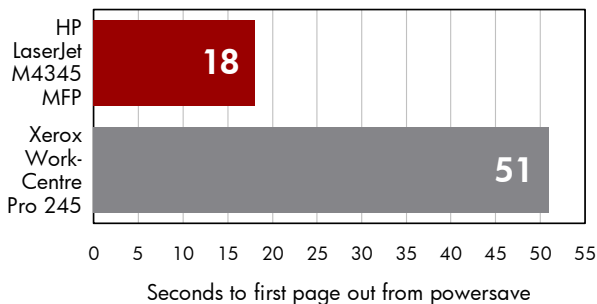


HP LaserJet M4345 MFP vs. Xerox WorkCentre Pro 245



Warm up faster from powersave with HP.²



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 18 seconds — nearly one-third the Xerox WorkCentre Pro 245's 51 seconds.² This advantage lets HP users print or copy up to 25 pages from powersave mode before the Xerox unit even finishes warming up. The HP LaserJet M4345 MFP also can offer better sustained performance. For instance, the HP LaserJet can copy a suite of 11 originals totaling 111 pages about 3% faster than the Xerox device despite the fact both MFPs are rated to print and copy 45 pages per minute.²

Reliable print quality — Like virtually all HP LaserJets, the HP LaserJet M4345 MFP employs integrated print cartridges that incorporate the toner supply, imaging drum, developer, 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 every 18,000 pages when you replace your HP LaserJet M4345 MFP's toner. The Xerox WorkCentre Pro 245's toner cartridges do not include the imaging drum or developer, which are separate consumables that only get replaced every 200,000 pages.¹ The Xerox unit's long-term print quality can be further compromised because users must take an extra measure of care when removing the toner cartridge since doing so exposes the photoconductive drum, which can be permanently damaged by sunlight, fingerprints, or any nicks or scratches. The HP LaserJet M4345 MFP's drum, on the other hand, is fully protected. Xerox's strategy also doubles the number of different consumables you have to install, order, and store.

Superior scanning functionality — The HP LaserJet M4345 MFP offers 24-bit color scanning standard. The Xerox WorkCentre Pro 245 does not support color scanning — even as an option.¹ In addition, some users may find the HP LaserJet M4345 MFP easier to comfortably use, because the Xerox WorkCentre Pro 245's glass height for copying and scanning is nearly three feet higher than HP's.²

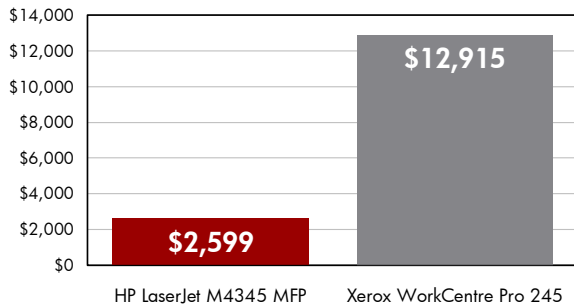
total cost of ownership:

Less expensive to acquire — With an estimated street price of \$12,915, the Xerox WorkCentre Pro can cost nearly five times more to purchase than the \$2,599 base model of the HP LaserJet M4345 MFP.³

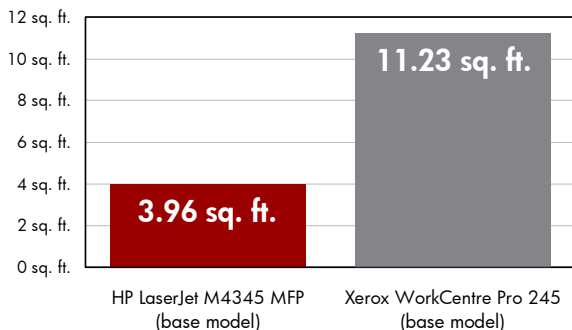
Great warranty — HP LaserJet MFPs have a 1-year, next-business-day, onsite warranty. The Xerox WorkCentre Pro 245 requires a service contract.

Compact design — The Xerox WorkCentre Pro 245's footprint is 11.23 square feet — nearly three times larger than the HP LaserJet M4345 MFP's 3.96 square feet.¹ The Xerox unit also weighs 279 lbs. — more than twice as much as the 118-lb. HP MFP.¹ And unlike the Xerox device, the HP LaserJet M4345 MFP also offers a true desktop version for unmatched versatility.

Pay less for stellar multifunctionality with HP.³



Free up valuable floor space with HP MFPs.¹



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. 7, 2006. Actual prices may vary.