



Upgrade your aging printer fleet with Dell and help boost your organization's productivity

Make your team more productive.

In business, cost and efficiency matter, and chances are, if your printer is more than five years old, your team is not working as efficiently as it could be. Worse still, your printing costs are likely higher than they should be. However, you've put off upgrading because you don't have time to figure out the best way to optimize your fleet.

With the help of BLI's team of analysts, Dell Inc. reviewed the data and crunched the numbers in order to help make your fleet of printers faster, more efficient and more cost effective.

Productivity-boosting and cost-saving benefits of today's Dell printers:

- ✓ **Faster Speeds:** Today's printers are markedly faster than previous models, both for long- and short-run jobs and when coming out of sleep mode.
- ✓ **Better Features:** New Dell printers give you higher paper, memory and toner capacities to keep you productive with fewer interruptions. They also include advanced mobile device connectivity and cloud features to increase collaboration and boost worker productivity.
- ✓ **Device Consolidation:** Multifunction printers not only save space by combining the functionality of three devices into one machine, they also reduce costs and supplies required.
- ✓ **Environmental Benefits:** New Dell printers use advanced toner formulation and quick fusing to help lower power consumption (which also helps you save on your electricity bill).
- ✓ **Lower Cost of Ownership:** Today's Dell devices have lower upfront costs and use higher-yield consumables, including long-life drums that lower printing costs and reduce waste, so you'll see significant savings by upgrading. Not only that, but newer devices are more reliable than an aging device fleet, which mean less downtime for service to replace worn parts on your old printers. And because Dell's standard warranty also includes the cost of a replacement fuser, you'll realize even more savings over the life of the device.

1. Increase productivity

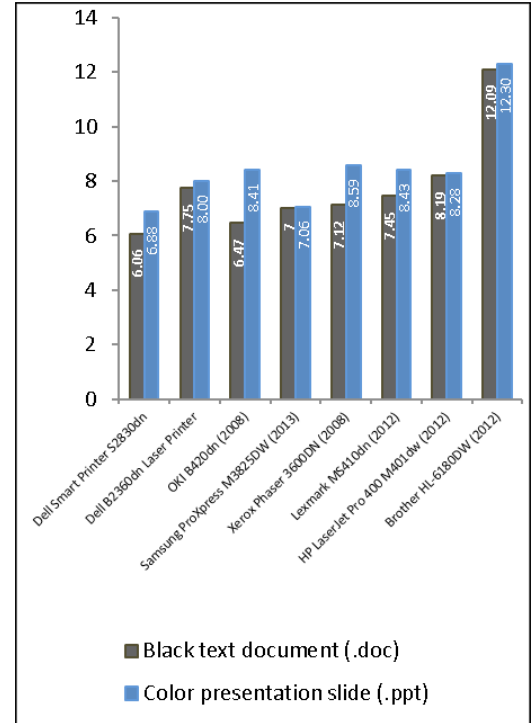
Dell's newest printers offer faster rated speeds than their previous models and take less time to warm up and print from sleep mode. Since many typical office environments only print at certain times throughout the day, printers spend the bulk of the day in sleep mode, making fast warm-up times critical to worker productivity. Here are just a few examples of how Dell models have advanced in recent years:

♦ Faster speeds for common job types:

Research has shown that the most common print jobs in the office are four or fewer pages in length; add in the fact that printers generally sit idle for most of the day¹ and you can see why fast first-print times, especially from sleep mode, increase office productivity. Dell's new generation printers are designed to warm up faster, so you can get your pages and get on with your day. As shown in the example here, not only is the S2830dn faster than the previous-generation model when printing a single page, but also faster than many competing models.

¹ Data from InfoTrends March 2007 primary research study "Office Printer Use." Details on the Typical Office Print Job: "The median number of pages in a print job is four, and over 60% of users print an average of 5 pages or less per document. In addition, over 60% of business users reported printing these documents fewer than eleven times per day. As a result, the typical respondent prints about once an hour, but almost 40% print less than 6 times per day (or about once every two hours)."

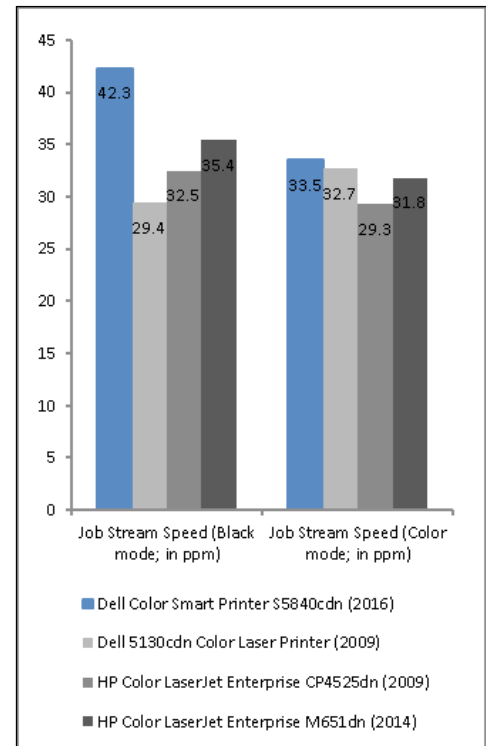
*Based on BLI lab testing of all models and reprinted with permission. First-print time in seconds indicates the time it took to process, image and deliver a single-page test document to the output tray. Units were tested using the PCL driver. The stopwatch begins as the technician selects "Print" in the driver; timing ends when the trailing edge of the page exits the device.



♦ Faster speeds for multiuser environments:

BLI's job stream test simulates peak activity trends in an office workgroup, such as multiple users sending jobs to the printer at the same time. In previous generation models, situations like these would cause printers to lag and leave people waiting for their jobs at the busiest times of the day. New generation printers are designed to handle this heavy traffic without slowdowns, keeping your office productive no matter how many employees are printing at once.

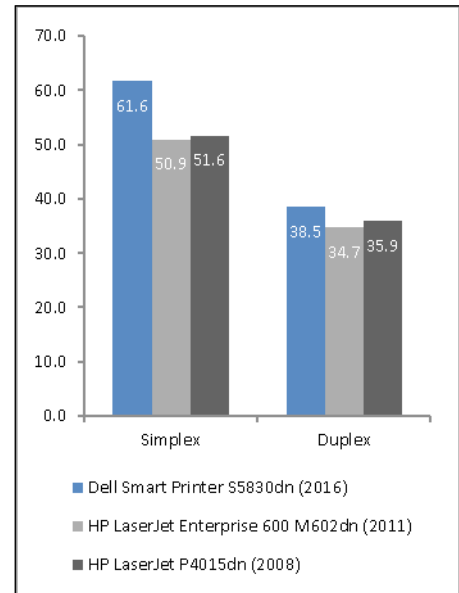
*Data from BLI Lab Testing of all models and reprinted with permission. BLI's job stream includes Word documents, Outlook email messages, Excel spreadsheets, PowerPoint, HTML and Acrobat PDF files, totaling 19 pages. This test simulates the type of traffic a typical device might experience in a real-world, multi-user environment. All of the files are sent to the device as a group, at which time the stopwatch begins; timing ends when the last page of the last file exits the device.



♦ Faster speeds for peak volumes:

For those busy periods when your office has higher volume needs, Dell is a better choice than previous generation competitors. When printing 200 pages in simplex and duplex modes, Dell's current generation model proved significantly faster than competing models from the past.

*Based on BLI lab testing of all models and reprinted with permission. Units were tested using the PCL driver. The stopwatch begins as the technician selects "Print" in the driver; timing ends when the trailing edge of the last page exits the device.



2. Increase efficiency and simplify collaboration

Dell's newest generation of printers include more advanced features that let users collaborate and share information, quickly and easily, thanks to mobile device and cloud integration software.

Gone are the days when you have to print copies of a report to share them with your team, mark up hardcopy documents and then edit the electronic file before printing and sharing again. With Dell Document Hub, you can scan hardcopy documents to popular cloud services, like Box.net, Dropbox, Evernote, Google Drive, Microsoft OneDrive and Microsoft SharePoint Online. Then you can access, edit and share the documents through the services, making collaborating with your team nearly effortless. With a single set of login credentials at the MFP, users can scan the document to any of the cloud services associated with their Dell Document Hub accounts. Thanks to its complete feature set and ease of use, Dell Document Hub has been named the Outstanding MFP Connector Solution in BLI's Summer 2014 Pick awards.



Dell Inc.
Document Hub 1
Outstanding MFP Connector Solution

"We have seen the future of MFP-based document-capture apps, and it looks a lot like Dell Document Hub. The solution lets users scan documents to a wide array of cloud services. And in BLI's tests, it delivered excellent OCR accuracy when converting files to Microsoft Office formats."

*Jamie Bsales, BLI Director of
Office Workflow Software Analysis*

Dell Document Hub supports scanning to static file formats (PDF, JPG, and TIFF) and the optional OCR processing service lets users select from an excellent range of searchable/editable file formats (searchable PDF, encrypted PDF, DOC, DOCX, PPTX, RTF, XLS, and XLSX). Since the OCR processing occurs in the cloud, no additional desktop or server software is needed to convert your hardcopy documents to searchable, editable files.

3. Save space and reduce storage and power requirements through consolidation

By consolidating separate printers, scanners and fax machines into a single, compact device, you'll not only save money on the purchase price, you'll save space on the device footprint and you'll need to keep fewer supplies on hand. Your electric bill will be lower, too, since you'll only have to power one device instead of three.

\$399.99
30-ppm color
print/copy/scan/fax



With a Dell MFP, you'll have only one set of supplies to keep on hand and one device to service and maintain. With a separate printer, fax and scanner, you'll have three different sets of supplies to manage and you'll end up using more electricity.

\$948.98
for all three



\$449.99
28-ppm color
printer

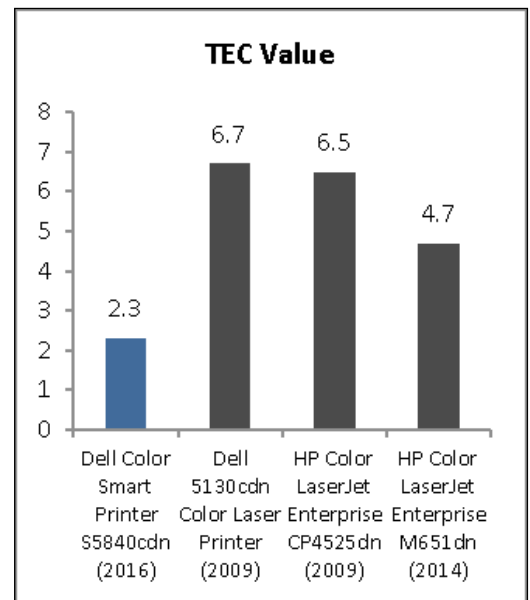
\$199.99
21-ppm fax
machine

\$299
25-ppm color
scanner

4. Reduce your environmental impact and lower costs

One way to determine the environmental impact of your printing equipment is to look at the Typical Electricity Consumption (TEC) value. TEC value, measured in kilowatt-hours, indicates electricity used over a one-week period of normal use. A lower TEC value means better energy efficiency, a smaller carbon footprint and a lower electric bill.

As fusing and toner technology advances, the amount of heat and power required to create images on pages decreases, translating to lower electricity costs and less environmental impact compared to previous generation models. Today's devices are faster, more compact and use significantly less energy than models five years ago.



	Dell Color Smart Printer S5840cdn	Dell 5130cdn Color Laser Printer	HP Color LaserJet Enterprise CP4525dn	HP Color LaserJet Enterprise M651dn
Domestic Intro Date	May 2016	November 2009	November 2009	April 2014
Speed (Mono/Color)	50 ppm/50 ppm	47 ppm/47 ppm	42 ppm/42 ppm	45 ppm/45 ppm
Energy Used in Power Save Mode	< 3W	75W	19W	8.5W
Energy Used in Ready Mode	60W	130W	72W	67W
TEC Value	2.3KWh	6.7KWh	6.5KWh	4.7KWh
Percent in crease in power consumption versus newest Dell model	--	191.30%	182.61%	104.35%

	Dell Smart Printer S2830dn	HP LaserJet Pro 400 M401dn	Brother HL-5450DN	OKI B411dn
Domestic Intro Date	May 2016	June 2012	June 2012	June 2010
Speed	40 ppm	35 ppm	40 ppm	35 ppm
TEC Value	1.8KWh	2.08KWh	2.481KWh	2.6KWh
Percent in crease in power onsumption versus newest Dell model	--	15.56%	37.83%	44.44%

Another aspect of printing that affects your environmental footprint is the amount of empty toner cartridges that have to be recycled or disposed. Generally speaking, a higher yield cartridge reduces cost per page, decreases the frequency of intervention and can reduce the amount of packaging waste to be disposed. Looking at rated toner yield for previous generation competitors versus Dell's newest line of printers, it's easy to see how Dell technology can contribute to less waste.

	Dell Smart Printer S5830dn	HP LaserJet Enterprise 600 M602dn	HP LaserJet P4015dn
Street Price	\$999.99	\$1,199	\$1,479
Domestic Intro Date	May 2016	November 2011	May 2008
Speed	63 ppm	52 ppm	52 ppm
Rated Toner Yield	45,000 pages	24,000 pages	24,000 pages

	Dell Smart Printer S2830dn	HP LaserJet Pro 400 M401dn	Lexmark MS310dn
Street Price	\$279.99	\$399	\$249
Domestic Intro Date	May 2016	June 2012	October 2012
Speed	40 ppm	35 ppm	35 ppm
Rated Toner Yield	8,500 pages	6,900 pages	5,000 pages

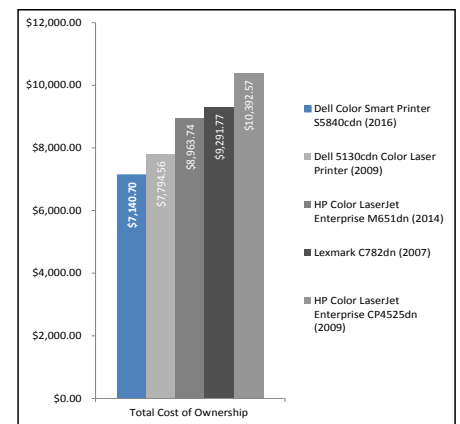
5. Save more over the life of the device

Upfront cost is only part of the story when it comes to a printer's total cost of ownership. You also need to consider average page volumes, cost per page and frequency of interventions (downtime). As printer components age, regular wear and tear means your fleet is not operating at peak efficiency. Worn components can lead to slowdowns, misfeeds and even increased service requirements, which all increase costs for your business.

Because Dell's newest generation of printers deliver lower costs and higher yield consumables, you immediately see a lower cost of printing when comparing today's devices to previous generation models. And when you add in the lower power consumption and increased uptime, and it's easy to see how upgrading to Dell's newest models can save you money. In fact, based on average monthly volumes, the examples below show how new Dell devices can save your business hundreds or even thousands of dollars over the life of your printer.

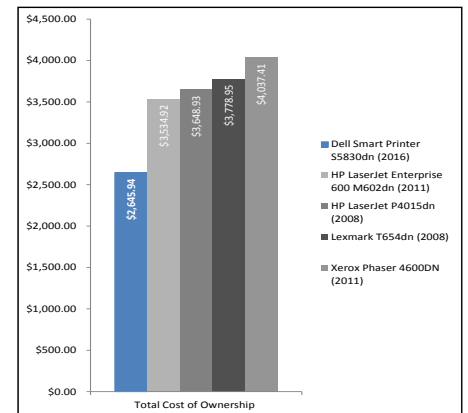
	Dell Color Smart Printer S5840cdn (2016)	Dell 5130cdn Color Laser Printer (2009)	HP Color LaserJet Enterprise M651dn (2014)	Lexmark C782dn (2007)	HP Color LaserJet Enterprise CP4525dn (2009)
Total Cost of Ownership	\$7,140.70	\$7,794.56	\$8,963.74	\$9,291.77	\$10,392.57
Hardware Price	\$999.99	\$999.99	\$1,599.99	\$1,599.00	\$1,439.00
Supplies	\$6,140.71	\$6,794.57	\$7,363.75	\$7,692.77	\$8,953.57

TCO calculated using BLI's TCO Calculator for 5,000 pages per month over three years (assumes 40% color and 60% black pages). The pricing included in this Total Cost of Ownership is provided from the manufacturer/distributor or obtained from the manufacturer's/distributor's website. Pricing is to be used as a comparative price estimate and may not represent the prevailing price of the unit, accessories and supplies/consumables in a particular location on any particular day. Results from using Calculate Total Cost of Ownership are not intended to be, and should not be construed as purchasing advice or relied upon for final purchase decisions.



	Dell Smart Printer S5830dn (2016)	HP LaserJet Enterprise 600 M602dn (2011)	HP LaserJet P4015dn (2008)	Lexmark T654dn (2008)	Xerox Phaser 4600DN (2011)
Total Cost of Ownership	\$2,645.94	\$3,534.92	\$3,648.93	\$3,778.95	\$4,037.41
Hardware Price	\$999.99	\$1,199.00	\$1,479.00	\$1,449.00	\$1,349.00
Supplies	\$1,645.95	\$2,335.92	\$2,169.93	\$2,329.95	\$2,688.41

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Buyers Lab LLC (BLI) was commissioned by Dell Inc. to compile this competitive comparison paper. Information herein is based on BLI's extensive database of document imaging products and software specifications, as well as hands-on testing of hardware and software in BLI's lab and is reprinted with permission.