

Kyocera FS-3920DN vs. Xerox Phaser 3600DN



FS-3920DN Quick Facts

- 42 pages per minute
- Standard network and duplex
- USB host printing supports printing directly from a portable USB memory device
- Maximum 2,500 sheet paper capacity
- Recommended monthly volume 2,000-25,000 pages
- Kyocera technology
- Low Total Cost of Ownership

The FS-3920DN Advantage vs. Xerox Phaser 3600DN

- Save 65% on the cost per page
- Higher paper capacity
- More paper handling options
- Higher maximum memory options and Faster CPU for increased performance

Kyocera Technology

Kyocera's advanced technology uses long life components that do not require frequent replacement, which saves both parts and associated service costs. Fewer replacement parts also means less waste and fewer parts that require maintenance or disposal. Low energy use also contributes to the eco-friendly attributes of ECOSYS printers.

The Consumables Factor

The FS-3920DN is the printer of choice for reducing operation and maintenance costs. In our calculations, the FS-3920DN has a cost per page of just over half a cent (\$.0054) compared to \$.0157 for the Xerox Phaser 3600DN (see charts below). This represents a 65% per page savings for your business.

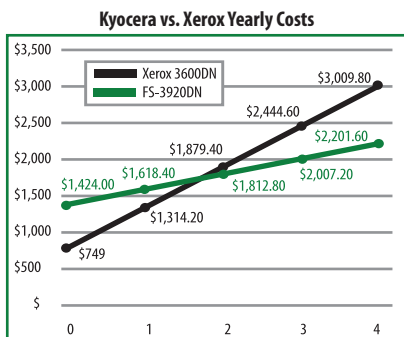
High Paper Capacity

With a standard paper capacity of 600 sheets, the FS-3920DN can expand to 2,100 sheets from up to 5 paper sources, compared to Xerox's maximum paper capacity of 1,100 sheets from 3 sources. The FS-3920DN also has an optional envelope feeder and a 2,000 sheet bulk feeder, which expands paper capacity to 2,500 sheets for added flexibility.

Increase Performance

The FS-3920DN offers higher total expansion memory (up to 1152MB vs. 512MB for the Xerox printer). The FS-3920DN also uses a 33% faster 600MHZ CPU versus a 400MHZ CPU for the Xerox Phaser 3600DN for increased performance.

Competitive Comparison	FS-3920DN	Xerox Phaser 3600DN
Paper Handling: Standard / Maximum	Standard 600 Sheets, Upgradable to 2,500 Sheets	Standard 600 Sheets, Upgradable to 1,100 Sheets
Optional Paper Handling	Envelope Feeder, 2,000 Sheet Bulk Feeder, 500 Sheet Paper Drawer	500 Sheet Paper Drawer
Printer Memory: Standard / Maximum	Standard 128MB, Upgradable to 1152MB	Standard 128MB, Upgradable to 512MB



FS-3920DN	Yield Pages	Price (MSRP)	Cost Per Page	TCO* First Year 36,000	TCO* Fourth Year 144,000
Black Toner	15,000	\$ 81.00	\$.0054	\$ 194.40	\$ 777.60
Machine Price				\$ 1,424.00	\$ 1,424.00
Total Cost of Ownership				\$ 1,618.40	\$ 2,201.60

Xerox Phaser 3600DN	Yield Pages	Price (MSRP)	Cost Per Page	TCO* First Year 36,000	TCO* Fourth Year 144,000
Black Toner	14,000	\$ 219.99	\$.0157	\$ 565.20	\$ 2,260.80
Machine Price				\$ 749.00	\$ 749.00
Total Cost of Ownership				\$ 1,314.20	\$ 3,009.80

*TCO costs calculated for 3,000 pages per month for high yield toner and machine. Yield ratings in accordance with ISO 19752. Your actual results may vary. All prices in dollars and MSRP as noted. Prices as of 3-2-09.