

## Kyocera FS-4020DN vs. HP LaserJet P4014n



### 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-4020DN is the printer of choice for reducing operation and maintenance costs. In our calculations, the FS-4020DN has a cost per page of less than half a cent (\$.0042) compared to \$.0173 for the LaserJet P4014n (see charts below). This represents a 75% per page savings for your business. Additionally, the FS-4020DN toner container yield of 20,000 pages is twice the capacity of the LaserJet P4014n, so customers will be replacing the toner in the Kyocera printer half as often.

### Paper Handling

The FS-4020DN was designed with paper saving duplex as a standard feature. With the LaserJet P4014n, the duplex unit is not embedded and requires additional assembly. The FS-4020DN offers an optional 2,000 sheet bulk feeder which is 25% larger than the HP bulk feeder at 1,500 sheets.

### Increase Performance and Network Security

The FS-4020DN offers higher total expansion memory (up to 1152MB vs. 640MB for HP) for increased performance. The FS-4020DN also supports IPv6 and IPSec as standard features for increased Network Security.

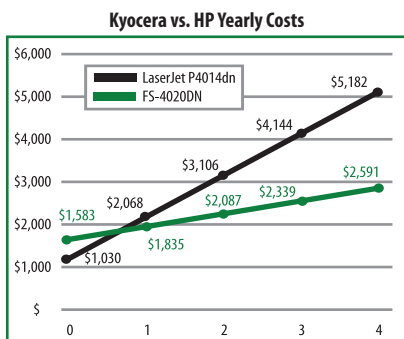
### FS-4020DN Quick Facts

- 47 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 2,000-30,000 pages
- Kyocera technology
- Low Total Cost of Ownership

### The FS-4020DN Advantage vs. HP LaserJet P4014n

- Save 75% on the cost per page
- Standard duplex configuration
- Two times the toner capacity
- Higher recommended and maximum monthly print volumes
- Higher levels of standard network security
- Faster CPU speed
- Increased maximum RAM

Competitive Comparison	FS-4020DN	LaserJet P4014n
Maximum Monthly Print Volume	250,000 Pages	175,000 Pages
Recommended Monthly Print Volume	2,000-30,000 Pages	3,000-12,000 Pages
Printer Memory: Standard / Maximum	Standard 128MB, Upgradable to 1152MB	Standard 128MB, Upgradable to 640MB
Toner Capacity	20,000 Pages	10,000 Pages



FS-4020DN	Yield Pages	Price (MSRP)	Cost Per Page	TCO* First Year 60,000	TCO* Fourth Year 240,000
Black Toner	20,000	\$ 84.00	\$.0042	\$ 252.00	\$ 1,008.00
Machine Price				\$ 1,583.00	\$ 1,583.00
<b>Total Cost of Ownership</b>				<b>\$ 1,835.00</b>	<b>\$ 2,591.00</b>

LaserJet P4014n (duplex bundle)	Yield Pages	Price (Web Price)	Cost Per Page	TCO* First Year 60,000	TCO* Fourth Year 240,000
Black Toner	10,000	\$ 172.99	\$.0173	\$ 1,038.00	\$ 4,152.00
Machine Price				\$ 1,029.99	\$ 1,029.99
<b>Total Cost of Ownership</b>				<b>\$ 2,067.99</b>	<b>\$ 5,181.99</b>

\*TCO costs calculated for 5,000 pages per month for toner and machine. Yield ratings in accordance with ISO 19752. Your actual results may vary. All prices in dollars and MSRP/Web as noted. Prices as of 3-9-09.

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