HP LaserJet M4345 MFP
vs. Xerox WorkCentre 4150

Make imaging and printing significantly easier for end-users and IT alike with the HP LaserJet M4345 MFP.
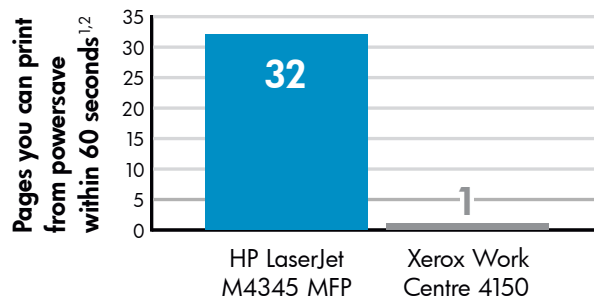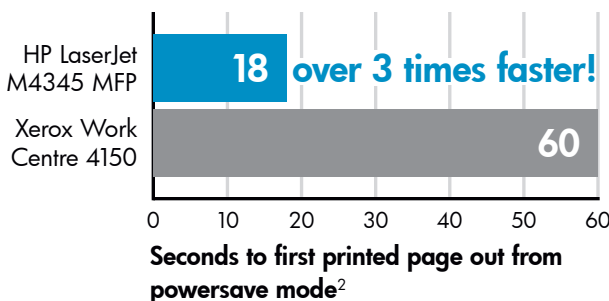
Look beyond the specs, price tags, and cost per page and it should be easy to see why the HP LaserJet M4345 MFP is a better choice for the distributed office than the Xerox WorkCentre 4150. Both devices deliver similar features and cost about the same to buy.[1] Both vendors even offer the same stated cost per page — 1.1¢.[1] But that's where the similarities end, because there are striking differences between these two devices. In addition to shipping with 80% more toner in the box (a value of $88 based on the cost of Xerox supplies),[1] HP delivers:

- Faster printing, copying, scanning, and digital sending
- Innovative integrated print cartridges that ensure reliable print quality throughout the device's life
- User-friendly MFPs designed for demanding workgroups with needs like multibin mailboxes
- Simplified, industry-leading management and troubleshooting
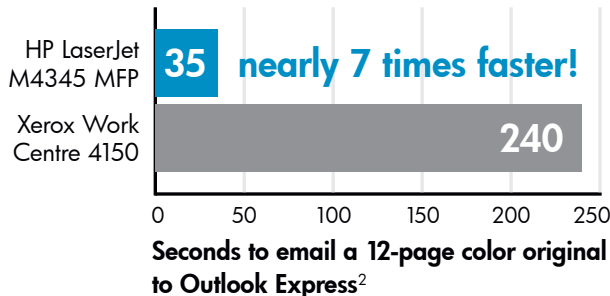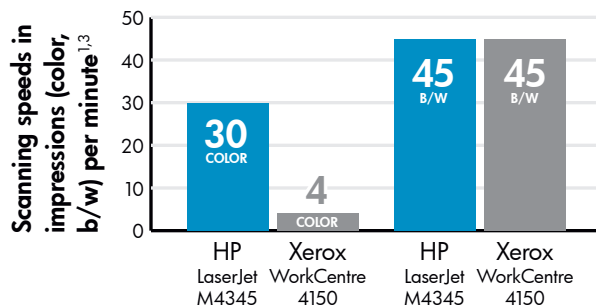- Quick, easy installation and cleanup

Print faster from powersave with HP.

Our Instant-on fusers radically reduce warm-up time and let HP users print many documents before the Xerox unit can finish warming up.

HP LaserJet M4345 MFP: **18** over 3 times faster!
Xerox Work Centre 4150: **60**

Seconds to first printed page out from powersave mode[2]

Pages you can print from powersave within 60 seconds[1,2]
HP LaserJet M4345 MFP: **32**
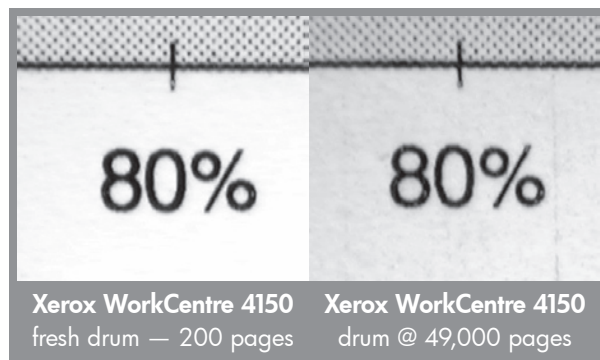Xerox Work Centre 4150: **1**

Scan and digital send documents faster with HP.

Although both MFPs offer color scanning and digital sending, HP users can accomplish either task nearly 7 times faster.

Scanning speeds in impressions (color, b/w) per minute[1,3]
HP LaserJet M4345: **30 COLOR**
Xerox WorkCentre 4150: **4 COLOR**
HP LaserJet M4345: **45 B/W**
Xerox WorkCentre 4150: **45 B/W**

HP LaserJet M4345 MFP: **35** nearly 7 times faster!
Xerox Work Centre 4150: **240**

Seconds to email a 12-page color original to Outlook Express[2]

Enjoy reliable print quality with HP.

HP's innovative integrated LaserJet print cartridges contain the toner, drum, developer, and charge roller, yielding consistently great print quality since you refresh the LaserJet M4345's imaging system every 18,000 pages when you replace its toner. Xerox WorkCentre 4150 toner cartridges don't include the drum, which only gets replaced every 55,000 pages and can lead to excessive background gray, vertical streaking, and poor toner adhesion on output. This approach also doubles the number of consumables Xerox users must order, store, and replace.

Xerox WorkCentre 4150
fresh drum — 200 pages

Xerox WorkCentre 4150
drum @ 49,000 pages

Get a more robust imaging system with HP.

Xerox WorkCentre 4150 users must be very careful when removing the toner cartridge or clearing paper jams since doing so exposes the photoconductive imaging drum, which can be irreparably damaged by sunlight, fingerprints, or any nicks or scratches and costs $279 to replace.[4] HP users can relax, because their device's imaging drum is fully protected within HP's innovative integrated LaserJet print cartridge.

HP LaserJet integrated print cartridge

Xerox WorkCentre 4150 imaging drum

Fulfill the needs of demanding workgroups in fast-paced office environments with HP.

The HP LaserJet M4345 MFP is designed for large workgroups printing documents for immediate use in fast-paced environments and offers many key features and options that are not available to Xerox WorkCentre 4150 users.

Does the device feature...[2]	HP LaserJet M4345 MFP	Xerox WorkCentre 4150
A multi-bin mailbox option?	Yes	No
Network scanning standard?	Yes	No
Greater maximum memory?	512 MB	384 MB
A faster processor?	533 MHz	400 MHz
802.1x, IPv6, and IPsec support?	Yes	No
More toner in the box?	18,000 pages	10,000 pages

Simplify installation and cleanup with HP.

Setting up the HP LaserJet M4345 MFP is super easy. No assembly is required — even on floor-standing models. With the Xerox WorkCentre 4150, installation is not so easy.

HP 4 steps

Xerox 56 steps

A BREEZE — With the HP LaserJet M4345xm and M4345xs MFPs, you simply roll the device off the palette using the ramps included in the box, install the print cartridge, connect the device to the network, and let HP Web Jetadmin auto configure it.

A PROJECT — Xerox WorkCentre 4150xf users must unpack and assemble 7 components, which can take several hours and yield a sizable pile of garbage. This can be especially problematic when you're deploying these MFPs throughout your organization.

Reduce management chores with HP.

HP Web Jetadmin outperforms Xerox CentreWare in several key areas that radically simplify MFP (and printer) management.

Does the vendor's peripherals-management solution let you...[2]	HP	Xerox
Auto group devices (place devices in correct groups based on predefined criteria)?	✓	⊘
Auto configure devices (push predetermined configurations to devices automatically)?	✓	⊘
Collectively configure unlike devices (true fleet management)?	✓	⊘
Discover devices connected directly to PCs on your network?	✓	⊘
View full-featured device-status pages (like front-panel displays, toner gauges, and capabilities listings)?	✓	⊘
Customize user profiles?	✓	⊘
Generate customizable, flexible reports (like trend reporting and forecasting)?	✓	⊘

1 Based on the manufacturers' published product specifications.
2 Based on HP internal testing.
3 Based on Buyers Laboratory test report.
4 Estimated street price based on March 2007 GAP data. Actual pricing may vary.

To learn more, visit www.hp.com

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