



LASER PRINTERS

The Evolution of Printing Solutions



	<i>Kyocera Mita</i>	<i>HP</i>	<i>Lexmark</i>
Model	FS-4000DN	HP 4250n	T642n
MSRP	\$1,676.00	\$1,249.00	\$999.00
Print Volume per Month	10,000	10,000	10,000
Length of Term	36	36	36
Warranty Cost (per Unit)	499	349	539.99
Number of Units	300	300	300
Toner Cost	\$92.00	\$223.99	\$330.00
Toner Yield @ 5%	20000	20000	21000
Toner Coverage (%)	7%	7%	7%
Toner Yield @ % above	14285	14285	15000
Toner Cartridges Used	25	25	24
Term Toner Cost	\$2,300.00	\$5,599.75	\$7,920.00
Maintenance Kit Cost	\$599.00	\$299.99	\$379.99
Maintenance Kit Interval	300000	200000	300000
Maintenance Kits Used	1	1	1
Term Maintenance Kit(s) Cost	\$599.00	\$299.99	\$379.99
End of Term Print Volume	360,000	360,000	360,000
CPP - Unit	\$0.0047	\$0.0035	\$0.0028
CPP - Toner	\$0.0064	\$0.0156	\$0.0220
CPP - Maintenance Kit	\$0.0017	\$0.0008	\$0.0011
CPP - Warranty	\$0.0014	\$0.0010	\$0.0015
CPP (including Unit, Toner, MK, Warranty)	\$0.01409	\$0.02083	\$0.02733
TCO per Unit	\$5,074.00	\$7,497.74	\$9,838.98
TCO	\$1,522,200.00	\$2,249,322.00	\$2,951,694.00
<i>Ecosys</i> Savings		32.33%	48.43%

