

XEROX®

Technology | Document Management | Consulting Services

WorkCentre® 7228 / 7235 / 7245



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WorkCentre® 7228 / 7235 / 7245 Evaluator Guide



ABOUT THIS GUIDE

This guide will introduce you to the WorkCentre® 7228, WorkCentre® 7235, and WorkCentre® 7245 series of multifunction systems, and aid you in your evaluation process.

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Product Overview 1

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Product Overview

The Xerox WorkCentre® 7228/7235/7245 series of multifunction products (MFPs) deliver amazing versatility and a powerful range of office features. The latest generation of color-enabled multifunction systems is also designed to be easily deployed and integrated into your network environment, easily managed at the device or enterprise level, and to deliver the security to keep your data safe.

The WorkCentre 7227/7235/7245 series were built from the ground up to be multifunction systems. Three standard configurations offer you the performance choice that best meets your needs. These options include:

WorkCentre 7228 – copy and print up to 28 ppm black-and-white, 26 ppm color

WorkCentre 7235 – copy and print up to 35 ppm black-and-white, 31 ppm color

WorkCentre 7245 – copy and print up to 45 ppm black-and-white, 35 ppm color

The WorkCentre 7228/7235/7245 series is modular and upgradeable allowing you to custom-fit the device to meet your needs today, and grow with your business in the future. Standard functionality includes all the traditional features you'd expect from an office copier with the option to add a wide assortment of advanced MFP features like network printing, network scanning, network fax, accounting, and others.

Flexible media handling options build on the ability of the WorkCentre 7228/7235/7245 series to support your environment. Input options include a standard platen cover or up to 75-sheet Duplex Automatic Document Feeder. Media input includes a standard 520-sheet paper tray and 100-sheet bypass tray, with the option for a three-tray module (adding three additional 520-sheet adjustable trays – 2,180 sheets of total capacity) or a high capacity feeder (adding an additional 520-sheet adjustable tray, and two trays holding 2,000 sheets – 3,140 sheets of total capacity).

Paper output capabilities include the standard 400-sheet offsetting center catch tray (reduced to 200 sheets with a finisher option), and three optional finisher options:

Office Finisher – 1,000-sheet stacker, 50-sheet multi-position stapling

Advanced Office Finisher – 3,000-sheet stacker and 500-sheet top tray, 50-sheet multi-position stapling and hole punch

Professional Finisher – 1,500-sheet stacker and 500-sheet top tray, 50-sheet multi-position stapling and hole punch, saddle-stitch booklet maker, V-fold brochure maker

The benefits of the WorkCentre 7228/7235/7245 series won't just be felt by your users – your IT staff will like these products as well. These MFPs are easy to integrate into your network infrastructure, simple to setup and deploy, and offer robust tools for managing one or an entire fleet of systems. The integrated network controller in these MFPs is designed to optimize the productivity of your users and minimize the associated network traffic it produces.



SECTION 2

Evaluating Multifunction Systems

Evaluation Criteria

As the company that invented laser printing, Ethernet networking, and the first digital Multifunction Product (MFP), Xerox has invested years of research and development in designing the most productive office devices in the industry. This experience has positioned Xerox as the recognized leader in office MFP design and performance. Based on our in-depth understanding of customer needs in the office, Xerox recommends the following criteria be considered in the evaluation process of a shared MFP:

Productivity

Can it keep up with the demands of a multiple user environment?

Deployment

How does the MFP ease the demands of the deployment process?

Ease of Use and Management

Are all the capabilities integrated and intuitive?

Reliability

Is it designed and build for demanding use and backed by a quality organization?

Versatility

Can the MFP grow with changing demands?

Finishing

Can the MFP provide the distribution ready documents that you require?

Security

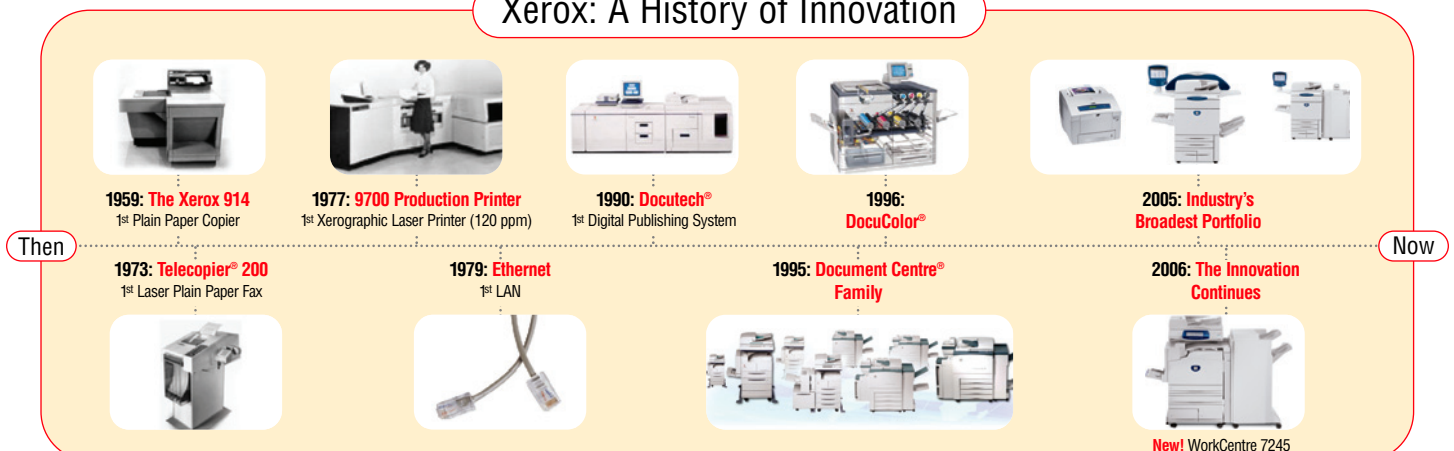
Is the MFP able to keep your confidential information safe?

Cost Control

Can you monitor and control your organizations cost of printing?

MFPs often look the same from the outside. And from a quick look at specifications on speeds, feeds, and print resolution, you might incorrectly conclude that most MFPs are basically equal. This section of the Evaluator Guide will suggest ways you can thoroughly evaluate them, and show how the Xerox WorkCentre® 7228/7235/7245 series can best meet your needs.

Xerox: A History of Innovation



SECTION 2

Evaluating Multifunction Systems

EVALUATE

PRODUCTIVITY

In addition to actual print engine speed, consider the things that effect overall throughput. Are the scanning and faxing features **powerful enough** for your busy workgroup? What is the **warm-up wait time**? Is the device sized for the **entire workgroup**? Does the system **minimize network traffic** created by the scan and print functions? Can you **monitor the device functions** from your desktop and at the device?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE PRODUCTIVITY REQUIREMENT

Overall Productivity

With up to 45 ppm black-and-white and 35 ppm color output speeds, up to 45 ppm scanning speed, concurrent scanning and printing, and warm-up time of less than 45 seconds from low power – documents can be produced and processed quickly, with less time spent waiting for the system. All network-print enabled configurations come with the powerful Xerox controller, which features a 600 MHz PowerPC® processor and 768 MB of memory.

Copy Features

The powerful and easy-to-use front panel allows simple access to commonly used features such as one or two sided copying, collation and stapling, and more. Users can also gain access to programming features like ID card copy, sample set, mixed-size originals, annotation, book copy, and page numbering of copy output with flexibility in numbering and placement options. Fast first copy out times as fast as 4.8 seconds for black-and-white and 7.2 seconds for color keep your employees from waiting for their output.

Optional Print Features

Powerful print features are accessed primarily through the bi-directional print driver – which allows users to easily build their jobs by selecting paper types, finishing options, security settings, and more in-depth features like page-level programming for jobs including covers, tabs/inserts, special colored pages, and more. The print driver supports both PCL and Adobe® PostScript® printing with a consistent interface, and users can view job status, supplies and system settings, and troubleshooting information as well.



Evaluating Multifunction Systems

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE PRODUCTIVITY REQUIREMENT (cont'd)

Optional Scan Features

Give your hard copy documents new life. Make the best use of both hard copy and digital files by using your WorkCentre 7228/7235/7245 to move, manage, manipulate, capture, repurpose and distribute your documents electronically. Scan in color or black-and-white using the file format (PDF, JPEG, TIFF, XPS) and optional compression that works best for you with Xerox optional document distribution services. Scan options available with this series include:

- **Scan to Mailbox** – Scan documents to private or public mailboxes on the hard drive of the WorkCentre 7228/7235/7245 MFP for future reprint or to transfer back to your desktop. Images can be viewed with the optional Thumbnail Preview Accessory on the device.
- **Scan to Email** – Enter email address on front panel, download a Local Address Book, or connect via LDAP to your Global Address Book in Microsoft® Exchange or IBM® Lotus® Domino®; Network Authentication can be enabled to prevent unauthorized access, send files as TIFF, JPG, XPS, PDF, or password protected PDF.
- **Network Scanning** – Destination routing workflow templates are highly useful in offices with established, repetitive processes. These templates define the scanned document's format (XPS, PDF, TIFF, JPG) and distribution details (network location, email address, remote printer, document management system, desktop, etc).
- **Thumbnail Preview** – Preview images stored in the mailbox from the local user interface of the WorkCentre 7228/7235/7245 MFP.
- **FreeFlow™ Scan to PC Desktop®** – Sends scanned image directly to a PC desktop for fast, easy use with word processing or spreadsheet applications for editing, distribution and storage.
- **FreeFlow™ SMARTsend™** – Powerful routing tool for sending scanned images to multiple locations including network folders, email, PC desktop, remote printer, and document management/workflow applications



Evaluating Multifunction Systems

ADVANTAGE**HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE PRODUCTIVITY REQUIREMENT (cont'd)**

Optional Fax Features

Optional fax functionality brings full featured, high performance faxing to your WorkCentre 7228/7235/7245 series. Transmission speeds as fast as two seconds per page, and support for duplex fax up to 11 x 17 in. enable this system to meet all of your fax needs. A variety of fax options are at your disposal with the WorkCentre 7228/7235/7245 series, including:

- **PSTN Fax** – Single or new three line options using G3 33.6 Kbps, with JBIG compression.
- **Internet Fax** – Send faxes over the Internet and reduce/eliminate long distance dialing costs.
- **Fax from Print Driver** – Increase productivity by allowing users to send faxes from their desks, eliminating the need to print the document to be faxed.
- **Fax Server Integration** – Allows consolidation of phone lines to reduce fax costs.
- **Fax Forwarding** – Allows all faxes received to be forwarded to another fax number, email address, or FTP or SMB location.

Automatic Features

Automatic features like auto image quality, auto registration, auto rotation, auto paper select, auto tray switching and auto job recovery ensure crisp and clear images and the fastest, best-in-class quality output every time.

Network Traffic

Files are sent over the network just once no matter how many sets are being printed – a job consisting of five sets of a 10-page document is sent over the network as 10 pages, minimizing network traffic. Files are processed at the device, off the network, freeing up users' workstations and avoiding unnecessary network traffic.

Managing Jobs

There are no unknowns. Up-to-date information on every job; print, copy, scan, email, or fax, plus in-depth device information at your fingertips. Both at the device via the front panel, or from your desktop via the network, you can manage documents and jobs through an integrated job queue, display job progress and status, and manage jobs all with a few mouse clicks or button pushes.

Evaluating Multifunction Systems

EVALUATE**DEPLOYMENT**

Installing and deploying a fleet of multifunction systems throughout your organization is a potentially time consuming and complicated process. This process is not limited to physically placing the units in your environment, it is about how these systems will integrate into your **existing network infrastructure**. You also need to consider the process required to **deploy printing and scanning services** to your users, and how automated that process can be.

ADVANTAGE**HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE DEPLOYMENT REQUIREMENT****Easy to Install**

When you choose Xerox, you can rest assured that your equipment will be delivered and installed to your specifications and expectations. All network enabled configurations include an embedded 10/100 BaseT Ethernet connection with innovative features like auto IP addressing, device naming and Ethernet speed sensing to provide a simple and automatic installation onto your networks. Management and system setup can be accomplished through a variety of means, including the easy and wizard-based process found within Xerox CentreWare® Web. Additionally, the WorkCentre 7228/7235/7245 series can integrate with third party management applications like Unicenter® TNG, Tivoli® NetView®, Microsoft® Management Console, and HP OpenView.

Easy to Deploy

Another critical area to evaluate is the process by which you can deploy drivers for the print and scan services to your user population. Print and scan drivers can be deployed centrally – keeping your IT staff from having to walk from desk to desk manually installing new drivers. In many cases, existing Xerox drivers on your network will be able to work with your new hardware, potentially saving the step of updating your users' driver software altogether. Again, wizards are provided within CentreWare Web to aid in the process of installing, troubleshooting, and upgrading your users' driver software, freeing up your IT staff for more pressing projects.

SECTION 2

Evaluating Multifunction Systems

EVALUATE

EASE OF USE AND MANAGEMENT

Look for **fully integrated functions** that work together to create more value than the sum of their parts. Are the functions **easy to learn**? Is the user interface **consistent** from function to function? Do the network features give you **full access** to the power of your network? Does the device include **additional software** to take full advantage of your digital documents? Is the device easy for your IT organization to **manage as part of its infrastructure**?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE EASE OF USE REQUIREMENT

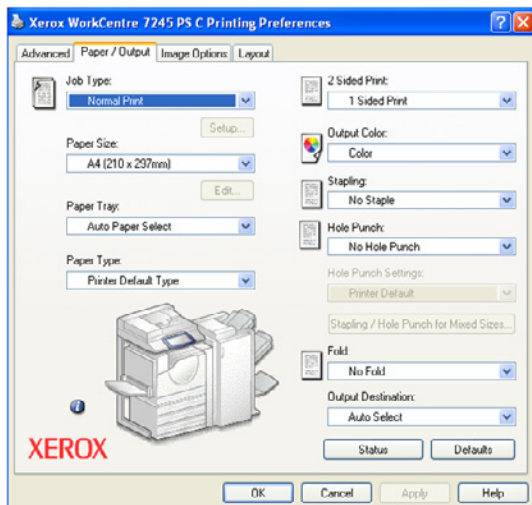
Consistent User Interface

It doesn't matter if the job is simple or complex, a new larger color touch panel user interface with intuitive tab selections makes even advanced functions simple and convenient – and minimizes the training required to get your users up and running. The UI is consistent across the Xerox MFP product line, enabling you to deploy a mix of Xerox products knowing users will be able to easily use each of them.



Bi-Directional Drivers

WorkCentre 7228/7235/7245 series include CentreWare print drivers with a clear, graphical user interface that provides an easy, intuitive way to interact with the printer. The driver provides immediate desktop access to all WorkCentre output functions. The driver also provides bi-directional information, indicating device status, job status, currently loaded paper sizes and types, and installed options – there is no need to consult separate software in order to obtain this information.



Similar to the Device User Interface, the Print Drivers also contain the commonly used features displayed graphically on the first page. These features include single or two sided printing, paper type and output. The print drivers have the same look and feel across the Xerox MFP portfolio – increasing user productivity and decreasing training time.

Accessible Advanced Features

Advanced functions such as poster mode, build job, watermarks, invert image, print-to-edge, N-Up, booklet layout, transparency interleaving, and covers are simple to access from the print driver and front panel. Easy to understand icons access the most commonly used functions such as selecting paper and document finishing. Plus with the “saved settings” feature, frequently used print job parameters can be stored for later reuse.

Evaluating Multifunction Systems

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE EASE OF MANAGEMENT REQUIREMENT

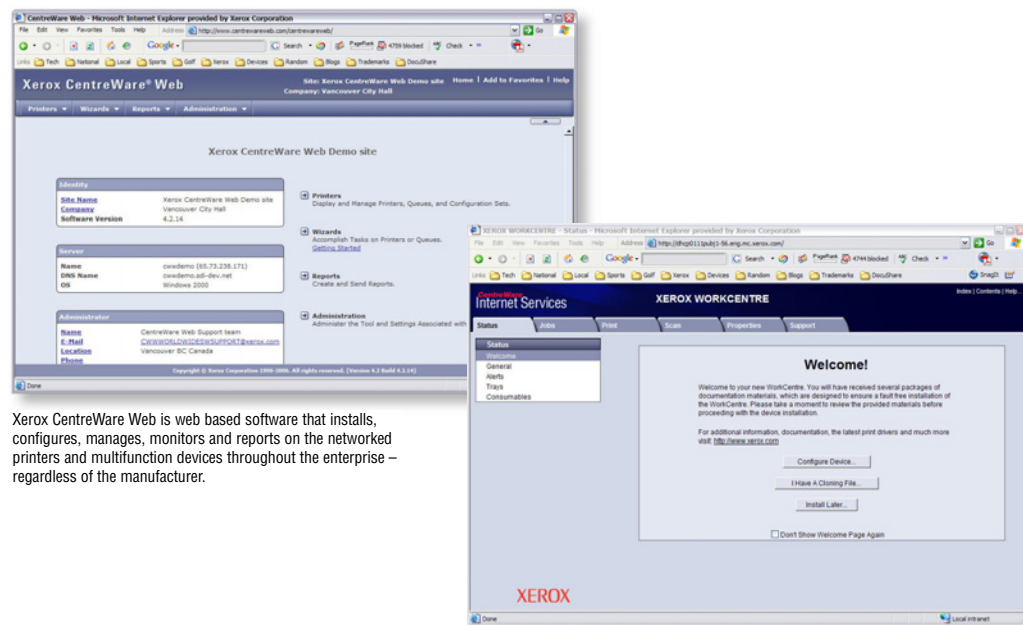
Network Printing

It couldn't be easier for the network administrator. The WorkCentre 7228/7235/7245 series integrates seamlessly into virtually any network environment, and network configuration is easy with CentreWare install wizards – eliminating the need for IT staff to travel device to device to reset parameters, connect users or manage job queues. On-board support Simple Network Management Protocol (SNMP) lets customers integrate with other network frameworks.

CentreWare System Management Software

Xerox CentreWare Web management software is a powerful enterprise management solution for I.T. CentreWare Web is optional free software that eases the chore of installing, configuring, managing, monitoring and pulling reports from the networked printers and MFPs throughout the enterprise – regardless of vendor. Xerox also addresses enterprise asset management through compatibility with network management tools for Sun, Novell, Microsoft and other environments.

The WorkCentre 7228/7235/7245 series also include CentreWare Internet Services, an embedded web browser that allows device management including detailed status checks and change settings without any special software tools.



Xerox CentreWare Web is web based software that installs, configures, manages, monitors and reports on the networked printers and multifunction devices throughout the enterprise – regardless of the manufacturer.

CentreWare Internet Services is a web server embedded in every WorkCentre product. You can submit and monitor print jobs and machine status from anywhere – from your intranet to the World Wide Web.

Xerox Office Services

Lastly, Xerox offers a set of services for managing document output and asset infrastructure in the office. These services deliver measurable business results by leveraging a powerful set of office technologies, business processes, methodologies, and software tools to reduce costs and improve productivity. These offerings are summarized in Section 3 of this guide.

SECTION 2

Evaluating Multifunction Systems

EVALUATE

RELIABILITY

Productivity relies on tools that do their job day-in and day-out. Consider how often you need to intervene with the machine to **replace paper or other consumables** or to **clear jams** or other problems. How **easy is that intervention** and **how long is the device down**? If outside assistance is required, how **easy is it to arrange** and how **long do you have to wait**? Is the device a **reliable network citizen**? Has it been **tested and certified** by independent industry participants?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE RELIABILITY REQUIREMENT

Day to Day Operation

Simple paper paths and a minimum of moving parts means there is very little that can go wrong. Any paper jams or misfeeds that do occur are all accessed from the front of the machine, making this an easy issue for users to resolve – and avoiding unnecessary calls to the IT Help Desk.

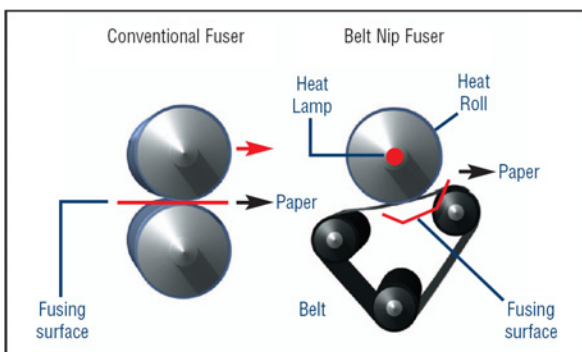
The WorkCentre 7228/7235/7245 series has been engineered to minimize user interventions and downtime. One clear example – SMart Kit™ technology is built into this series of MFPs to predict and prevent system downtime. The Xerox multifunction device constantly monitors itself and communicates to users and administrators through the local system UI, through the bi-directional print drivers, through email, through CentreWare Web and CentreWare IS to alert if a potential failure is going to occur. The user can simply order a SMart Kit, replace the SMart Kit as they would a laser print cartridge, and avoid costly downtime. Easy-access SMart Kits include:

- SMart Kit Waste Toner Container
- SMart Kit Fuser Module
- SMart Kit Print Drums

Smart eSolutions offers hands-free, hassle-free, and secure administration of automatic meter reads and supply replenishment for Xerox devices – further easing the chore of managing supplies for the WorkCentre 7228/7235/7245 series.

Other advancements that contribute to the reliability of this MFP series include:

- The Micro Tandem Engine and Intermediate Belt Transfer enable faster, and more reliable color printing and copying speeds in a very small footprint. Four developer assemblies process each color individually and then transfer that image onto the intermediate image belt - registering it with the previous images and limited the number of paper passes required by the printing process.



- The short, straight paper path also allows the WorkCentre 7228/7235/7245 to reliably handle heavyweight paper – up to 220 gsm from all trays.
- The Belt Fuser has an extended contact area, which means toner adheres more completely for fast printing and a professional finish.
- Trickle Development, which adds fresh developer material as it's needed, assures that prints are consistent from the beginning of a job to the end.

Evaluating Multifunction Systems

ADVANTAGE**HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES
EXCEEDS THE RELIABILITY REQUIREMENT (cont'd)**

Service and Support

Building on the reliability that is engineered into the WorkCentre 7228/7235/7245 series, Xerox has trained and developed a sophisticated service-delivery network that is capable of helping you maintain your equipment, address issues that you may encounter with your equipment, and train you and your users on how to get the most out of your equipment.

Network Reliability

Network reliability is another area Xerox focuses on to deliver a consistent and positive customer experience – the WorkCentre 7228/7235/7245 has been subjected to a controlled, formal test based on the IEEE software testing standards. Compatibility testing uses a number of environmental conditions including server operating systems, client operating systems, network topologies, email servers and Web browsers. Xerox devices maintain standards through adherence to standard protocols (setup, authentication, secure print), consistency in physical standards (network cards, drivers, front end) and operations (copy, print, scan, fax, store) with rock solid security and data integrity.

Lastly, the WorkCentre 7228/7235/7245 series have been evaluated for functionality and quality by a number of independent entities and have been awarded the following certifications:

- Microsoft WHQL
- Industry standards compliance:
 - SNMP Version 1 and SNMP Version 2
 - CB Certified (IEC 60950-1:2001/EN 60950-1:2001)
 - Host Resources MIB RFC 2790
 - 73/23/EEC (Europe)
 - Printer MIB RFC 1759 v.2
 - 95/5/EEC (Europe)
 - 89/336/EEC (Europe)

Evaluating Multifunction Systems

EVALUATE

VERSATILITY

Does the system support the **range of media** your users require? Are **finishing features** available to help boost your office productivity? How easy is it to **upgrade** from basic functions to more advanced functions? Can **specific functions be added** as requirements grow? Are **solutions** available from **third parties** to deliver additional capabilities?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE VERSATILITY REQUIREMENT

Media Support

A wide range of paper sizes and weights are supported. Paper sizes up to 11 x 17 inches are supported in all trays, with 12 x 18 in. media supported through the bypass tray. All trays support media up to 220 gsm, with up to 300 gsm through the bypass tray. Auto duplex is supported up to 176 gsm. Save money by bringing outsourced work in-house with the media and finishing flexibility of the WorkCentre 7228/7235/7245 series.

Finishing Features

Whether you need collated output, 50-sheet multi-positioned stapled output, hole-punched documents, or fully finished saddle-stitched booklets, the WorkCentre 7228/7235/7245 series has finishing options to meet your needs.

- The Office Finisher offers a 1,000-sheet stacker, and 50-sheet multi-position stapling.
- The Advanced Office Finisher includes a 3,000-sheet stacker, 500-sheet top tray, and 50-sheet multi-position stapling and hole-punching capabilities with separate output trays.
- The Professional Finisher features a 1,500-sheet stacker and 500-sheet top tray, with 50-sheet multi-position stapling, hole punching, a saddle-stitch booklet maker and V-fold brochure maker.

With these finishing options, you can create training brochures, newsletters, manuals and other professional looking documents on demand and in color or black-and-white.

Upgradeability/Extensibility

Upgrade as your needs change and you need more powerful document distribution capabilities such as network scanning, email or additional faxing or network accounting capabilities. You can also add finishing options to extend the functionality of your MFP system.

An optional Foreign Device Interface Kit controls device offers access and accounting via magnetic card readers, coin devices, and third-party accounting solutions.

Xerox Business Partner Solutions

Xerox business partners offer a wide range of server and client – based software solutions that extend the value of Xerox products by providing advanced solutions for document distribution and management, access and usage control, job tracking/reporting, and output fleet management.

Finishing Options on WorkCentre 7228/7235/7245



With these finishing options, you can create training brochures, newsletter, manuals and other professional looking documents on demand in color and black-and-white.

Evaluating Multifunction Systems

EVALUATE

SECURITY CAPABILITIES

What type of security requirements does your office require? Does the device have the **security features** to meet this demand? Can the device access be **protected by a password**? Does the device **remove latent images** on disk drives and in memory? Does the MFP vendor participate in third-party testing and certification?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE SECURITY CAPABILITIES REQUIREMENT

Basic Security Features

Xerox is committed to the security of its products, and is taking a unique approach to security within the document industry. Xerox believes security should be built in as a core component of the MFP system and its controller.

Standard security features delivered in the WorkCentre 7228/7235/7245 series include:

- **Analog Fax and Network Isolation** – Controller architecture isolates the fax telephone line and the network connection to foil in-coming attacks.
- **Secure Print** – Unlimited Secure Print holds jobs at the device until the owner releases them with the PIN code.
- **Encrypted Email** – Emails sent from the device to the SMTP server are encrypted with digital keys.
- **Authentication**
 - **System Administrator Authentication** – The WorkCentre 7228/7235/7245 support IP Filtering, limited access by IP address or a range of IP restrictions on Web pages. This allows access to administrative Web pages to be restricted to authorized IP addresses. Device Access Password Protection further restricts access to device setup screens and remote network settings.
 - **Network Authentication** – Restricts access to scan, email and fax features by validating network user names and passwords.
 - **Copy Auditron** – Restricts access to the device for copy functionality.

Evaluating Multifunction Systems

ADVANTAGE**HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE SECURITY CAPABILITIES REQUIREMENT (cont'd)****Advanced Security Features**

Optional, advanced security features available for the WorkCentre 7228/7235/7245 series include:

- **Disk Image Overwrite** – This feature electronically erases data that has been processed to the hard disk in print, copy, scan, Internet and server fax modes. This feature uses a 3-Pass algorithm specified in the US Department of Defense Directive 5200.28-M.
- **Print Channel Encryption** – Delivering secure communication via SSL/TLS.
- **Password Protected PDF** – A user can select Password Protected PDF[®] from Scan to Email enabling only the recipient that has the password to open the file.
- **Secure Data Protocols** – The WorkCentre 7228/7235/7245 series supports HTTPS, enabling the CentreWare Internet Service to be set up using Industry Standard security Secure Sockets layer technology.
- **Secure Watermark** – When enabled on the device, all copies are printed with a digital watermark. If a user attempts to re-copy an image with the digital watermark on any WorkCentre 7228/7235/7245, the device will not allow it. When re-copied on other devices, the watermark in the background will be enhanced not allowing for a clean reproduction.
- **Audit Logging** – A new feature that captures job activity, and exports the log via HTTPS at the request of an authorized user or administrator.
- **Encrypted Hard Disk** – Data stored on a hard disk is protected using 128-bit encryption.
- **Encrypted Email** – Securely encrypts Scan to Email jobs processed by the WorkCentre 7228/7235/7245.

Evaluating Multifunction Systems

EVALUATE

COST CONTROL

One of the most important things to consider when evaluating a device with **color capabilities** is to understand how you can **control color usage**. Does the device charge a premium for black-and-white printing? Can the device **automatically check for black-and-white and color pages**?

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE COST CONTROL REQUIREMENT

Black-and-white system costs, with built-in color

All WorkCentre 7228/7235/7245 series devices separate color and black-and-white page counts to allow for separate billing of these pages. Further, with a Xerox maintenance and supplies contract – page costs are fixed, meaning the per-click charge doesn't change depending on how much toner is used. Similarly, page-size doesn't effect your per page cost – tabloid and letter size pages carry the same cost.

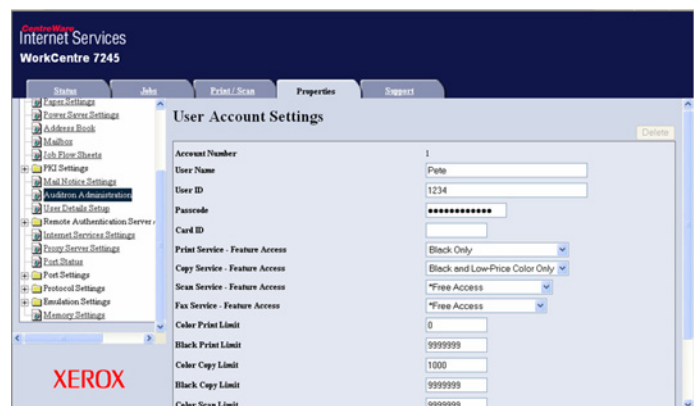
Accounting for Color

Two features have been specifically developed to ensure color and black-and-white copies and prints are accurately accounted for, and that access to walk-up color copying features can be managed.

- **Automatic Color Copy** – the device detects black-and-white and color pages separately in the original source document and prints and charges for them at their different rates. In addition, you can select “Black-and-White Only” to copy color documents in black-and-white. These output settings can be assigned as the copy default for the device to limit color usage and manage costs.
- **Automatic Color Print** – the device detects black-and-white pages within a print job even with the output selection set to Color. The black-and-white printed pages are then printed and charged at the black-and-white rate.

The Xerox WorkCentre 7228/7235/7245 also enables several tools to allow for the following capabilities:

- **Device Auditron** – Can restrict and track copy, print, fax and scan usage.
- **Xerox Standard Accounting** – Restricts and tracks copy, print, fax and scan usage. XSA can also generate reports from the web showing print, copy, scan and fax events with time stamps.
- **Xerox Page Accountant** – Sets color quotes for copy and print across your enterprise.
- **3rd Party Enablement for Accounting** – Additional accounting solutions for specific industries and vertical applications are available from Xerox Business Partners including Equitrac Corporation, Pharos Systems, Control Systems Inc., and others.



SECTION 2

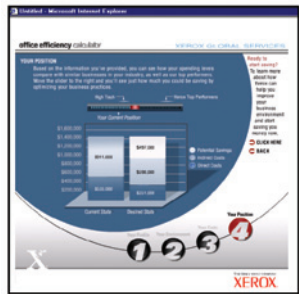
Evaluating Multifunction Systems

ADVANTAGE

HOW XEROX WORKCENTRE® 7228/7235/7245 SERIES EXCEEDS THE COST CONTROL REQUIREMENT (cont'd)

Assessing your Environment

Xerox can help you decrease your overall document costs by optimizing and right-sizing your technology deployment. Three levels of assessment tools and services are available to help you deploy the right mix of equipment to best serve the needs of your environment:



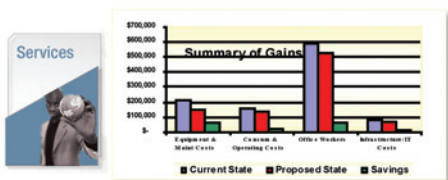
LEVEL 1: Xerox Office Efficiency Calculator

A five minute, Web-based “instant analysis” offers suggestions on your technology needs using information you enter on your environment and key, known industry metrics.

XOPA Metrics	Current state	Proposed state	Current/Proposed cost difference	Industry average	Benchmark
Employees per device	3.42	4.08	-2.08	5%	5% - 7%
Device utilization	3.03%	4.01%	1.98%	5%	5% - 7%
Direct cost per page	\$ 0.081	\$ 0.075	\$ 0.006	\$ 0.000 - \$ 0.070	
Pages per employee (monthly)	1,670	1,578	1,262		
Monthly costs per employee					
Direct cost per employee	\$ 132	\$ 119	\$ 82		
Indirect cost per employee	\$ 34	\$ 30	\$ 25		
Productivity cost per employee	\$ 242	\$ 217	\$ -		
Total direct and indirect cost per employee	\$ 429	\$ 366	\$ -		
Annual costs per employee					
Direct cost per employee	\$ 1,584	\$ 1,428	\$ 579		
Indirect cost per employee	\$ 407	\$ 360	\$ 305		
Productivity cost per employee	\$ 2,910	\$ 2,603	\$ -		
Total direct and indirect cost per employee	\$ 5,140	\$ 4,390	\$ -		

LEVEL 2: Xerox Office Productivity Advisor (XOPA)

More in-depth Web-based tool assesses your specific document environment. XOPA results suggest better ways to manage page volume between printing, copying and faxing – delivering end user satisfaction and cost efficiency. XOPA is a free service performed by your local Xerox sales representative.



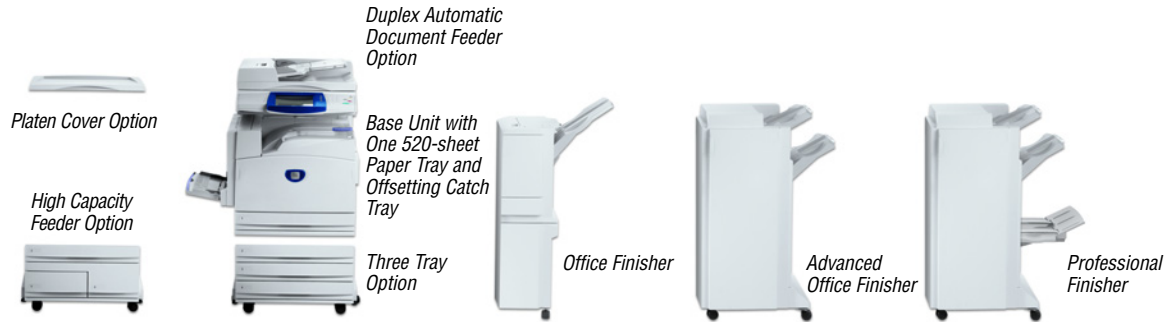
LEVEL 3: Xerox Office Document Assessment (ODA)

An analytical model that measures and analyzes your current document production infrastructure, the ODA provides in-depth improvement plans for significant cost savings and increased efficiency. The ODA is a six-sigma fee-based tool and consultative service oriented more at enterprise level organizations.

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Configuration Summary



CONFIGURATIONS		WorkCentre® 7228	WorkCentre® 7235	WorkCentre® 7245
Speed		Up to 28 black-and-white / 26 ppm color	Up to 35 black-and-white / 31 ppm color	Up to 45 black-and-white / 35 ppm color
Duty Cycle		Up to 135,000 images / month depending on model		
Paper Handling				
Paper Input	Standard	Bypass Tray: 100-sheets; Size: 4.13 x 5.83 in. to 12 x 18 in. / 105 x 148 mm to SRA3 Tray 1: 520-sheets; Size: 5.5 x 7.2 in. to 11 x 17 in. / 139.7 x 182 mm to A3		
	Optional	Up to 75-sheet Duplex Automatic Document Feeder Three Tray Option (Total 2,180 sheets): Adds three 520-sheet Paper Trays; Size: 5.5 x 7.2 in. to 11 x 17 in. / 139.7 x 182 mm to A3 High Capacity Feeder (Total 3,140 sheets): Adds one 520-sheet Paper Tray; Size: 5.5 x 7.2 in. to 11 x 17 in. / 139.7 x 182 mm to A3, one 800-sheet Tray and one 1,200-sheet Tray; Size: 8.5 x 11 in. / A4		
Paper Output	Standard	400-sheet Offsetting Center Catch Tray (200 sheets with any Finisher option)		
	Optional	Office Finisher: 1,000-sheet stacker, 50-sheet multi-position stapling Advanced Office Finisher: 3,000-sheet stacker and 500-sheet top tray, 50-sheet multi-position stapling and hole punch Professional Finisher: 1,500-sheet stacker and 500-sheet top tray, 50-sheet multi-position stapling and hole punch, saddle-stitch booklet maker, V-fold brochure maker		
Security		Fax Security, Secure Print, Image Overwrite Security, Secure Watermark, Scan to Email, password protected PDF, and Encrypted Disk Drive		
Accounting		Internal Auditron – Xerox Standard Accounting – Copy, Print, Fax, Scan; Optional Job Based Accounting (3rd Party)		
Copy				
Pre-Collation Memory		768 MB plus 40 GB hard drive		
First Page Out Time		As fast as 5.7 seconds black-and-white / 7.5 seconds color		4.8 seconds black-and-white / 7.2 seconds color
Copy Resolution		600 x 600 dpi		
Copy Features		Automatic two-sided, color touch screen interface, electronic pre-collation, automatic tray selection; build job, negative/mirror image, automatic booklet creation, multi-up, auto RE, mixed-size originals, auto registration, covers insertion, sample set, bound copying, store and recall job programming, annotation, auto color selection, area designation, poster mode, watermark		
Print				
Processor / PDL		600 MHz / Adobe® PostScript® 3™, PCL 5c and PCL 6 emulations		
Connectivity		10/100 BaseT Ethernet, 10Base2, 10Base5 (via adapter), USB (optional), Wireless Ethernet 802.11b (via third-party adapters)		
Print Resolution		600 x 600 x 8 dpi, 1200 x 1200 dpi		
Print Features		Secure print, delay print, sample set, booklet creation, cover selection, paper selection by attribute, multi-up, watermark, annotation, banner sheets, poster, fit to new paper size, transparency interleave, output tray selection, store and recall driver settings, color balance and controls		
Fax	Optional	Walk-Up Fax (one-line and three-line options), Network Server Fax, Internet Fax, Fax from Print Driver		
Fax Features		Fax Forward to Email, Mailbox, Duplex Send and Receive, print on fax up to 11 x 17 / A3, Fax Build Job, Fax Bound Originals		
Scan	Optional	Scan-to-Email, Scan to PC Desktop, Scan to Mailbox, Scan to FTP, Thumbnail Preview, Various <i>Xerox Business Partner</i> Solutions, SMARTsend		
Scan Features		PDF, High Compression PDF, JPEG, TIFF, Multi-page TIFF, Mixed Size Originals, Scan Build Job, Auto Color		
Other Options		Foreign Device Interface, Media Card Reader		

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Specifications

DIMENSIONS AND WEIGHT	<i>width</i>	<i>depth</i>	<i>height</i>	<i>weight</i>
<i>Fully Configured</i>	53 in./1,346 mm	25 in./635 mm	43.9 in./1,115 mm	457 lbs/257 kg
	71.5 in./1,816 mm	48 in. /1,219 mm	78 in. /1,981 mm	

ELECTRICAL REQUIREMENTS

220–240 V Nominal, 50/60 Hz, 10A

POWER CONSUMPTION/ENVIRONMENTAL FACTORS

<i>Running</i>	< 1012 watts
<i>Standby</i>	< 200 watts
<i>Low-Power Mode</i>	< 80 watts
<i>Sleep Mode</i>	< 10 watts
<i>Warm Up</i>	45 seconds (maximum)
<i>Low-Power Recovery</i>	30 seconds (maximum)

SUPPLIES	<i>Description</i>	<i>Order Number</i>	
<i>Toner Cartridges</i>	Black	006R01280	
	Cyan	006R01281	
	Magenta	006R01282	
	Yellow	006R01283	
<i>Staple Refills</i>	For Office Finisher	8R12915	
	For Advanced Finisher	8R12941	Used on Advanced and Professional Finisher plus Convenience Stapler 3 refills at 5,000 each
	For Professional Finisher	8R12925	Used on Professional Finisher (Booklet Function) 4 refills at 5,000 each
<i>Staple Cartridges</i>	For Advanced and Professional Finishers	8R12964	Used on Advanced and Professional Finisher plus Convenience Stapler (1 cartridge for repair)

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Competitive comparisons

	WorkCentre® 7228/7235/7245	Canon® imageRUNNER® C2620/C3220	Canon® imageRUNNER® C5800/C6800	Ricoh® Aficio® 3228c/3235c/3245c	Konica Minolta® bizhub® C351/C450
Type	Full color copier, printer Optional- Scanner, Fax	Optional- Scanner, Fax Full color copier, printer	Full color copier, printer Optional- Scanner, Fax	Optional- Scanner, Fax Full color copier, printer	Full color copier, printer Optional- Scanner, Fax
Engine Architecture	Laser, Single pass	Laser, Single Pass	Laser, Four pass Engine	Laser, Single Pass	LED, Single Pass
Toner	EA HG Toner	Chemical S Toner	Chemical S Toner	Chemical Toner	Simitri Polymerized Toner
Duty Cycle (pages per month)	Up to 135,000 depending on model	50,000	C5800- 230,000 C351- 100,000	C6800- 280,000 C450- 125,000	50,000
PRINTER					
Speed (4C, B&W)	26 color / 28 b/w 31 color / 35 b/w 35 color / 45 b/w	C2620- 26 color/ 26 b/w C3220- 32 color / 32 b/w	C5800- 16 color/ 58 b/w C6800- 16 color/ 68 b/w	3228c- 24 color / 28 b/w 3235c- 28 color/ 35 b/w 3245c- 35 color/ 45 b/w	C351- 35 color/ 35 b/w C450- 45 color/ 45 b/w
First Page Out Time	As fast as 4.8 seconds b/w, 7.2 seconds color	9.8 seconds b/w, 13.1 seconds color	5.3 seconds b/w, 11.3 seconds	3228/3235- 8 seconds b/w, 10 seconds color 3245c- 6 seconds b/w, 8 seconds color	C351- 6.8 seconds b/w, 8.5 seconds color C450- 5.5 seconds b/w, 8.5 seconds color
Warm-up	Less than 45 seconds from low power	6 min	8.5 minutes	99 seconds	99 seconds
Resolution	600 x 600, 1200 x 1200	2400 x 600, 600 x 600	2400 x 600, 600 x 600	600 x 600, 1200 x 1200	600 x 1800, 600 x 600
Std/Max Printer Memory	768 MB	Canon controller- 1 GB/ 1 GB shared EFI bustled- 128 MB/256 MB EFI external- 256 MB/512 MB	Canon- 768 MB/ 768 MB shared EFI- 128 MB/ 256 MB	1 GB shared	Konica Minolta- 512 MB/ 512 MB EFI- 256 MB/ 512 MB
Controller Mfr/Model	Xerox	Canon, EFI bustled, EFI external	Canon or EFI	Ricoh	Konica Minolta or EFI
Processor/MHz	600 MHZ PowerPC	Canon- 250 MHZ- shared EFI bustled- 850 MHz EFI external- 2.4 GHz	Canon- 250 MHZ- shared EFI- 850 MHz	600 MHz	Konica Minolta 351/ 450- 600 MHz EFI- 2 GHz (not available on C250)
Hard Drive	Not less than 40 GB	Canon- 40 GB - shared EFI bustled - 20 GB EFI external- 60 GB	Canon- 40 GB - shared EFI- 20 GB	80 GB	Konica Minolta- 40 GB EFI- 40 GB
PDL	PS3, PCL 5C, PCL 6	Canon- PCL 5c, PS 3 emulation EFI bustled - PCL 5c, Adobe PS 3 EFI external- Adobe PS 3	Canon- PCL 5c, PS 3 emulation, EFI- PCL 5c, Adobe PS 3	PCL5c, PCL6, RPCS Adobe PS 3 optional	Konica Minolta- PCL 5C, PCL 6, PS 3 emulation EFI- PCL 6, Adobe PostScript 3
USB Interface	Optional	Canon: Yes EFI bustled: No EFI external- No	Canon: Optional EFI: No	Standard	Konica Minolta- optional
Front panel queue	Yes	Yes, separate for each function	Yes, separate for each function	No active job queue	Yes
PAPER HANDLING					
Duplex	Standard automatic	Standard automatic	Standard automatic	Standard automatic	Standard Automatic
Std Paper Source(s)/ Cap	2 trays + 100 sheet bypass/ 1140 sheets	2 trays + 100 sheet bypass/ 1200 sheets	2 trays + 100-sheet bypass/ 1200 sheets	2 trays + 100 sheet bypass/ 1100 sheets	1 tray + 150 sheet bypass/ 900 sheets
Max Paper Sources/Cap	4 trays + bypass/ 2180 or 2 tray + bypass + HCT/ 3140	6 trays + 100 sheet bypass/ 5000 sheets	6 trays + 100 sheet bypass/ 7700 sheets	4 trays + 100 sheet bypass/ 3,100 sheets	5 trays + 150 sheet bypass/ 3400 sheets
Paper Weights	All trays- 16- 110 lb (60 gsm- 220 gsm)	17 lbs - 110 lb index (64 gsm- 220 gsm)	17 lbs - 110 lb index (64 gsm- 209 gsm)	16 to 28 lb. Bond (60 – 105 gsm)	16 -140 lb index (64-253 gsm)
Paper Sizes	5.5 x 8.5- 11 x 17 (140- 216mm)- (279- 432mm)	10.5 x 7.25 to 12 x 18/ A5R- A3+	3.875 x 5.56 to 13 x 19/ A5R- SRA3	8.5 x 11- 11 x 17/ A6- A3	5.5 x 8.5 to 11 x 17/ A6- A3
Bypass/Paper Weights	16- 110 lb index (64- 220 gsm)	17 lbs- 140 lbs (64 gsm- 253 gsm)	17- 140 lb index (64 - 253 gsm)	16 lb to 90 lb. Index (60 – 163 gsm)	16 -140 lb index (64-253 gsm)
Bypass Paper Sizes	4.13 x 5.83 to 12 x 19	3.1 x 5.875 to 12.625 x 18/ A5R- SRA3+	3.875" x 5.8" to 13 x 19/ A5R- SRA3	7.5" x 10.5" to 12 x 18/ A6- A3+	4 x 6 to 12 x 18/ A6- A3+

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Competitive comparisons (cont'd)

	WorkCentre® 7228/7235/7245	Canon® imageRUNNER® C2620/C3220	Canon® imageRUNNER® C5800/C6800	Ricoh® Aficio® 3228c/3235c/3245c	Konica Minolta® bizhub® C351/C450
SCANNER					
Scan resolution	600 x 600, 400 x 400, 200 x 200	600 x 600	600 x 600	600 x 600, 1200 b/w	600 x 600
LDAP	Yes	Yes	Yes	Yes	Yes
Authentication	Yes	Ecopry: Yes/ Universal Send: No	Ecopry: Yes/ Universal Send: No	Yes	Yes
Scan to Server	Yes	Yes	Yes	Yes	Yes
Scan-to-Email	Yes	Yes	Yes	Yes	Yes
COPIER					
Scan Speed	45 ppm color and b/w	23 color, 36 b/w	50 ppm b/w	35 ppm color/ 50 ppm b/w	38 ppm0
Paper Sizes	5.5 x 8.5 - 11 x 17	5.5 x 8.5 - 11 x 17/A5R- A3	5.5 x 8.5 - 11 x 17/A5R- A3	5.5 x 8.5 - 11 x 17/A5 - A3	5.5 x 8.5 - 11 x 17/A3
Document Feeder	Optional- up to 75 sheets	Optional- 30 sheets	Standard- 100 sheets	Standard- 80 sheets	C351 Optional- 100 sheets C450- Standard
Max Original Size:	11 x 18.7/A3	11 x 17/A3	11 x 17/A3	11x17/A3	11 x 17/A3
Paper Weights	13 - 32 lb (50 - 120 gsm)	14 lbs - 28 lb (52 - 105 gsm)	13 - 32 lb (42 - 128 gsm)	11 - 34 lbs (49 - 120 gsm)	13 - 29 (49 - 105 gsm)
FAX					
Internet FAX	Optional	Optional	Optional	Optional	No
Phone FAX	Optional	Optional	Optional	Optional	Optional
PC FAX	Optional	Optional	Optional	Optional	Optional
FINISHER					
Sorter capacity	Office Finisher- 1,000 sheets Advanced Finisher- 3500 sheets, Professional Finisher- 2,000 + booklet tray	Office Finisher- 1 tray, staple/ sort, Office Finisher 2- 2 trays, staple/sort, Saddle Finisher- 2 trays, saddle stitch	Office Finisher- 2 trays, staple/ sort, Saddle Finisher- 3 trays, saddle stitch, hole punch	Office Finisher- 2 tray, Booklet Finisher- 1 tray, staple/ sort, v fold	Office Finisher- Sort, Staple Booklet Finisher- Saddle stitch, v fold, staple/sort, hole punch optional
Stapling Cap/ # positions	50 sheets ltr/single any corner, dual	50 sheets ltr/Corner, Double	50 sheets ltr/Corner, Double	50 sheets ltr/3 positions	50 sheets (letter)/3 positions
Electronic Pre-collation	Yes	Yes	Yes	Info Not Available	Info Not Available
ADDITIONAL INFORMATION					
Dimension (HxWxD):	43.9 x 53 x 25 in.	31.5 x 24.4 x 31 in.	46.9-1/2 x 26.75 x 33.5 in.	50 x 26.4 x 27.5 in.	35.5 x 28.75 x 30.25 in.
Weight	457 lbs/212 kg	277 lbs/126 kg	498 lbs/226 kg	264 lbs/120 kg	275.5 lbs/125 kg
Power Requirements	220 - 240V, 50/60 Hz, 10A	120V, 60 Hz, 15A 240V, 50/60 Hz	120V, 60 Hz, 16A 230V, 50 Hz, 10A	120V 60 Hz, 12A 230 - 240V, 50/60 Hz	120v. 60 Hz, 15A 220 - 240V, 50 Hz
Energy-Star	No	Yes	Yes	Yes	Yes
Advantages/ Disadvantages		Long warm up time Low duty cycle No hole punch Slow FPOT	Slow Color Print Speed Long warm-up time High acquisition price Restricted color use	PostScript chargeable option Old Direct Transfer engine Poor queue management Limited media handling	Limited standard paper capacity Smaller standard processor Limited duty cycle- Limited scan ahead for jobs

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Support and Information sources

Unrivaled service and support

Behind every Xerox product is a large network of customer support that's unrivaled in the industry and available when you need it. Xerox service professionals use leading-edge technologies to keep you up and running. They're even linked to the engineers who designed your product, so you can be confident when you choose Xerox. And genuine Xerox supplies are always easily available.

Total satisfaction guaranteed

The exclusive Xerox Total Satisfaction Guarantee, recognized as unique in the industry, covers every WorkCentre device which has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement. You decide when you're satisfied.

Xerox Office Services Support

Asset Management Services

- **Asset Optimization and Tracking** – Process and tools to optimize an enterprise's office output infrastructure and reduce hard costs.
- **Break-Fix Management** – Single point of ownership and management for break-fix service for all brands of office output devices
- **Supplies Management** – Process and tools to procure, monitor and replenish all document related supplies proactively.

Imaging and Output Management Services

- **Output Management** – Single point of management of office output from all output devices – regardless of manufacturer
- **Image Capture and Workflow** – Cost efficient solutions for capturing, managing, retrieving and distributing information into digital repositories.

Support Services

- **Technology Procurement & Deployment** – A creative and flexible end-to-end print/computer product acquisition solution using a single point of contact model, while lowering the total cost of acquisition.
- **Help Desk Services** – A broad range of enterprise services managed through a centralized single point of contact and delivered through an on-site or off-site model.
- **End User Services** – Microsoft software implementation, IT project consulting, and customer education.

Access Managed Services

- **Student/Patron Access Services** – Custom designed and implemented customer-managed solutions for student and library patron print access management.

SECTION 3

Configurations, Competitive Comparisons, Service & Support, Additional Information Sources

Support and Information sources

Additional Information Sources

The Front Panel

The Front Panel offers tools and information pages to help with machine set-up, feature selections, solve operational problems, media feed and supply issues.

The Customer Documentation contains:

- Read Me First
- Quick Use Guide
- System Administrator Guide CD
- Interaction User Guide CD
- Quick Network Set-Up Guide

On the Web

Visit www.xerox.com/office for:

- Product, supplies, and support information
- Downloading drivers
- On-line documentation

Visit www.xerox.com/office/support for:

- Support and service information including the same troubleshooting knowledge base used by Xerox Customer
- Support staff to provide the latest technical information on:
 - Application issues
 - Errors
 - Print-quality issues
 - Troubleshooting



Questions? Comments? Problems?

**If you have any questions,
please contact your Xerox
sales representative, call
1-800-ASK-XEROX or
visit us on the web at
www.xerox.com/office**

