

**DEVELOP**

Dynamic balance

# Competitive Encounter



**ineo<sup>+</sup> 25**

Version 1  
19.05.2011

## Introduction

With the “Competitive Encounter” for the ineo+ 25 sales representatives will get a helpful tool pointing out outstanding strengths to show the competitiveness of this new A4 colour device.

The specifications are weighted against each other and marked with traffic lights to indicate the weaknesses and disadvantages of the competitor’s systems.

 very poor / no support (of specification)

 poor support

 average support

 good support

 very good / full support

All judgements are based upon the colour MFP/AIO market.



## ineo+ 25

### A4 administrator in colour and b/w



Status: January 2011  
Version 1.1a



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## Canon i-SENSYS MF8350Cdn

### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm



### Highlights

- WUT – 23 seconds / 50sheet ADF
- Low TEC value – 1,0 kWh/week

### Disadvantages

- Low network security level – No IPsec, IPv6, Secure print, IPfiltering,...
- Only Canon UFR II LT (GDI / host based) printer language support
  - No PCL5e/6 or Postscript 3 available!
- No HDD available and therefore no job, overlay, forms, profile storing
  - Standard and max. RAM – 128MB
  - Papercapacity std. 300sheets (250 + 50) / max. 550sheets
    - Only Scan to PC (SMB), USB and TWAIN support
- MAC print only with GDI/ UFR II printer driver / No MAC network scan

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Canon iS MF8350Cdn	
	Copy/print speed BW/Col = 24 / 24	Copy/print speed BW/Col = 20 / 20	
	Scan to Email, SMB, FTP, USB, Twain	Only Scan to SMB, USB, Twain	
	Paper capacity up to 850sheets	Paper capacity max. 550sheets	
	Papertrays + duplex up to 210g/m <sup>2</sup>	Only Bypass up to 220g/m <sup>2</sup> simplex	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Std PCL5e/6, Postscript 3	Only UFR II LT (GDI), No PDL option	
	XPS print* support	XPS support not available	
	Ineo Controller CPU 800 MHz	No controller CPU / host based GDI	
	40GB HDD or CF card optional	Not available	
	Secure print functionality*	Not supported	
	Std. RAM 256MB / max. 768MB	Std. and max. 128MB RAM	
	Std. IPv6 / IPsec / SSL/TSL/ IP filter	Only IP/ MAC adress filtering	
	LDAP support	Not available	
	Print & Hold, Proof and Job storing*	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Bypass up to 100 sheets	Bypass up to 50 sheets	
	Separate toner cartridge and IU	Printcartridges (toner incl. drum)	
	Toner yield CMYK appr. 6k	Printcartridge yield CMY 2,9k / K 3,4k	
	IU yield up to 30k	Printcartridge yield CMY 2,9k / K 3,4k	
	35 sheet ADF / 50-110 g/m <sup>2</sup>	50 sheet ADF / 50-105 g/m <sup>2</sup>	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD or CF card		

## Canon iR C1021i

### Speed

A4 colour: 21 ppm

A4 bw: 21 ppm

Similar consumer AIO model:  
**i-Sensys MF9170 (only 512MB RAM  
but standard fax functionality)**

**iR C1021i EOL! (country specific)**



with optional papertray pedestal



### Highlights

- 3,5" colour display with scroll wheel (no touchscreen!)
  - Std. 768MB RAM / Std. RADF
- Card reader (SD, MS, CF) and two USB front interfaces standard
  - Std. searchable and compact PDF support
  - TEC value – 2,9kWh/week

### Disadvantages

- Low network security level – No IPsec, IPv6, Secure print, IPfiltering,...
  - Postscript 3 not available! Only PCL5c/6 and UFR II LT
    - Fax functionality optional ! (RSP: 285€+ tax)
- No HDD available and therefore no job, overlay, forms, profile storing
  - Max 200% Zoom / No LDAP support
- Basic price iR C1021i RSP 1350€ / i-Sensys MF9170 = RSP 1670€

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Canon iR C1021i	
	Copy/print speed BW/Col = 24 / 24	Copy/print speed BW/Col = 21 / 21	
	Scan speed bw/color 20/10 opm	Scan speed bw/color up to 19,7 opm	
	Postscript 3 standard	Postscript 3 not available	
	XPS print* support	XPS support not available	
	WUT 38 seconds	WUT 60 seconds	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	40GB HDD or CF card optional	Not available	
	Secure print functionality*	No -only via opt. Uniflow Man. SW	
	Std. papersize A6-A4 all trays	Std. papersize only A5-A4	
	Std. IPv6 / IPsec / SSL/TSL/ IP filter	Only IP/ MAC adress filtering	
	LDAP support	Not available	
	Up to 400% Zoom	Max 200% Zoom	
	Papertrays and duplex up to 210g/m <sup>2</sup>	Only Bypass up to 176g/m <sup>2</sup>	
	Controller CPU 800 MHz	Controller CPU 400MHz	
	Print & Hold, Proof and Job storing*	Not available	
	Opt. papertray and / or Copier Desk	Opt. papertray fixed with Copier Desk	
	Separate toner cartridge and IU	Printcartridges (toner incl. drum)	
	Toner yield CMYK appr. 6k	Printcartridge yield CMYK app. 6k	
	IU yield up to 30k	Printcartridge yield CMYK app. 6k	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD or CF card		

## Ricoh Aficio SP C232SF

### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm

### Successor of SP C222SF

or Ricoh Aficio SP 231SF:

only GDI (DDST) host printing and  
max. 128MB RAM



Picture with  
optional  
500sheet  
papertray.

### Highlights

- Small dimensions, weight and footprint
- Short paperpath

### Disadvantages

- Only one sheet Bypass tray
  - Max RAM 512MB
- Low Security level (only user restrictions and Secure print)
  - Only small 2 Line monochrome LCD
    - No XPS print support
  - No HDD or CF card option available
- No USB I/F for directprint or scan to USB



Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Ricoh SP C232SF	
	Copy/print speed BW/Col 24/24	Copy/print speed BW/Col 20/20	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 512 MB	
	4line monochrome LCD	Small 2line monochrome LCD	
	Std. paper capacity 350 sheets	Std. paper capacity 251 sheets	
	Max paper capacity 850 sheets	Max paper capacity 751 sheets	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Paperweight up to 160g/m <sup>2</sup>	
	Standard 100 sheet bypass tray	One sheet bypass tray	
	Security features – std. and opt.*	Only User restriction / Secure print	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	XPS support not available	
	Print&Hold, Proof and Job storing*	Not available	
	40GB HDD or CF card optional	Not available	
	Standard LDAP support	Not supported	
	Std. IPv6 / IPsec / SSL/TSL/ IP filter	Not supported	
	Controller CPU 800 MHz	Controller CPU 400MHz	
	Print authentication* available	Not available	
	Front USB interface / print* / scan	Not available	
	Separate toner cartridge and IU	All in One printcartridges	
	IU yield up to 30k	Printcartridges CMYK max 6k	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD or CF card		

## Kyocera FS-C1020MFP

### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm



Picture with optional 500sheet papertray.

### OEM of Ricoh SP C232SF

#### Highlights

- Small dimensions, weight and footprint
  - Short paperpath

#### Disadvantages

- Only one sheet Bypass tray
  - Max RAM 512MB
- Low Security level (only user restrictions and Secure print)
  - Only small 2 Line monochrome LCD
    - No XPS print support
  - No HDD or CF card option available
- No USB I/F for directprint or scan to USB

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Kyocera FS-C1020MFP	
	Copy/print speed BW/Col 24/24	Copy/print speed BW/Col 20/20	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 512 MB	
	4line monochrome LCD	Small 2line monochrome LCD	
	Std. paper capacity 350 sheets	Std. paper capacity 251 sheets	
	Max paper capacity 850 sheets	Max paper capacity 751 sheets	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Paperweight up to 160g/m <sup>2</sup>	
	Standard 100 sheet bypass tray	One sheet bypass tray	
	Security features – std. and opt.*	Only User restriction / Secure print	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	XPS support not available	
	Print&Hold, Proof and Job storing*	Not available	
	40GB HDD or CF card optional	Not available	
	Standard LDAP support	Not supported	
	Std. IPv6 / IPsec / SSL/TSL/ IP filter	Not supported	
	Ineo Controller CPU 800 MHz	Controller CPU 400MHz	
	Print authentication* available	Not available	
	Front USB interface / print* / scan	Not available	
	Separate toner cartridge and IU	All in One printcartridges	
	IU yield up to 30k	Printcartridges CMYK max 6k	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD or CF card		

## Xerox Phaser 6180 MFP/D

### Speed

A4 colour/print:	20 ppm
A4 bw/print:	30 ppm
A4 colour/copy:	7 ppm !!
A4 bw/copy:	20 ppm

similar to Lexmark X560DN

/D= Duplex version (std. without duplex)


















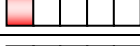

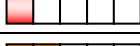

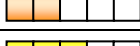

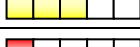

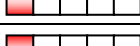

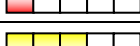



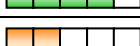







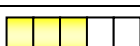
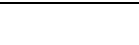
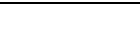
### Highlights

- BW print speed up to 30 ppm
- Higher std / max RAM – 384MB / 1,4GB
- Higher std / max paper capacity – 400 / 950 sheets
- Paperweight all trays up to 220gsm

### Disadvantages

- Slow 1 to1 copy mode in BW (20cpm) but extremely in Colour (7 cpm) due to scan speed
  - Scan speed 7 opm Colour and 20 opm BW
  - No HDD or CF card option and no XPS print support
    - Can not placed on std. desktop (Height)
- Due to the construction extreme high and uncomfortable ADF handling
  - No USB I/F for directprint or scan to USB

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Xerox Ph. 6180MFP/D	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 30/20 ppm	
	1:1 Copy speed BW/Color 20/10 cpm	1:1 Copy speed BW/Color 20/7 cpm	
	Scan speed BW/Color 20/10 opm	Scan speed BW/Color 20/7 opm	
	35 sheet ADF / 50-110 g/m <sup>2</sup>	50 sheet ADF / 50-120 g/m <sup>2</sup>	
	Ineo Controller CPU 800MHz	Controller CPU 400MHz	
	Ethernet 1000Base-T standard	Ethernet 1000Base-T optional	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	Not supported	
	40GB HDD or CF card optional	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	IPv6 / IPsec standard	IPv6 / IPsec optional available	
	LDAP support	Not available	
	Front USB interface / print* / scan	Not available	
	Separate toner cartridge and IU	All in One printcartridges	
	Toner yield CMY/ K appr. 6k / 6k	Printcartridges CMY /K max 6k/8k <sup>2</sup>	
	IU yield up to 30k	Printcartridges CMYK max 6k/8k <sup>2</sup>	
	Print & Hold, Proof and Job storing*	Not available	
	Opt. papertray and / or Copier Desk	Opt. papertray fixed with desk	
	FCOT bw/color - 11/16 seconds	FCOT bw/color - 11/20 seconds	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD	<sup>2</sup> = with High yield printcartridges (std. is CMY 2k/ K 3k)	

### HP CLJ CM2320fxi MFP

#### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm

**fxi** version **standard with duplex unit, second 250 sheet papertray** and memory card slot.  
**nf** version only upgradeable with optional 250 sheet tray. **Duplex unit is not optional available!**



HP CLJ CM2320nf



HP CLJ CM2320fxi

#### Highlights

- 2,4" tiltable colour LCD (no touchscreen! / Photo preview)
- fxi version includes second papertray (250sheets) and multi card reader
- LED Scanner unit with up to 1200dpi optical resolution

#### Disadvantages

- Std. Duplex unit only with fxi version (not available for nf version)
  - Standard / max RAM only 160MB / 416MB
  - Max. paper capacity 550 sheets
  - No HDD or CF card optional
- Low security level and no Security features optional
- Low printcartridges yield – CMY 2,8k and K max. 3,5k
  - No XPS, PPML, PDF 1.7 and no LDAP support
- Noise emission: 69dB during copying (vs. 53,5dB of ineo+ 25)

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	HP CM 2320fxi	
	Print/Copy speed BW/Color 24/24	Print/Copy speed BW/Color 20/20	
	Ineo Controller CPU 800 MHz	Shared System CPU 450MHz	
	Max. paper capacity 850 sheets	Max. paper capacity 550 sheets	
	Std/ max RAM 256 / 768 MB	Std / max RAM 160 / 416 MB	
	100sheet Bypass tray up to 210 g/m <sup>2</sup>	50sheet Bypass tray up to 176g/m <sup>2</sup>	
	Front USB I/F for scan and print*	Multi card reader for photo print only	
	Ethernet 1000Base-T standard	Ethernet 10/100BaseT standard	
	Addressbook up to 220 entries	Addressbook up to 120 entries	
	XPS print* support	Not supported	
	40GB HDD or CF card optional	Not available	
	Print&Hold, proof and job storing*	Not available	
	IPv6 / IPsec standard	IPv6 / IPsec not available	
	FCOT bw/ color – 11/16 seconds	FCOT bw/ color – 18/18 seconds	
	Papertrays and duplex up to 210g/m <sup>2</sup>	Papertrays 163g/m <sup>2</sup> / Bypass 176g/m <sup>2</sup>	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Separate toner cartridges and IU	All in One printcartridges	
	Toner yield CMYK 6k / IU up to 30k	Printcartridges CMY/ K 2,8k / 3,5k	
	LDAP support	Not available	
	35 sheet ADF / 50-110 g/m <sup>2</sup>	50 sheet ADF / 60-90 g/m <sup>2</sup>	
	Print authentication/ 1000 user*	Not available	
	Secure print functionality*	Not available	
	* = with optional HDD or CF card		

## Brother MFC 9840CDW

### Speed

A4 colour/print:	20 ppm
A4 bw/print:	20 ppm
A4 colour/copy:	16 ppm
A4 bw/copy:	16 ppm



### LED technology

#### Highlights

- Standard 50sheet RADF document feeder
  - USB Host and Pict Bridge support
- Standard Ethernet and integrated WLAN server

#### Disadvantages

- Slow duplex copy and print speed – 7ppm (3,5 sheets/min)
  - Very long paperpath especially in duplex mode
- Uncomfortable and difficult handling in case of paperjam (rear and front)
  - Standard RAM only 128MB and max RAM 640MB
- Only 50sheet bypass tray up to 163g/m<sup>2</sup> / other papertrays max. 105g/m<sup>2</sup>
  - Duplex paperweight only 60 – 105 g/m<sup>2</sup>
    - No HDD or CF card option



Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Brother MFC 9840CDW	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 20/20 ppm	
	Copy speed BW/Colour 24/24 cpm	Copy speed BW/Colour 16/16 cpm	
	Up to 100% Duplex print speed	Duplex print/copy speed 7 ppm	
	Duplex paperweight up to 210g/m <sup>2</sup>	Duplex paperweight max. 105g/m <sup>2</sup>	
	Std/ max RAM 256 / 768 MB	Std / max RAM 128 / 640 MB	
	Controller CPU 800MHz	Controller CPU 300MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100BaseT standard	
	XPS print* support	XPS support not available	
	40GB HDD or CF card optional	Not available	
	Print&Hold, proof and job storing*	Not available	
	IPv6 / IPsec standard	IPsec not available	
	WUT – 38 seconds	WUT – 39 seconds	
	Std./ max. papercapacity 350 / 850	Std./ max. papercapacity 300 / 800	
	Very easy fusing unit handling	Fusing/ P.jam at system rear side	
	Transfer belt life time 100k	Transfer belt life time 50k	
	Toner yield CMY/ K appr. 6k / 6k	Toner yield CMY /K appr. 4k/5k <sup>2</sup>	
	IU yield CMYK up to 30k	Drum Unit Life time CMYK 17k	
	Separate IU per colour available	Only 4in1 drum unit for all / CMYK	
	Print authentication* / 1000 user	Print authentication max 25 user	
	MyTab driver functionality	Not supported	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 2k / K 3k)	

## Brother MFC 9460CDN / 9465CDN

### Speed

A4 colour: 24 ppm

A4 bw: 24 ppm

**NEW! 01/2010**

LED technology

MFC 9460CDN with 35sheet ADF

MFC 9465CDN with 35sheet DADF and standard 256MB RAM



### Highlights

- Standard 35sheet Dual-CIS One-Pass duplex ADF (only MFC 9465CDN)
  - Optical scan resolution via glas platen up to 2400x1200dpi
    - TEC value 1,9 kWh/week
  - Max. papersize 216x406mm via Bypass tray

### Disadvantages

- Slow duplex copy and print speed – 14ppm (7 sheets/min)
  - No LDAP support
- Uncomfortable and difficult handling in case of paperjam (rear and front)
  - Standard RAM only 128MB and max RAM 384MB
- Only 50sheet bypass tray up to 163g/m<sup>2</sup> / other papertrays max. 105g/m<sup>2</sup>
  - Duplex paperweight only 60 – 105 g/m<sup>2</sup>
    - No HDD or CF card option

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Brother MFC 9460CDN	
	35 sheet ADF / 35 – 110 g/m <sup>2</sup>	35 sheet ADF or Dual DADF model	
	FCOT bw/color – 11/16 seconds	FCOT bw/color – 19/21 seconds	
	Up to 100% Duplex print speed	Duplex print/copy speed 14 ppm	
	Duplex paperweight up to 210g/m <sup>2</sup>	Duplex paperweight max. 105g/m <sup>2</sup>	
	Std/ max RAM 256 / 768 MB	Std / max RAM 128 / 384 MB	
	Controller CPU 800MHz	Controller CPU 400MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100BaseT standard	
	XPS print* support	XPS support not available	
	40GB HDD or CF card optional	Not available	
	Print&Hold, proof and job storing*	Not available	
	IPv6 / IPsec standard	IPsec not available	
	LDAP support	Not available	
	Std./ max. papercapacity 350 / 850	Std./ max. papercapacity 300 / 800	
	Very easy fusing unit handling	Fusing/ P.jam at system rear side	
	Transfer belt life time 100k	Transfer belt life time 50k	
	Toner yield CMY/ K appr. 6k / 6k	Toner yield CMY / K appr. 3,5k / 4k <sup>2</sup>	
	IU yield CMYK up to 30k	Drum Unit Life time CMYK 25k	
	Separate IU per colour available	Only 4in1 drum unit for all / CMYK	
	Print authentication* / 1000 user	Print authentication max 25 user	
	MyTab driver functionality	Not supported	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 1,5k / K 2,5k)	

## Brother MFC 9970CDW

### Speed

A4 colour: 28 ppm

A4 bw: 28 ppm

**NEW!** 02/2010

SRP 1100€

LED technology


















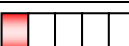

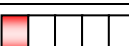



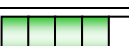



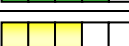







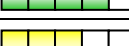



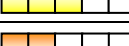




### Highlights

- Standard 50sheet Dual-CIS One-Pass duplex ADF
  - 5inch color touchscreen display
  - BW/Color Speed up to 28cpm
  - Standard WLAN support

### Disadvantages

- Slow duplex copy and print speed – 14ppm (7 sheets/min)
  - No HDD or CF card option
- Uncomfortable and difficult handling in case of paperjam (rear and front)
  - Max. RAM 512MB / System CPU 400MHz
  - Only 50sheet bypass tray up to 163g/m<sup>2</sup> paperweight
- Standard and optional papertray max. 105g/m<sup>2</sup> paperweight
  - Duplex paperweight only 60 – 105 g/m<sup>2</sup>

Why is the  
ineo+ 25  
a better solution?

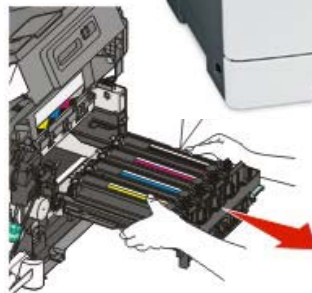
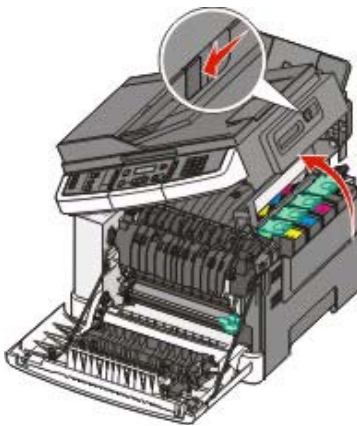
	ineo+ 25	Brother MFC 9970CDW	
	35 sheet ADF / 35 – 110 g/m <sup>2</sup>	50sheet ADF or Dual DADF model	
	Up to 100% Duplex print speed	Duplex print/copy speed 14 ppm	
	Duplex paperweight up to 210g/m <sup>2</sup>	Duplex paperweight max. 105g/m <sup>2</sup>	
	Std/ max RAM 256 / 768 MB	Std / max RAM 256 / 512 MB	
	Controller CPU 800MHz	Controller CPU 400MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100BaseT standard	
	XPS print* support	XPS support not available	
	40GB HDD or CF card optional	Not available	
	Print&Hold, proof and job storing*	Not available	
	IPsec standard	IPsec not available	
	LDAP support	LDAP support	
	Std./ max. papercapacity 350 / 850	Std./ max. papercapacity 300 / 800	
	Very easy fusing unit handling	Fusing/ P.jam at system rear side	
	Transfer belt life time 100k	Transfer belt life time 50k	
	Toner yield CMY/ K appr. 6k / 6k	Toner yield CMY / K appr. 6k / 6k <sup>2</sup>	
	IU yield CMYK up to 30k	Drum Unit Life time CMYK 25k	
	Separate IU per colour available	Only 4in1 drum unit for all / CMYK	
	Print authentication* / 1000 user	Print authentication max 25 user	
	MyTab driver functionality	Not supported	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	FCOT bw/color – 11/16 seconds	FCOT bw/color – 19/21 seconds	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 1,5k / K 2,5k)	

## Lexmark X544DN

### Speed

A4 colour: 23 ppm

A4 bw: 23 ppm



### Highlights

- Standard 50sheet RADF / CCD scanner unit
  - Price aggressive / low price
- Optional 650sheet two way papertray – 550sheet + 100sheet bypass tray

### Disadvantages

- Standard paper capacity 251sheets (250+1)
  - Very low standard RAM – 128MB
- Standard only with single sheet bypass tray (100sheet bypass optional)
- Inconvenient handling for the Output tray at the rear side of the system
  - Only small 2line monochrome LCD
  - No HDD option and no XPS support

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Lexmark X544DN	
	4line backlite monochrome LCD	2line backlite monochrome LCD	
	Ineo Controller CPU 800 MHz	Shared System CPU 500MHz	
	Std. paper capacity 350 sheets	Std. paper capacity 251 sheets	
	Std. Bypass tray 100 sheets	Std. only single sheet bypass tray	
	40GB HDD or CF card optional	Only CF card / font card option	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 128MB / 640MB	
	Ethernet 1000Base-T standard	Std. 10/100Base-T / Gigabit optional	
	Scan speed bw/color 20/10 opm	Scan speed bw/color 10/10 opm	
	XPS print* support	Not supported	
	IPsec standard	Not available	
	100% Duplex speed up to 24ppm	Duplex speed up to 12ppm	
	Secure print* function	Not available	
	LDAP support	Not available	
	Toner yield CMY / K appr. 6k/ 6k	Toner yield CMY / K max 4 / 6k <sup>2</sup>	
	IU yield CMYK up to 30k	IU/ Print unit life time 30k	
	Job storing*	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Print authentication* - 1000 user	Not available	
	Easy user installation of RAM/HDD	6 screws and complete rear cover	
	Papertrays and duplex up to 210g/m <sup>2</sup>	Max paperweight 176g/m <sup>2</sup>	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield toner (standard is CMY 2k / K 2,5k)	

## Lexmark X560DN

### Speed

A4 colour/print: 20 ppm

A4 bw/print: 30 ppm

A4 colour/1to1copy: 7 ppm

A4 bw/1to1copy: 20 ppm

**OEM of Xerox Phaser 6180MFP/D**

(with higher toner yield than Xerox!)



### Highlights
















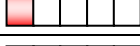

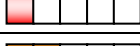

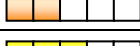

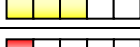

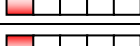

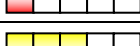

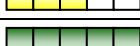

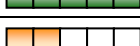







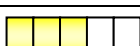
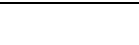
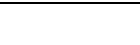
- BW print speed up to 30 ppm
- Higher std / max RAM – 384MB / 1,4GB
- Higher std / max paper capacity – 400 / 950 sheets
  - Paperweight all trays up to 220gsm
  - Optional 10k High yield toner available

### Disadvantages

- Slow 1 to1 copy mode in BW (20cpm) but extremely in Colour (7 cpm)
  - Scan speed 7 opm Colour and 20 opm BW
  - No HDD or CF card option and no XPS print support
  - Cannot be placed on std. desktop (Height)
- Due to the construction extreme high and uncomfortable ADF handling
  - No USB I/F for directprint or scan to USB



Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Lexmark X560DN	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 30/20 ppm	
	1:1 Copy speed BW/Color 20/10 cpm	1:1 Copy speed BW/Color 20/7 cpm	
	Scan speed BW/Color 20/10 opm	Scan speed BW/Color 20/7 opm	
	35 sheet ADF / 35-110 g/m <sup>2</sup>	50 sheet ADF / 50-120 g/m <sup>2</sup>	
	Ineo Controller CPU 800MHz	Shared System CPU 400MHz	
	Ethernet 1000Base-T standard	Ethernet 1000Base-T optional	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	Not supported	
	40GB HDD or CF card optional	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	IPv6 / IPsec standard	IPv6 / IPsec optional available	
	LDAP support	Not available	
	Front USB interface / print* / scan	Not available	
	Separate toner cartridge and IU	All in One printcartridges	
	Toner yield CMYK appr. 6k	Printcartridges CMYK max 10k <sup>2</sup>	
	IU yield up to 30k	Printcartridges CMYK max 10k <sup>2</sup>	
	Print & Hold, Proof and Job storing*	Not available	
	Opt. papertray and / or Copier Desk	Opt. papertray fixed with desk	
	FCOT bw/color - 11/16 seconds	FCOT bw/color - 11/20 seconds	
	Ineo HD biomass polymer. toner	Pulverised toner	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 4k / K 5k)	

## OKI MC 351dn / 361dn

### Speed

A4 colour: 22 ppm

A4 bw: 24 ppm

New! 11/2010

LED print and scan technology

**351dn**: 3 in 1 (copy, print, scan)

**361dn**: 4 in 1 (fax included)

SRP 650€ / 750€



### Highlights

- Standard 50sheet RADF
  - TEC – 3,1 kWh/week / Sleep mode 1,5 Watt
- A5 Duplex support / Banner printing 215x1320mm
  - Fast FPOT – BW 8,5sec. / Color 9sec.
- Scan Speed BW/Color – 30opm / 20opm + XPS scan format support

### Disadvantages

- WUT – 60 seconds
- Around 50% duplex productivity BW and Colour
- No HDD or CF option
- No Secure print, No proof, hold or job storing functionality
- Lower toner / transferbelt / IU and fusing unit life time

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	OKI MC 361dn	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 24/22 ppm	
	100% Duplex continuous print speed	50% Duplex continuous print speed	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Papertrays / Duplex up to 176g/m <sup>2</sup>	
	WUT 38 seconds	WUT 60 seconds	
	Ineo Controller CPU 800MHz	Shared System CPU 533MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	Not supported	
	40GB HDD or CF card optional	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Print&Hold, proof and job storing*	Not available	
	Secure print* function	Not available	
	Print authentication* - 1000 user	Not available	
	Transfer belt + Fusing unit 100k	Transfer belt + Fusing unit 60k	
	Toner yield CMYK appr. 6k	Toner yield CMY / K appr. 2k / 3,5k	
	IU yield up to 30k	IU yield up to 20k	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 768 MB	
	MyTab driver functionality	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	Std./ max. papercapacity 350 / 850	Std./ max. papercapacity 350 / 880	
	Separate IU per colour available	Only 4in1 drum unit for all / CMYK	
	* = with optional HDD or CF card		

### OKI MC 561dn

#### Speed

A4 colour: 26 ppm

A4 bw: 30 ppm

NEW 10/2010

LED print and scan technology

SRP 922€




















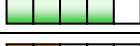

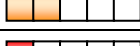



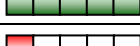

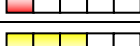








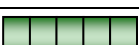







#### Highlights

- Standard 50sheet RADF / Std. 4GB SDHC card
- A5 Duplex support / Banner printing 215x1200mm
  - Fast FPOT – BW 7,5sec. / Color 8sec.
- Scan Speed BW/Color – 30opm / 20opm + XPS scan format support

#### Disadvantages

- WUT – 60 seconds
- Around 50% duplex productivity BW and Colour
- No HDD option ( but std. 4GB SDHC or optional 16GB SDHC card)
  - No proof or job storing functionality
- Lower toner / transferbelt / IU and fusing unit life time
  - Shared Controller/System CPU 533MHz

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	OKI MC 561dn	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 30/26 ppm	
	100% Duplex continuous print speed	50% Duplex continuous print speed	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Papertrays / Duplex up to 176g/m <sup>2</sup>	
	WUT 38 seconds	WUT 60 seconds	
	Ineo Controller CPU 800MHz	Shared System CPU 533MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	Addressbook up to 220 entries	Addressbook max 100 entries	
	XPS print* support	Not supported	
	40GB HDD or CF card optional	Std. 4GB SDHC / 16GB SDHC option	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Print&Hold, proof and job storing*	Not available	
	Secure print* function	Secure print function	
	Print authentication* - 1000 user	Not available	
	Transfer belt + Fusing unit 100k	Transfer belt + Fusing unit 60k	
	Toner yield CMYK appr. 6k	Toner yield CMY / K appr. 5k / 5k <sup>2</sup>	
	IU yield up to 30k	IU yield up to 20k	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 768 MB	
	MyTab driver functionality	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	Std./ max. papercapacity 350 / 850	Std./ max. papercapacity 350 / 880	
	Separate IU per colour available	Only 4in1 drum unit for all / CMYK	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 2k / K 3,5k)	

## Samsung CLX 6220FX

### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm

Successor of  
CLX 6210FX (EOL) or  
DELL 2145cn (OEM model/ EOL)



### Highlights

- Standard 50sheet RADF
- Copy resolution up to 1200x1200dpi
- Instant fusing technology (Samsung says: No Warm Up time needed)

### Disadvantages

- Very low Scan speed – BW up to 4ipm and Color up to 2ipm (300dpi)
  - FPOT BW/Color - 24 seconds / FCOT BW/Color - 28 seconds
- Only 40% Duplex productivity / Shared System CPU 300MHz
  - No HDD or CF card option
- Papertrays and Duplex paperweight support only 60 – 105 g/m<sup>2</sup>
- 100sheet Bypass only up 105g/m<sup>2</sup> / 106 - 220g/m<sup>2</sup> only One by One tray!
  - Print cartridge system (toner include drum)
- No XPS print / No PPML / No Secure Print / No Auto trapping

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Samsung CLX 6220FX	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 20/20 ppm	
	100% Duplex continuous print speed	40% Duplex continuous print speed	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Papertrays / Duplex up to 105g/m <sup>2</sup>	
	WUT 38 seconds	NA!? “Instant fusing” technology	
	Ineo Controller CPU 800MHz	Shared System CPU 360MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	FCOT bw/color - 11/16 seconds	FCOT bw/color - 28 seconds	
	FPOT bw/color - 16 seconds	FPOT bw/color - 24 seconds	
	40GB HDD or CF card optional	Not available	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Print&Hold, proof and job storing*	Not available	
	Secure print* function	Not supported	
	Print authentication* - 1000 user	Not available	
	XPS print* support	Not supported	
	Scan speed BW/Color 20/10 opm	Scan speed BW/Color 4 / 2 ipm (?!)	
	Transfer belt yield 100k	Transfer belt yield 50k	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 512 MB	
	MyTab driver functionality	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	Separate toner cartridge and IU	All in One printcartridges	
	Toner yield CMYK appr. 6k / IU 30k	Printcartridges CMY / K appr. 4k / 5k <sup>2</sup>	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 2k / K 2,5k)	

## Samsung CLX 6250FX

### Speed

A4 colour: 24 ppm

A4 bw: 24 ppm

or **CLX 6220FX** :

only 20ppm bw/colour, Std/max RAM  
256/512MB. No HDD option.



### Highlights

- 160GB HDD optional (for job storing, spool, print time schedule)
  - “Instant Fusing” technology / Samsung say: No WUT
    - 700MHz CPU / WLAN optional

### Disadvantages

- Std. print cartridge yield CMY 2k / K 2,5k (High yield CMY 4k / K 5k)
- Very low Scan speed – BW up to 4ipm and Color up to 2ipm (300dpi) !!
  - FPOT BW/Color - 17 seconds / FCOT BW/Color - 24 seconds
  - Papertrays and Duplex paperweight support only 60 – 105 g/m<sup>2</sup>
- 100sheet Bypass only up 105g/m<sup>2</sup> / 106 - 220g/m<sup>2</sup> only One by One tray!
  - Print cartridge system (toner include drum)
  - No XPS print / No PPML / No Auto trapping



Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Samsung CLX 6250FX	
	Print speed BW/Colour 24/24 ppm	Print speed BW/Colour 24/24 ppm	
	100% Duplex continuous print speed	40% Duplex continuous print speed	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Papertrays / Duplex up to 105g/m <sup>2</sup>	
	WUT 38 seconds	NA!? “Instant fusing” technology	
	Ineo Controller CPU 800MHz	Shared System CPU 700MHz	
	Ethernet 1000Base-T standard	Ethernet 10/100Base-T standard	
	FCOT bw/color - 11/16 seconds	FCOT bw/color - 24 seconds	
	FPOT bw/color - 16 seconds	FPOT bw/color - 17 seconds	
	40GB HDD or CF card optional	160GB HDD optional	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Print&Hold, proof and job storing*	Print&Hold, proof and job storing*	
	Secure print* function	Secure print* function	
	Print authentication* - 1000 user	Not available	
	XPS print* support	Not supported	
	Scan speed BW/Color 20/10 opm	Scan speed BW/Color 4 / 2 ipm (?!)	
	Transfer belt yield 100k	Transfer belt yield 50k	
	Std / Max RAM 256MB / 768MB	Std / Max RAM 256MB / 768 MB	
	MyTab driver functionality	Not supported	
	Ineo HD biomass polymer. toner	Pulverised toner	
	Separate toner cartridge and IU	All in One printcartridges	
	Toner yield CMYK appr. 6k / IU 30k	Printcartridges CMY / K appr. 4k / 5k <sup>2</sup>	
	* = with optional HDD or CF card	<sup>2</sup> = with High yield printcartridges (standard is CMY 2k / K 2,5k)	

### Panasonic KX- MC6020 / - MC6260

#### Speed

A4 colour: 20 ppm

A4 bw: 20 ppm



Differences MC6020 / MC6260:

2line mono LCD / 3,6"colour LCD

No card reader / SD card reader

- / Preview for fax and SD card

Both with only 1k start toner units!










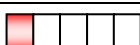




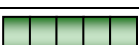




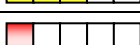

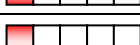

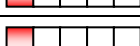
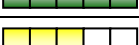
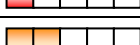


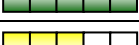

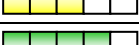
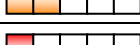

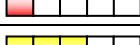





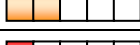

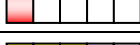
#### Highlights

- 3,6" colour LCD (with preview) with KX-MC6260
- Standard SD card reader slot (only KX-MC6260)

#### Disadvantages

- Duplex unit always optional
- Standard and max RAM only 192MB
- ADF paperweight only 60 – 80g/m<sup>2</sup>
  - No HDD or CF card optional
- Controller standard **GDI**, PCL5e/6 (Postscript 3 not available)
- Standard toner yield – CMY 2k, K 2,5k / High yield toner CMYK 4k
  - Standard only one papertray / no bypasstray available!

Why is the  
ineo+ 25  
a better solution?

	ineo+ 25	Panasonic KX-MC6020	
	Copy/ Print speed 24/24 ppm	Copy/ Print speed 20/20 ppm	
	Duplex unit standard	Duplex unit optional	
	Std/max paper capacity 350/ 850	Std/max paper capacity 250/ 750	
	Std/ max RAM 256 / 768 MB	Std / max RAM 192 MB	
	Std. Bypass tray 100 sheets	No Bypass tray available	
	Front USB interface scan / print*	Front SD card reader (only MC6260)	
	Ethernet 1000Base-T standard	Ethernet 10/100BaseT standard	
	Std. PCL, PS and XPS* support	Only GDI and PCL / No Postscript	
	XPS print* support	XPS support not available	
	40GB HDD or CF card optional	Not available	
	Print&Hold, proof and job storing*	Not available	
	Secure print functionality*	Not available	
	ADF paperweight 50 – 110 g/m <sup>2</sup>	ADF paperweight 60 - 80g/m <sup>2</sup>	
	Std. Auto trapping, PPML, PDF 1.7	Not supported	
	Paper output capacity 150 sheets	Paper output capacity 100 sheets	
	LDAP support	Not available	
	Papertrays / Duplex up to 210g/m <sup>2</sup>	Papertrays / Duplex up to 165g/m <sup>2</sup>	
	IU yield CMYK up to 30k	IU/ Drum unit yield up to CMYK 10k	
	Toner yield CMYK appr. 6k	Toner yield CMYK appr. 4k <sup>2</sup>	
	Print authentication/ 1000 user*	Not available	
	Ineo Controller CPU 800MHz	Shared System CPU 450MHz	
	* = with optional HDD or CF card	<sup>2</sup> = with high yield toner kit (standard toner kit CMY 2k, K 2,5k)	

## **Top Sales arguments**

### **ineo+ 25 Sales Arguments vs. Competitors**

**Ineo 5.5 controller technology with standard PCL, PS and XPS\***

**Ineo HD polymerised toner with biomass for excellent print and copy colour quality / + Ozone free Charge Roller**

**Desktop allrounder, Compact design, small footprint, lightweight**

**Thick paperweight support (60 to 210g/m<sup>2</sup>) for simplex and duplex**

**Fast FCOT / High copy, print and duplex performance / productivity**

**40GB HDD option (or CF card adaptor) enables additional features**

**PDF, XPS, JPEG, TIFF Direct Print\* + USB front I/F for print / scan**

**User print authentication, secure print, print & hold and proof print\***

**Print output permission function / Ineo Remote Care monitoring**

**Energy Star and Blue Angel certified / 100% duplex productivity**

**IPsec, SSL/TSL, IPv6, IPfiltering, LDAP, IEEE802.1x, HDD encryption**

**Standard Auto Trapping, Black over Print, PPML, PDF 1.7, MyTab**

\* = with optional HDD or CF card







**Note!**

Since changes in technical features are the order of the day in the world of digital copiers and printing technology, please note that the technical data provided in this material was issued in May 2011. We reserve the right to make changes to the technical design. Specifications refer to maximum performance under standard conditions. No guarantee is provided in relation to any of the data supplied.

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