



# Show your customers the value of business inkjets

Illustrate the benefits of new HP Officejet Pro Printers and AiOs



## HP Officejet Pro Printers and MFPs

- Officejet Pro 8100 ePrinter
- Officejet Pro 8600 Series e-All-in-Ones
- Officejet Pro 200 Series e-All-in-One and ePrinter
- Officejet Pro X Series MFPs and Printers

## Three quick reasons to choose

### HP Officejet Pro

1. Professional colour printing for up to 50% lower cost than laser
2. Leading productivity features and ease of use
3. Environmental breakthroughs

## Why HP Officejet Pro printers?

### 1. Professional colour printing for up to 50% lower cost than laser<sup>1</sup>

• **Low cost of printing** – Up to 50% lower cost per page and energy use than competitive colour lasers<sup>1,2</sup> and pigment inks that are water, smear, highlighter and fade resistant,<sup>3,4</sup> plus high-capacity options—some, like the HP 970XL black ink cartridge, that yield significantly more pages than comparably priced laser cartridges.<sup>5</sup>

• **HP quality and reliability** – Print professional-quality documents and photos, plus choose recommended monthly page volumes (RMPVs) of up to 250 to 4200 pages per month, depending on model.

### 2. Leading productivity features and ease of use

• **Easy security and manageability features** – Proactively manage and remotely monitor status with distributed enterprise-level security and management features that can be easily integrated into existing IT infrastructure. Get easy-to-use tools and services like HP Web Jetadmin<sup>6</sup> and Managed Print Services (available on all models). The Officejet Pro 200 and Officejet Pro X series also offer Universal Print Driver<sup>7</sup> and expanded WJA support.

• **Fast print speeds<sup>8</sup>** – The Officejet Pro 8100 and 8600 series print up to 20 ppm black, 16 ppm colour (18/13 for the 8600 base model). The Officejet Pro 200 series prints up to 20 ppm black, 15 ppm colour and the Officejet Pro X series features groundbreaking HP PageWide Technology, for blazing speeds of up to 70 ppm (in general office mode).

• **Leading productivity features and ease of use** – Automatic 2-sided printing, plus scanning, copying and faxing (AiO/MFP only); large touchscreens; print from mobile devices like the new Samsung Galaxy S4 smartphone and HP Slate7 Tablet, HP ePrint,<sup>9</sup> AirPrint<sup>10</sup> and HP wireless direct<sup>11</sup> (Officejet Pro 8600, Officejet Pro 200 and Officejet Pro X series).

• **Less intervention** – Replace cartridges less often with high-capacity cartridges that don't dry out and print up to 9200 pages black and 6600 pages colour,<sup>12</sup> and optional paper trays for input capacity up to 1050 pages (Officejet Pro X series).

• **Outstanding serviceability** – Expand and extend your standard warranty with HP Care Pack Services, including Next Business Day Onsite Repair, Next Business Day Onsite Exchange (assisted and unassisted) and more. Enhance your standard warranty with optional HP Care Pack Services. Our range of support services provide you peace of mind at predictable costs – so you can focus on what you care about.

### 3. Environmental breakthroughs

HP Officejet Pro X series printers and MFPs use up to 50% less energy<sup>18</sup> and produce up to 50% less supplies waste<sup>19</sup> compared to colour laser printers. Automatic two-sided printing on every model creates an opportunity to save paper. And Officejet Pro X printers meet some of the most rigorous eco-labelling requirements in the world.

# Play 1: Business Decision Makers (BDMs)

HP Officejet Pro series delivers professional-quality colour for up to half the printing cost of colour lasers.<sup>1</sup> While Officejet Pro X series provides breakthrough new ink technology that enables high-quality prints up to twice as fast as comparably priced lasers.<sup>15</sup> And thanks to HP pigment inks, both deliver prints that resist water, highlighter smear and fading.<sup>3,4</sup>



## Top things BDMs want:

**Cost savings** – they seek ways to save, including energy savings, paper economy with two-sided printing, and quality prints for up to half the cost per page of colour lasers<sup>1</sup>

**Quality and reliability** – they want professional-quality, water-, smear- and fade-resistant<sup>3,4</sup> prints that can last decades<sup>4</sup>

**Productivity** – they look for quicker ways to work, like fast print speeds, easy-to-use touchscreens, wireless printing, and advanced features like scan to email

**Serviceability** – they need easy setup and use, and reliable service options to minimise downtime and keep business moving

## Discovery questions

- Would you like to save up to half the cost of printing? Have you ever considered using inkjet printers – which can considerably lower printing costs – in your office?
- Would you like fast, reliable printers that produce professional-quality prints that are water-, smear- and fade-resistant<sup>3,4</sup> and come with easy-to-use features like touchscreens and wireless printing?
- Would any of your employees like to print documents or images while they're away from the office and have prints ready when they get back?
- Would you like to print two-sided marketing materials like flyers, brochures and more in house?

## Proof points

- Get print costs up to 50% lower than competitive colour lasers<sup>1,2</sup>
- Print professional-quality water-, smear- and fade-resistant<sup>3,4</sup> documents that maintain quality for decades<sup>4</sup>
- Choose a printer that offers economical XL cartridges, uses up to 50% less energy than colour lasers<sup>2</sup> and fewer supplies and packaging than lasers<sup>16</sup>
- Expect HP reliability and durability. Choose from HP Care Pack offerings to make maintenance easier and enjoy peace of mind
- Save time with productivity-enhancing features like large touchscreens and business apps<sup>17</sup>

## Officejet Pro series key features



**Print professional colour for up to 50% lower cost per page than competitive lasers<sup>1</sup>**



**Conserve resources without sacrificing performance** with these ENERGY STAR<sup>®</sup> qualified devices that use up to 50% less energy than comparable lasers<sup>2</sup>



**Print more with economical individual XL ink cartridges**



**Create vivid, durable, professional prints** that are water-, highlighter-, smear- and fade-resistant<sup>3,4</sup> with HP pigment inks



**Simplify office tasks** with features like touchscreens, business apps,<sup>17</sup> card slots and automatic 2-sided printing



**Connect and print—at the office or on the go** with HP mobile print solutions (HP ePrint,<sup>9</sup> AirPrint,<sup>10</sup> HP wireless direct<sup>11</sup>)



**Easily manage your device** with features like HP Web Jetadmin,<sup>6</sup> HP Embedded Web Server and the HP Universal Print Driver<sup>7</sup> (Officejet Pro 200 and Officejet Pro X series feature expanded WJA and UPD support)



**Enhance your standard warranty with optional HP Care Pack Services.** Our range of support services provide you peace of mind at predictable costs – so you can focus on what you care about.

# Play 2: IT Decision Makers (ITDMs)

Show IT administrators ways to cut costs and find easier ways to integrate business inkjets into their printer fleets with HP Officejet Pro printers. IT decision makers will take notice when they learn the quality, reliability, manageability, security and cost savings these printers and AiOs/MFPs offer. The new Officejet Pro 200 and Officejet Pro X models come with HP fleet management features previously only seen on HP LaserJet models.



## Top things ITDMs want:

**Quality and reliability** – they want professional-quality-, water-, highlighter-, smear-, and fade-resistant<sup>3,4</sup> prints that can last decades<sup>4</sup>

**Manageability** – they need to deploy and manage the printer anywhere using existing office resources

**Security** – they want enterprise-compatible security features

**Serviceability** – they seek reliable service options to minimise downtime and keep business moving

**Cost savings** – they seek ways to save, including energy savings, paper economy with two-sided printing, and quality prints for up to half the cost per page of colour lasers<sup>1</sup>

## Discovery questions

- Does your office have printing devices shared by up to 15 people?
- Does managing your printers take valuable time away from other important IT tasks?
- Would you like to add new cost-efficient, small-footprint printers with innovative management, security and productivity-enhancing features?
- Would you like considerably lower printing costs? Have you ever considered purchasing inkjet printers – which can save you up to half the cost of printing compared to lasers?<sup>1</sup>

## Proof points

- Benefit from HP manageability features normally found only on HP LaserJet printers
- Print water-, highlighter-, smear-, and fade-resistant<sup>3,4</sup> documents that maintain quality for decades<sup>4</sup>
- Experience world-record breaking print speeds<sup>13</sup> and best-in-class cost per page,<sup>14</sup> print capacity and energy efficiency<sup>2</sup> with HP Officejet Pro X models
- Get print costs up to 50% lower than competitive colour lasers<sup>1,2</sup>
- Expect HP reliability and durability. Choose from HP Care Pack offerings to make maintenance easier and enjoy peace of mind

## Officejet Pro series key features



**Easily manage your device** with features like HP Web Jetadmin,<sup>6</sup> HP Embedded Web Server and the HP Universal Print Driver<sup>7</sup> (Officejet Pro 200 and Officejet Pro X series feature expanded WJA and UPD support)



**Connect and print—at the office or on the go** with HP mobile print solutions (HP ePrint,<sup>9</sup> AirPrint,<sup>10</sup> HP wireless direct<sup>11</sup>)



**Enhance security with built-in features** (Officejet Pro 200 and Officejet Pro X models)



**Enhance your standard warranty with optional HP Care Pack Services.** Our range of support services provide you peace of mind at predictable costs – so you can focus on what you care about.



**Print professional colour for up to 50% lower cost per page than competitive lasers<sup>1</sup>**



**Print more with economical individual XL ink cartridges**



**Conserve resources without sacrificing performance** with these ENERGY STAR<sup>®</sup> qualified devices that use up to 50% less energy than comparable lasers<sup>2</sup>

## Step up features



### OJ Pro 8600 eAiO series and 8100 ePrinter

Perfect for small offices and work teams



### OJ Pro 276dw MFP and 251dw Printer

Add advanced IT management features



### OJ Pro X 476/576 MFPs and X 451/551 Printers

Get breakthrough speeds and a lower cost per page

<b>Recommended users</b>	1 – 5 users	1 – 5 users	<b>3 – 15 users</b>
<b>Recommended monthly page volume</b>	250 – 1,250 pages per month	250 – 1,500 pages per month	<b>500 – 2,800 to 750 – 4,200 pages per month</b>
<b>IT management features</b>	<ul style="list-style-type: none"> <li>• HP Web Jetadmin support<sup>6</sup></li> <li>• HP Embedded Web Server (EWS)</li> <li>• PCL 3</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Expanded HP Web Jetadmin support<sup>6</sup></b></li> <li>• <b>Universal Print Driver (UPD)<sup>7</sup></b></li> <li>• Managed Print Services</li> <li>• HP Embedded Web Server (EWS)</li> <li>• <b>Distributed Enterprise Management: PCL 5c, PCL 6, PS3, PDF</b></li> </ul>	<ul style="list-style-type: none"> <li>• Expanded HP Web Jetadmin support<sup>6</sup></li> <li>• Universal Print Driver (UPD)<sup>7</sup></li> <li>• Managed Print Services</li> <li>• HP Embedded Web Server (EWS)</li> <li>• Distributed Enterprise Management: PCL 5c, PCL 6, PS3, PDF</li> </ul>
<b>Print speeds/pages per minute (ISO) black/colour<sup>8</sup></b>	Up to 18/13 (8600 base model); up to 20/16 (8100, 8600 Plus)	Up to 20/15	<b>Up to 36/36 to 42/42 (ISO); 55 to 70 (general office mode)</b>
<b>Estimated cost per page: black/colour<sup>1</sup></b>	€ 0.014/€ 0.064	€ 0.014/€ 0.064	<b>€0.012/€0.060</b>
<b>XL ink page yield Black/Colour</b>	2300/1500 (HP 950/951 inks)	2300/1500 (HP 950/951 inks)	<b>9200/6600 (HP 970/971 inks)</b>
<b>Standard input</b>	250 sheets (500 sheets with 8600 Premium or optional 250-sheet tray)	<b>250 sheets (500 sheets with optional 250-sheet tray)</b>	<b>550 sheets (1050 sheets with optional 500-sheet tray)</b>
<b>Standard connectivity</b>	<ul style="list-style-type: none"> <li>• USB</li> <li>• Ethernet</li> <li>• 802.11b/g/n</li> <li>• HP wireless direct<sup>11</sup></li> </ul>	<ul style="list-style-type: none"> <li>• USB</li> <li>• Ethernet</li> <li>• 802.11b/g/n</li> <li>• HP wireless direct<sup>11</sup></li> <li>• <b>Print from / scan to USB drives</b></li> </ul>	<ul style="list-style-type: none"> <li>• USB</li> <li>• Ethernet</li> <li>• 802.11b/g/n *</li> <li>• HP wireless direct<sup>11*</sup></li> <li>• Print from / scan to USB drives (*wireless available on X451dw, X476dw, X551dw and X576dw models)</li> </ul>
<b>Security features</b>	<ul style="list-style-type: none"> <li>• Firewall (network security)</li> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols, HP wireless direct,<sup>11</sup> ePrint,<sup>9</sup> apps</li> </ul>	<ul style="list-style-type: none"> <li>• Firewall (network security)</li> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• <b>Integrate into HP's Imaging and Printing Security Center</b></li> <li>• Enable/Disable USB host, protocols, HP wireless direct,<sup>11</sup> ePrint,<sup>9</sup> apps, certificates</li> <li>• <b>802.1x wireless authentication</b></li> </ul>	<ul style="list-style-type: none"> <li>• Firewall (network security)</li> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Integrate into HP's Imaging and Printing Security Center</li> <li>• Enable/Disable USB host, protocols, HP wireless direct,<sup>11</sup> ePrint,<sup>9</sup> apps, certificates</li> <li>• <b>802.1x wired and wireless authentication (select models)</b></li> </ul>

# SMB/Enterprise Printing – Recommendation Guide



No



Consider HP LaserJet mono printers and MFPs

**1** Our team wants to print in colour

**2** We print an average of

250–1,500 pages per month (1–5 users)

750–2,800 pages per month (about 3–10 users)

2,800–4,200 pages per month (about 6–15 users)

4,200+ pages per month (more than 15 users)

Need advanced manageability, security, third-party solutions and/or digitised workflows



**3** We only need to print



HP recommends:  
**HP Officejet Pro 251dw**  
**HP Officejet Pro 8100**  
**HP Officejet Pro 6100**  
 HP alternative:  
**HP LaserJet Pro 200 color MFP M251**

HP recommends:  
**HP Officejet Pro X451dw**  
 HP alternative:  
**HP LaserJet Pro 400 color M451**

HP recommends:  
**HP Officejet Pro X551dw**  
 HP alternative:  
**HP LaserJet Pro 500 color M551**

Consider HP LaserJet Enterprise printers and MFPs

**4** We need to print, copy, email, and scan



HP recommends:  
**HP Officejet Pro 276dw MFP**  
**HP Officejet Pro 8600 eAiO**  
**HP Officejet Pro 8600 Plus eAiO**  
**HP Officejet Pro 6700 Premium eAiO**  
 HP alternative:  
**HP LaserJet Pro 200 color MFP M276**

HP recommends:  
**HP Officejet Pro X476dw MFP**  
 HP alternative:  
**HP LaserJet Pro 400 color MFP M475**

HP recommends:  
**HP Officejet Pro X576dw MFP**  
 HP alternative:  
**HP LaserJet Pro 500 color MFP M575**

## Key features that differentiate the HP Officejet Pro series from the competition



**HP Officejet Pro 8100 and 8600 series**



**HP Officejet Pro 200 and X series**



**Brother HL-4150cdn**



**Brother HL-4570cdw**



**Samsung CLP-620ND**

<b>Cost per page black/colour<sup>1</sup></b>	<b>€0.014/€0.064</b> (OJ Pro 8100 and 8600 models)	<b>€0.014/€0.064</b> (OJ Pro 200 models)  <b>€0.012/€0.060</b> (OJ Pro X models)	€0.017/€0.136	€0.015/€0.178	€0.017/€0.124
<b>Page Definition Languages (PDLs)</b>	PCL 3	<b>PCL 5c</b> , PCL 6, PS 3, <b>PDF</b>	PCL 6, PS 3, PDF	PCL 6, PS 3, PDF	PCL 5c, PCL 6, PS 3
<b>Universal Print Driver</b>	Not supported	UPD, <b>PCL 5</b> , PCL6, PS	UPD, PS	UPD, PS	UPD, PCL 6, PS
<b>Fleet management tool (WJA)</b>	<b>HP Web Jetadmin (HP's award winning management platform)</b>	<b>Expanded Web Jetadmin (HP's award winning management platform)</b>	Web BRAdmin	Web BRAdmin	SycThru Web Admin
<b>Security compliance tool</b>	Not supported	<b>HP Imaging and Printing Security Center (HP IPSC)</b>	Not supported	Not supported	Not supported
<b>Security</b>	<ul style="list-style-type: none"> <li>• <b>Firewall (network security)</b></li> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols, <b>HP wireless direct,<sup>11</sup> card slots</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>Firewall (network security)</b></li> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols, <b>HP wireless direct,<sup>11</sup> ePrint,<sup>9</sup> apps, certificates</b></li> <li>• 802.1x wired and wireless authentication (select models)</li> <li>• <b>USB port</b></li> <li>• <b>Card slot (200 series)</b></li> </ul>	<ul style="list-style-type: none"> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols, certificates</li> <li>• Wired authentication</li> </ul>	<ul style="list-style-type: none"> <li>• EWS password, Control Panel lock</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols, certificates</li> <li>• 802.1x wireless authentication</li> </ul>	<ul style="list-style-type: none"> <li>• EWS password</li> <li>• SSL</li> <li>• Enable/Disable USB host, protocols</li> </ul>
<b>Print speeds black/colour<sup>8</sup></b>	Up to 18/13 (ISO) (8600 base model)  Up to 20/16 (ISO) (8100, 8600 Plus)	Up to 20/15 ppm (ISO) (OJ Pro 200 models)  Up to <b>36/36 to 42/42</b> (ISO) (OJ Pro X models)  Up to <b>55 to 70</b> (in general office mode) (OJ Pro X models)	25/25 ppm	30/30 ppm	21/21 ppm

**Contact information**

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[hp.com](http://hp.com)



Officejet Pro 8100  
Officejet Pro 8600

**CNET Editors' Rating**



Excellent

Officejet Pro X576dw  
Officejet Pro 8600 Plus



Fastest time to print 500 sheets  
by a colour desktop printer\*

Officejet Pro X551dw  
Officejet Pro X576dw



Officejet Pro 276dw  
Officejet Pro X551dw  
Officejet Pro X576dw  
Officejet Pro 8600 Plus



Officejet Pro X576dw

## Officejet Pro 8600 model quotes

“The Officejet Pro 8600 models represent the cream of the office ink jet crop. They are affordable to run and have excellent features for small companies that want colour printing both in the office and on the go. We give them our Editor’s Choice Award.”

– Better Buys for Business

“If there’s an important feature you might want in an office colour multi-function printer (MFP) that you won’t find in the 8600 Plus, I don’t know what it could be.”

– PC Magazine

## Officejet Pro 200 model quote

“The HP Officejet Pro 251dw Printer can go toe to toe with low-end lasers for speed and paper handling while delivering better than par text for an inkjet.”

– PC Magazine

## Officejet Pro X model quotes

“A slam-dunk winner for small businesses and workgroups.”

– Computer Shopper

“It’s hard to find a good reason not to pick it over any of its direct competition.”

– PC Magazine

“The office market has traditionally been dominated by laser-based technology, but the introduction of page-wide inkjet devices with robust speed, print quality, and paper handling capabilities from a market leader like HP could really change how customers view inkjet technology.”

– Cathy Martin, Info Trends

**Learn more at**

[hp.com/go/officejetpro](http://hp.com/go/officejetpro)  
[hp.com/go/officejetprox](http://hp.com/go/officejetprox)

- <sup>1</sup> Officejet Pro X series cost per page (CPP) claim is based on the majority of colour laser MFPs <\$1,000 USD MSRP and colour laser printers <\$800 USD MSRP as of March 2012, ISO yield based on continuous printing in default mode based on market share as reported by IDC as of Q1 2012. CPP comparisons for laser supplies are based on published specifications of the manufacturers' highest-capacity cartridges. CPP based on HP 970XL/971XL ink cartridges' estimated street price. Officejet Pro 200 series CPP claim is based on the majority of colour laser AiOs < \$500 USD, September 2012; for details, see [hp.com/officejet](http://hp.com/officejet). OJ Pro ISO yield with highest-capacity cartridges based on continuous printing. Officejet Pro 8600 series CPP claim is based on the majority of colour laser AiOs < US\$600, September 2012. For details: [hp.com/go/officejet](http://hp.com/go/officejet). OJ Pro ISO yield with highest-capacity cartridges based on continuous printing. Officejet Pro 8100 CPP claim is based on the majority of colour laser printers < US\$300, March 2011; for details, see [hp.com/go/officejet](http://hp.com/go/officejet). OJ Pro ISO yield with highest capacity cartridges based on continuous printing. More information: [hp.com/go/learnaboutsupplies](http://hp.com/go/learnaboutsupplies).
- <sup>2</sup> Officejet Pro X series energy claim is based on the majority of colour laser printers <\$800 USD and colour laser MFPs <\$1000 as of October 2012. Energy use based on HP testing and third-party testing commissioned by HP. Actual cost and energy usage may vary. Officejet Pro 200 series energy claim is based on the majority of colour laser printers < US\$300, September 2012. Energy use based on HP and third party testing using the ENERGY STAR® program's TEC test method criteria. Officejet Pro 8600 series energy claim is based on the majority of colour laser AiOs < US\$600, September 2012, OJ Pro with highest-capacity cartridges. Energy use based on HP testing using the ENERGY STAR® program's TEC test method criteria. Officejet Pro 8100 energy claim is based on the majority of colour laser printers <US\$300, March 2011, OJ Pro with highest-capacity cartridges. Energy use based on HP testing. For details, see [hp.com/go/officejet](http://hp.com/go/officejet).
- <sup>3</sup> Based on HP internal testing, using paper with the ColorLok logo. For details, go to [hp.com/go/printpermanence](http://hp.com/go/printpermanence).
- <sup>4</sup> Fade resistance based on paper industry predictions for acid-free papers and original HP inks; colourant stability data at room temperature based on similar systems tested per ISO 11798 and ISO 18909.
- <sup>5</sup> Comparison based on HP 970XL Black Ink cartridge compared to HP 03A and 304A Black LaserJet Toner cartridges.
- <sup>6</sup> HP Web Jetadmin is free and can be downloaded at [hp.com/go/webjetadmin](http://hp.com/go/webjetadmin).
- <sup>7</sup> The HP Universal Print Driver is free and can be downloaded at [hp.com/go/upd](http://hp.com/go/upd). The HP Printer Administrator Resource Kit (PARK) is free and can be downloaded at [hp.com/go/upd](http://hp.com/go/upd).
- <sup>8</sup> Either after first page or after first set of ISO test pages. For details see [hp.com/go/printerclaims](http://hp.com/go/printerclaims).
- <sup>9</sup> Requires an Internet connection to an HP web-enabled printer and HP ePrint account registration (for a list of eligible printers, supported documents and image types, and other HP ePrint details, see [hp.com/go/eprintcenter](http://hp.com/go/eprintcenter)). Mobile devices require Internet connection and email capability. May require wireless access point. Separately purchased data plans or usage fees may apply. Print times and connection speeds may vary.
- <sup>10</sup> Supports OS X® Lion, OS X® Mountain Lion and the following devices running iOS 4.2 or later: iPad® (all models), iPhone® (3GS or later) and iPod touch® (3rd generation or later). Works with HP's AirPrint-enabled printers and requires the printer be connected to the same network as your OS X or iOS device. Wireless performance is dependent upon physical environment and distance from the access point. OS X, iPad, iPhone, and iPod touch are trademarks of Apple® Inc., registered in the U.S. and other countries. AirPrint and the AirPrint logo are trademarks of Apple® Inc. Wireless performance is dependent upon physical environment and distance from access point. Wireless operations are compatible with 2.4 GHz routers only.
- <sup>11</sup> An app or driver may be required to use HP wireless direct. For more information, go to [hpconnected.com](http://hpconnected.com). Wireless performance is dependent upon physical environment and distance from the printer.
- <sup>12</sup> Page volumes are based on HP 970XL Black Ink Cartridge and HP 971XL Cyan, Magenta, and Yellow Ink Cartridges.
- <sup>13</sup> Based on published fastest print speeds for the HP X551dw and X576dw models compared to laser and inkjet colour desktop MFPs <\$1,000 USD and printers <\$800 USD validated by WirthConsulting.org Jan. 2013. For more information, see [hp.com/go/printerspeeds](http://hp.com/go/printerspeeds).
- <sup>14</sup> Based on 2013 HP commissioned InfoTrends analysis of HP Officejet Pro X series and competing laser multifunction devices as of January 2013.
- <sup>15</sup> Based on published fastest print speeds for the HP X551dw and X576dw models compared to laser and inkjet colour desktop MFPs <\$1000 USD and printers <\$800 USD validated by WirthConsulting.org Jan. 2013. For more information, see [hp.com/go/printerspeeds](http://hp.com/go/printerspeeds).
- <sup>16</sup> Compares weight of empty cartridge and packaging materials needed for 15,000 pages using highest-capacity cartridges of major in-class competitors' colour laser MFPs <\$1,000 USD and colour laser printers <\$800 USD as of October 2012. Tested by Buyers Lab Inc. For more information [hp.com/go/officejet](http://hp.com/go/officejet).
- <sup>17</sup> Requires a wireless access point and an Internet connection to the printer. Services require registration. App availability varies by country, language, and agreements, and requires a firmware upgrade. For details, [hp.com/go/eprintcenter](http://hp.com/go/eprintcenter).
- <sup>18</sup> Majority of colour laser printers <€800 and colour laser MFPs <€1000 as of August 2012. Energy use based on HP and HP- commissioned third-party testing. Actual cost and energy usage may vary. For details, see [hp.com/go/officejet](http://hp.com/go/officejet).
- <sup>19</sup> Compares weight of empty cartridge and packaging materials needed for 15,000 pages using highest-capacity cartridges of major in-class competitors' colour laser MFPs <€1,000 and colour laser printers <€800 as of October 2012. Tested by Buyers Lab Inc. For details, see [hp.com/go/officejet](http://hp.com/go/officejet).

\* Fastest time to print 500 sheets by a colour desktop printer, certified by GUINNESS WORLD RECORDS®.

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