's glass height for copying and scanning is about 6.5 inches taller than HP's.

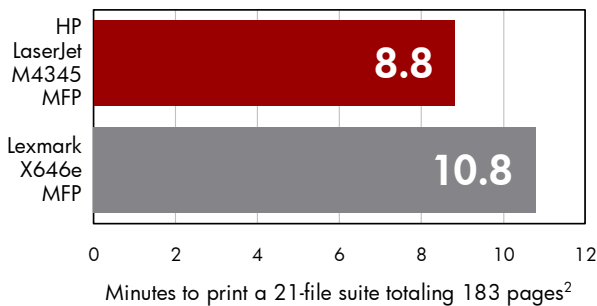
total cost of ownership:

Less expensive to acquire — With an estimated street price of \$2,999, the Lexmark X646e base model can cost up to 15% more to purchase than the base model of the \$2,599 HP LaserJet M4345 MFP.³

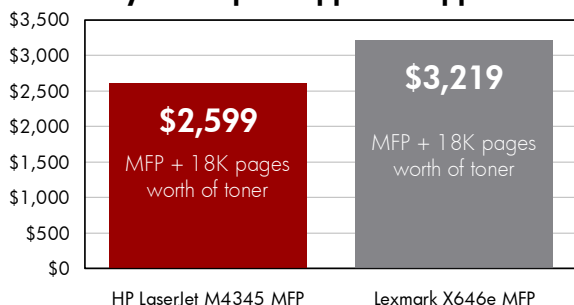
More toner in the box — The HP LaserJet M4345 MFP ships with 18,000 pages worth of toner — 40% more than the 10,000-page cartridge that ships with the Lexmark X646e.¹ The extra toner you get with HP is worth \$220 based on the cost of Lexmark supplies.³ If you include the value of the extra toner that ships with the HP MFP, the Lexmark device costs 36% more to buy.

Lower cost per page — The HP LaserJet M4345 MFP offers a significantly lower cost per page — 1.1¢ vs. 1.8¢ for the Lexmark X646e MFP.¹

Spend less time waiting for output with HP.



Pay less for an HP LaserJet M4345 MFP when you compare apples to apples.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 Oct. 23, 2006. Actual prices may vary.