

WorkCentre 7120 and 'new' WorkCentre 7125 'Enabling Big Business Performance'

Distributor

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For Internal Use Only



What is the WorkCentre 7120/7125?



The WorkCentre 7120 was selected as Buyer's Laboratory "Outstanding 20 ppm A3/Ledger Color MFP" Winter 2011

- Entry-point of Xerox A3 color portfolio
- Up to 20/25 ppm color, 20/25 ppm mono
- Copy, Print, Network Scan standard

Internal Positioning

WORKGROUP



WorkCentre 7100 series

- 20/25 ppm
- Laser
- USB Print/Scan
- Fax Over IP



WC7500 series

- 25/30/35 ppm
- HiQ LED
- Xerox SMART controller
- EFI



WC7500 series

- 45/50ppm
- HiQ LED
- Xerox SMART controller
- EFI

DEPARTMENTAL



ColorQube 9300 series

- 38/50,45/55,55/60 ppm
- Solid Ink

Low-Mid EPC Color



Xerox Color 550/560

- 50/55, 60/65 ppm
- Laser
- EFI, FreeFlow PS, Creo

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Configurations



	WorkCentre 7120	WorkCentre 7125
Std Features	Copy / Print / Network Scan	
Paper Trays	Up to 20 ppm	Up to 25 ppm
Memory	2 GB System Memory ; 80 GB Hard Drive	
Paper Trays	7120/7125: 2 trays + stand 7120T/7125T: 4 trays	
Bypass	50-sheets	

Print/Scan Options

USB Enablement (Scan to / Print from)

PostScript

Media Card Reader

Fax Options

Single Line Fax w/ IFax

Three Line Fax w/ IFax

Fax over IP (T.38/SIP)

Server Fax

Accounting / Security Options

Network Accounting

FDI

Secure Access

Common Access Card

Media Handling Options

Integrated Office Finisher

Office Finisher LX

Hole Punch (LX Finisher)

Work Surface

Convenience Stapler

Envelope Tray

Booklet Creaser (LX Finisher)

Media Handling

Document Feeder: 110-sheet DADF

Paper Trays:

- 5.5 x 8.5 in. to 11 x 17 in. / A5 to A3
- 16 lb bond to 140 lb index (60 to 256 gsm)

Bypass Tray:

- 3.5 x 3.9 in. to 11.7 x 17 in. / 89 x 98 mm to 297 x 432mm
- 16 lb bond to 80 lb cover (60 to 216 gsm)

Optional Envelope Tray (Replaces Tray 1):

- Monarch, #10, ISO-C5, DL envelopes, Custom sizes

Output & Finishing

- Dual Catch Tray: up to 250 sheets each
- Convenience Stapler
- Integrated Office Finisher:
 - 500-sheet stacking
 - 50-sheet single staple
- Office Finisher LX:
 - 2,000-sheet stacking
 - 50-sheet single or dual staple
 - Optional Hole Punch
 - Optional Booklet Maker (crease, saddle stitch)



Two trays with Stand



4 Trays



Integrated Office Finisher



Office Finisher LX

WorkCentre 7120 - 7125 Similarities / Differences

Similarities

In-bound Configuration

- DADF / Duplex Printing
- Print / Copy / Full Network Scanning
 - 2 x 520 Trays + Stand
 - 4 x 520 Trays

Note: Full Network Scanning only available as standard on the WC 7120 Post April 2011.

Pre July 2011 versions require enablement with bundled Network Scan Kit, Post July 2011 versions Network Scanning enabled within manufacturing

Options & Consumables

- All options and consumables are shared



WC 7120



WC 7125

Differences

Standard Features

- DMP2009 -2b Controller Version
 - *Pre July 2011 WC 7120's can be upgraded via Xerox.com firmware downloads*
 - *Post July 2011 WC 7120's have the same software version*
- Enhanced features inc
 - *256bit HD encryption capability via upgrade*
 - *Other enhancements / fixes*

Engine Specifications

- 25 / 25ppm vs 20 / 20ppm
- 60K Duty Cycle vs 50K
- 6.5K AMPV vs 5.5K
- 80 % vs 100 % Duplex productivity
- Warm-up time moves to 29secs vs 26secs

Find the right fit for your customer

	Customer Type	Customer Needs
WorkCentre 6400	Decentralized, high-volume printing for Workgroups	<ul style="list-style-type: none"> • AMPV < 15K • Enterprise capabilities for the desktop
WorkCentre 7120/7125	Value for SMB	<ul style="list-style-type: none"> • AMPV < 8K • Walk-up convenience
WorkCentre 7525/7530	Productivity and scalability for Enterprise	<ul style="list-style-type: none"> • AMPV < 12K • Superior print quality and media flexibility • Optional EFI Fiery controller

Internal Comparison

	WorkCentre 6400	WorkCentre 7120/7125	WorkCentre 7525/7530
Engine Speeds (ppm)	32 color / 37 mono	20/25 color 20/25 mono	25/30 color 25/30 mono
Size	Desktop configuration available	Small A3 footprint	Small A3 footprint
Image Quality	1200 x 600 dpi (Laser)	600 x 600 dpi (Laser)	2400 x 1200 dpi (HiQ LED) Color by words Opt. EFI Fiery controller
Max Media Handling	8.5 x 14 in. (legal) 1,650 sheets Basic finishing	11 x 17 in. (tabloid) / A3 2,130 sheets Advanced finishing	12 x 18 in. / SRA3 5,140 sheets Professional finishing
Walk up Convenience	Saved Job	Scan to / print from USB Thumbnail preview	Scan to / print from USB
Scanning & Workflows	Onboard OCR EIP	Job flow sheets Onboard OCR EIP	Onboard OCR EIP
Faxing	1 line fax	1 or 3 line fax Fax forwarding Fax over IP	1 or 2 line fax Fax forwarding
Security	Image overwrite Encryption	Image overwrite Encryption Common Criteria (pending) CAC	User Permissions Image overwrite 256 bit Encryption Common Criteria (pending) CAC

Key Differences from the WorkCentre 7200 Series

WorkCentre 7120/7125	
Engine Speed	<ul style="list-style-type: none">▪ Single Pass Engine (vs. 4-pass technology on WC 7200 Series)▪ 20/25 ppm color (vs. 10 ppm color)▪ 20/25 ppm mono (vs. 32/40 ppm mono)
Document Handling	<ul style="list-style-type: none">▪ 110-sheet DADF (vs. 75 sheet DADF)
Controller	<p>Features available:</p> <ul style="list-style-type: none">▪ Print from/Scan to USB▪ Media Card Reader▪ Thumbnail preview▪ Preview scan jobs▪ Email over SSL▪ T.38 compliant Fax over IP▪ Fax forwarding

Key Differences from the WorkCentre 6400

WorkCentre 7120/7125	
Engine Speed	20/25 ppm color & 20/25 ppm mono (vs. 32 ppm color / 37 ppm mono)
Document Handling	<ul style="list-style-type: none"> ▪ Media handling up to 11 x 17 in. / A3 (vs. legal/8.5 x 14 in.) ▪ Booklet making and hole punching (vs. 30 – sheet single staple)
Controller	<p>Features available on WC 7120:</p> <ul style="list-style-type: none"> ▪ Print from/Scan to USB ▪ Media Card Reader ▪ Thumbnail preview ▪ Preview Scan jobs ▪ Email over SSL ▪ T.38 compliant Fax over IP ▪ Fax forwarding ▪ Scan to password protected PDF ▪ Common Criteria Certification (pending) ▪ Common Access Card (CAC) option

Lead with WorkCentre 7120/7125:

- 11 x 17 in. / A3 media handling is a requirement
- Robust security is required
- Scanning or faxing will be a primary application
- Advanced finishing is required

Lead with WorkCentre 6400:

- Higher AMPV (up to 8K) environments
- Decentralized printing environments
- Desktop configuration is required
- 11 x 17 in. / A3 media handling is NOT required

Key Differences from the WorkCentre 7525/7530

WorkCentre 7120/7125	
Marking Engine	Laser (vs. HiQ LED)
Document Handling	<ul style="list-style-type: none"> ▪ No High-Capacity Tandem Tray option ▪ No Professional Finisher option ▪ No High-Capacity Feeder option ▪ Media size up to 11 x 17 in. / A3 (vs. 12 x 18 in. / SRA3)
Controller	<ul style="list-style-type: none"> ▪ Features available on WC 7120: <ul style="list-style-type: none"> ▪ T.38 compliant Fax over IP ▪ Thumbnail preview ▪ Features NOT available on WC 7120: <ul style="list-style-type: none"> ▪ User permissions ▪ Color by words
Image Quality	<ul style="list-style-type: none"> ▪ 600 x 600 dpi resolution (vs. 2400 x 1200 dpi on WC 7425) ▪ No EFI Fiery Network Controller option

Lead with WorkCentre 7120/7125:

- Lower-cost A3 color device is required

Lead with WorkCentre 7525/7530:

- Higher AMPV (Up to 12K) environments
- Enterprise productivity and scalability is required
- Superior image quality & media flexibility are required

Konica Minolta Face-offs



KONICA MINOLTA

Faceoff: bizhub C220/C280

Strengths:

- Aggressive box price
- 250 GB Hard drive
- Biometric authentication

Weaknesses:

- Less productive
 - Slower FCOT
 - Slower simplex/duplex copying in auto color mode
 - Slower job stream printing
 - No default driver settings by application
- Less easy to use:
 - No paper supply gauge from drivers
 - Web utility can't be accessed if job is running
- Greater impact on environment:
 - Consumes more electricity
 - Noisier
 - Larger footprint

TCO Comparision

Equipment		XEROX		vs	Competition	
		WorkCentre 7125			KM bizhub C220	
Speed		25 ppm			22 ppm	
Paper capacity		1.090 sheets			1.150 sheets	
End User Price + Toner		\$ 4.144,25			\$ 5.265,43	
Lease uplift		1			1	
CPP	FSMA K	\$	0,0100		\$	0,0083
	FSMA CMY	\$	0,0800		\$	0,0750
	Supplies K	\$	0,0094		\$	0,0041
	Supplies CMY	\$	0,0386		\$	0,0370
Observation		CPS DADF/ 2 tavi + Stand			CPS DADF/ 2 tavi + Stand	

Volume (AMPV)		Price+Consumables (lease included)		vs.	Price+FSMA (lease included)	
Black	3.000	XEROX	Competition		XEROX	Competition
CMY	2.500	\$ 8.638,12	\$ 9.037,40		\$ 12.424,25	\$ 12.911,83
80% / 20% black/ color recommended proportion		-4,42%			-3,78%	

	WorkCentre 7125	KM bizhub C220
1'st year	\$ 5.642,21	\$ 6.522,75
2'nd year	\$ 7.140,16	\$ 7.780,07
3'rd year	\$ 8.638,12	\$ 9.037,40

Year	WorkCentre 7125	KM bizhub C220
1'st year	\$ 5.642,21	\$ 6.522,75
2'nd year	\$ 7.140,16	\$ 7.780,07
3'rd year	\$ 8.638,12	\$ 9.037,40

Canon Face-offs

Faceoff: imageRunner Advance C2020/C2030

Strengths:

- Smaller footprint
- Canon is strongly identified with color

Weaknesses:

- Less productive
 - Slower scanning speeds
 - Lower feeder capacity
 - Lower paper capacity
- Less feature functionality
 - No Fax over IP (T.38)
 - Cannot handle heavier media
 - No booklet making capability



Canon

TCO Comparision

Equipment		XEROX		vs	Competition	
		WorkCentre 7125			Canon imageRUNNER ADVANCE C2020i	
Speed		25 ppm			20 ppm	
Paper capacity		1.090 sheets			1.350 sheets	
End User Price + Toner		\$ 4.144,25			\$ 6.399,78	
Lease uplift		1			1	
CPP	FSMA K	\$	0,0100		info not available	
	FSMA CMY	\$	0,0800		info not available	
	Supplies K	\$	0,0094		\$ 0,0043	
	Supplies CMY	\$	0,0386		\$ 0,0449	
Observation		CPS DADF/ 2 tavi + Stand			CPS DADF/ 2 tavi + Stand	

Volume (AMPV)		Price+Consumables (lease included)		vs.	Price+FSMA (lease included)	
Black	3.000	XEROX	Competition		XEROX	Competition
CMY	2.500	\$ 8.638,12	\$ 10.908,20		\$ -	\$ -
80% / 20% black/ color recommended proportion		-20,81 %			-	

	WorkCentre 7125	Canon imageRUNNER ADVANCE C2020i
1'st year	\$ 5.642,21	\$ 7.902,59
2'nd year	\$ 7.140,16	\$ 9.405,39
3'rd year	\$ 8.638,12	\$ 10.908,20

Year	Canon imageRUNNER ADVANCE C2020i	WorkCentre 7125
1'st year	\$ 7.902,59	\$ 5.642,21
2'nd year	\$ 9.405,39	\$ 7.140,16
3'rd year	\$ 10.908,20	\$ 8.638,12

WorkCentre 7120/7125: Meeting Today's Business Challenges

- Reduce Costs
- Increase Business Productivity
- Support Sustainability Initiatives
- Secure Business Information



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Enabling big business performance