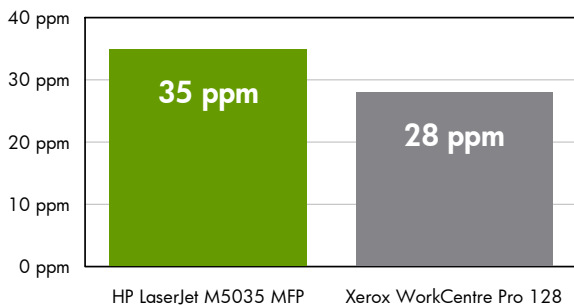


HP LaserJet M5035 MFP vs. Xerox WorkCentre Pro 128



Print and copy faster with HP LaserJet MFPs.¹



Significant differences between these devices could impact...

user productivity:

Faster performance — The HP LaserJet M5035 MFP's rated copy/print speed, 35 ppm, is 25% faster than the Xerox WorkCentre Pro 128's 28 ppm.¹ Likewise, the HP MFP boasts a faster scan speed — 35 monochrome images per minute vs. 28 ipm for Xerox.¹ HP users also enjoy a faster printed first-page-out time from ready mode — 10 seconds or less vs. 12 seconds for the Xerox. Better sustained performance is another big HP advantage, with the LaserJet M5035 MFP able to print a 21-file, 183-page suite in only 10 minutes — 21% faster than the 12.6 minutes it takes the Xerox device.²

Superior digital sending — The HP LaserJet M5035 MFP offers 24-bit color scanning standard. The Xerox WorkCentre Pro 128 does not support color scanning — even as an option.¹ The HP MFP also creates up to 37% smaller monochrome digital-send files than its Xerox counterpart.²

Reliable print quality — Like virtually all HP LaserJets, the HP LaserJet M5035 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 15,000 pages when you replace your HP LaserJet M5035 MFP's toner. Xerox WorkCentre Pro 128 toner cartridges don't include the drum or developer, which are separate consumables that only get replaced every 60,000 pages.¹ Xerox's strategy also doubles the number of different consumables you have to install, order, and store.

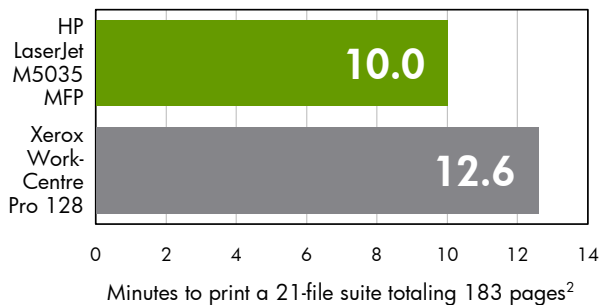
total cost of ownership:

Less expensive to acquire — The Xerox WorkCentre Pro 128's estimated street price is \$10,900 — more than three times the HP LaserJet M5035 MFP base model's \$3,499 price tag.³ And while all HP LaserJet MFPs are backed by a 1-year, next-business-day, onsite warranty, the Xerox WorkCentre Pro 128 requires a service agreement.

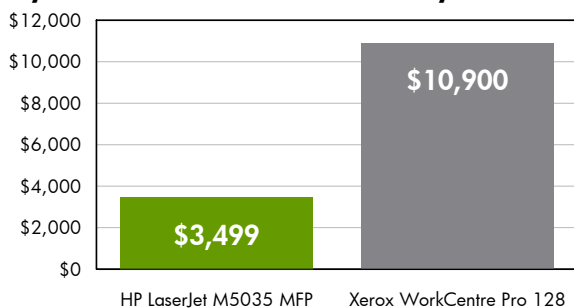
Advanced security features — The HP LaserJet M5035 MFP ships standard with several features that are either not available or are expensive upgrades on the Xerox WorkCentre Pro 128, including hard disk overwrite, extensive domain authentication, IP filtering, security management, and support for IPv6, IPsec, and SNMPv3.¹

Compact design — You can free up increasingly valuable real estate thanks to HP's more compact design. The base Xerox WorkCentre Pro 128 base consumes 4.5 square feet — 16% more floor space than the HP LaserJet M5035 MFP base model.¹ Plus the Xerox finisher, which is external to the WorkCentre Pro 128 when installed, more than doubles the device's overall footprint to 11.1 square feet — nearly twice the 5.9 square feet required by the HP LaserJet M5035x and M5035xs MFPs.¹ And while the HP MFP offers a true desktop version for unmatched versatility, its Xerox counterpart does not.

Spend less time waiting for output with HP.



Pay less for stellar multifunctionality 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. 7, 2006. Actual prices may vary.