



Dell™ and HP® Printer Comparison

Dell printers can help you save up to 35%* on your total cost of printing compared to HP – savings you can use to invest in your IT operation



* Savings based on comparing the Dell 3335dn to the HP M3035xs

Dell 2155cn Multifunction Color Laser Printer vs HP CM2320nf



Designed for small and medium sized businesses and small workgroups looking for affordable, professional-quality printing with copy, fax and scan capabilities all in one convenient device, the Dell 2155cn multifunction color laser printer features fast print speeds in both mono and color, and amazing long-term value.



PC Magazine 2011 "Editor's Choice Award" (Dell 2155cn)

"The Dell 2155cn's combination of speed, output quality, and MFP features is a near-perfect fit for micro and small offices in search of a color laser MFP."*
- PC Magazine, 02/2011, USA

Save up to 16% in Total Cost of Printing with the Dell 2155cn

Dell engineers its line of professional laser printers to help organizations of all sizes proactively save on their total cost of printing— a combination of printer acquisition cost, consumables cost, and service cost over a three-year period— compared to HP. With the 2155cn, you can save up to 16% over three years over the comparable HP product.

	Dell 2155 cn	HP CM2320nf	Savings
Price	\$549	\$699	21%
Consumables Cost (3 Years)	\$2,979	\$3,525	15%
3 Year Service Cost	3 Year Basic Limited Warranty ¹ and 3 Year Next Business Day Onsite Service \$180	HP 3 year Next Business Day Onsite Color LaserJet CM2320 Multifunction printer Support \$199	10%
Total Cost of Printing	\$3,708	\$4,423	16%

Key consumable cost assumptions²

Average monthly print volume: 1,400 pages, 36 months, 40% Color printouts only. High-yield consumables used when available ship-with consumables are depleted.

- Ship-with consumables (included in analysis):
 - Dell 2155cn: 1,200 pages yield black toner cartridge, 1,200 pages yield color toner cartridges
 - HP CM2320nf: 1,200 pages yield black toner cartridge; 1,200 pages yield color toner cartridges
- High yield consumables (included in analysis):
 - Dell 2155cn: 3,000 pages yield black toner cartridge (\$99.99); 2,500 pages yield color toner cartridges (\$98.99)
 - HP CM2320nf : 3,500 pages yield black toner cartridge (\$122.99); 2,800 pages yield color toner cartridges (\$120.99)

The Dell 2155cn can help you save up to \$233 per year

Save \$.0008 per mono page and \$.0097 per color page when you print on a Dell 2155cn printer. Print 24,000 color pages a year and you could save up to \$233 annually.

Dell 2155cn



\$.0242 mono (per page)
\$.1430 color (per page)

HP CM2320nf



\$.0250 mono (per page)
\$.1527 color (per page)

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1. For a copy of Limited Hardware Warranty, please write Dell USA L.P., Attn: Warranties, One Dell Way, Round Rock, TX 78682. For more information, visit www.dell.com/warranty.
2. Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields and Total Cost of Printing results. Black and color toner yield based on testing in accordance with ISO/IEC 19798. Yields vary with usage and environmental conditions. Total Cost of Printing model assumes exclusive use of high-yield consumables after ship-with consumables run out. Prices taken from www.dell.com and www.hp.com as of 10/27/11.

The Dell 2155cn laser printer excels on key product specifications

	Price	High Yield Color CPP	Max. print speed (Actual speed will vary with use)	Processor	Memory	Network Speed
Dell 2155cn	\$549	14.3¢	24 ppm (mono/color)	533MHz	256MB	Gigabit Ethernet capable
HP CM2320nf	\$699	15.45¢	21 ppm (mono/color)	450MHz	160MB	10/100 Base TX-Ethernet
Dell Strengths:	\$150 lower	1.15¢ lower	3 ppm faster (mono/color)	83 MHz faster	96 MB higher	Able to support higher network speeds

Depend on Dell printers to be durable and reliable

- The 2155cn can produce up to 24 pages per minute in both mono and color (letter). Actual speed will vary with use.
- Built to handle heavy workloads, the 2155cn is designed to handle up to 40,000 pages per month maximum duty cycle.

Dell's warranty is one of the best in the industry and includes the fuser

Dell covers the ongoing maintenance during the warranty period, a benefit few other vendors offer today. That means that you won't have unexpected maintenance costs because all components are covered. For example: if the fuser kit breaks (up to a \$300 cost), Dell will replace it at no charge under our standard warranty.

Dell's Limited Hardware Warranty includes the price of a replacement fuser during the warranty period (up to a \$300 value).

Dell's trade-in and recycling program is easy to understand

	Buy Model	Trade-in Model	Discount / Rebate
Dell	2155cn	Any laser	\$255
HP	CM2320nf	Multiple laser options	\$75

Simply trade in any laser printer and the Dell rebate is taken directly off of your purchase price. HP trade-in program depends on the make/model of printer you trade in and you receive your rebate at a later time in the mail.

- No minimum requirements and you can trade in as many as you like
- Most states require the proper disposal of your printers. Dell provides an environmentally conscientious way to discard old printers by recycling them for you.

For more information on the Dell 2155cn visit Dell.com/printers or contact your Dell Printer Consultant

Dell 5130cdn Single Function Color Laser Printer vs HP CP4525dn



The Dell 5130cdn Color Laser Printer is a high-performance color printer that's fast, offers excellent print quality, and is designed to handle heavy workloads. Mid to large workgroups in organizations of all sizes can benefit from the reliable 5130cdn, which is one of the fastest color laser printers in its class.

PC World "Top 10 Color Laser Printers - #1" 2011

Buyers Labs "2010 Pick Award", June 2010

Buyers Labs "Outstanding Achievement Award for Energy Efficiency", January 2011

"The 5130cdn consumed the lowest, and among the lowest amount of energy of A4 models in their respective classes (large workgroup color printer) while running BLI's real-world job stream tested."*

- Buyers Laboratory Inc, 01/2011, USA 2010 Pick Award

Save up to 27% in Total Cost of Printing with the Dell 5130cdn

Dell engineers its line of professional laser printers to help organizations of all sizes proactively save on their total cost of printing— a combination of printer acquisition cost, consumables cost, and service cost over a three-year period— compared to HP. With the 5130cdn, you can save up to 27% over three years over the comparable HP product.

	Dell 5130cdn Color Laser	HP CP4525dn	Savings
Price	\$1,549	\$1,599	3%
Consumables Cost (3 Years)	\$2,018	\$2,708	25%
3 Year Service Cost	3 Year Dell Next Business Day On-site Service After Remote Diagnosis ¹ \$0	HP 3 Year Care Pack Next Business Day On-site Service \$599	100%
Total Cost of Printing	\$3,567	\$4,906	27%

Key consumable cost assumptions²

Total pages

- Assumed print volume: 2,000 pages/month
- Total months: 36

Print ratio

- Color ratio: 25%
- Mono ratio: 75%

Coverage area

- Page size: letter

Ship-with consumables (approx. page yield per toner cartridge³)

- Black cyan magenta yellow
- Dell 5130cdn 9,000 6,000 6,000 6,000
- HP 4525dn 8,500 11,000 11,000 11,000

Replacement consumables (approx. page yield per toner cartridge³)

- Dell 5130cdn 18,000 12,000 12,000 12,000
- HP 4525dn 17,000 11,000 11,000 11,000

The Dell 5130cdn can help you save up to \$1,674 per year

Save \$.0042 per mono page and \$.0155 per color page when you print on a Dell 5130cdn printer. Print 108,000 color pages a year and you could save up to \$1,674 annually.

Dell 5130cdn



\$.0104 mono (per page)
\$.0771 color (per page)

HP CP4525dn



\$.0146 mono (per page)
\$.0926 color (per page)

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1. Remote Diagnosis is determination by online/phone technician of cause of issue; may involve customer access to inside of system and multiple or extended sessions. If issue is covered by Limited Hardware Warranty and not resolved remotely, technician and/or part will be dispatched, usually within 1 or 2 business day following completion of Remote Diagnosis. Availability varies. Other conditions apply.

2. Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields and Total Cost of Printing results. Total Cost of Printing model assumes exclusive use of high-yield consumables after ship-with consumables run out. Prices taken from www.dell.com and www.hp.com as of 10/27/11.

3. Black and color toner yield based on testing in accordance with ISO/IEC 19798. Yields vary with usage and environmental conditions.

The Dell 5130cdn laser printer excels on key product specifications

	Price	Max. print speed (Actual speed will vary with use)	Duplex Print Speed	Active Power Consumption	Standard Input (sheets)	Standard Output (sheets)
Dell 5130cdn	\$1,549	Up to 47/47 ppm (Black/Color)	37.6 ppm (letter)	600W	Up to 700	Up to 1000
HP CP4525dn	\$1,599	Up to 42/42 ppm (Black/ Color)	33 ppm	740W	Up to 600	Up to 500
Dell Strengths:	\$50 lower	5 ppm faster	4.6 ppm faster	140W lower	100 more sheets	500 more sheets

Get up to 11%** more printer output capacity per month over HP

Depend on Dell printers to be durable and reliable.

- The 5130cdn can produce up to 47 pages per minute in both mono and color (letter) and an exceptionally fast 37.6 pages per minute in duplex mode. Actual speed will vary with use.
- Built to handle heavy workloads, the 5130cdn is designed to handle up to 110,000 pages per month maximum duty cycle.

Dell's warranty is one of the best in the industry and includes the fuser

Dell covers the ongoing maintenance during the warranty period, a benefit few other vendors offer today. That means that you won't have unexpected maintenance costs because all components are covered. For example: if the fuser kit breaks (up to a \$300 cost), Dell will replace it at no charge under our standard warranty.

Dell's Limited Hardware Warranty includes the price of a replacement fuser during the warranty period (up to a \$300 value).

Dell's trade-in and recycling program is easy to understand

	Buy Model	Trade-in Model	Discount / Rebate
Dell	5130cdn	Any laser	\$620
HP	CP4525dn	Multiple laser options	\$300

Simply trade in any laser printer and the Dell rebate is taken directly off of your purchase price. HP trade-in program depends on the make/model of printer you trade in and you receive your rebate at a later time in the mail.

- No minimum requirements and you can trade in as many as you like
- Most states require the proper disposal of your printers, Dell provides an environmentally conscientious way to discard old printers by recycling them for you.

For more information on the Dell 5130cdn visit Dell.com/printers or contact your Dell Printer Consultant

** Based on maximum duty cycle comparisons and pricing on new Dell line vs. comparable HP product, using Dell workgroup (5000 series) and enterprise workgroup (7000 series) laser printers and comparable HP laser printers. Maximum monthly duty cycle is the recommended maximum total number of pages per month the printer can print. Dell does not guarantee performance if printer exceeds

Dell 3335dn Multifunction Mono Laser Printer vs HP M3035xs



The Dell 3335dn is a fast, powerful monochrome laser printer designed for small and medium size workgroups within organizations of all sizes. Offering scan features and a fax function so that digitized documents can easily be stored in USB or network devices for facilitated document management, the Dell 3335dn is also equipped with an adjustable 7-inch color touch screen user interface, front USB port, and optional wireless LAN connectivity.

Computer Shopper "Editor's Choice", September 2010

Buyer's Lab 2010 Pick Award

"The 3335dn incorporates easy-to-use customizable touch-screen interfaces and workgroup functionality in a relatively compact footprint."*

- Buyers Laboratory Inc, 06/2010, USA

Save up to 35% in Total Cost of Printing with the Dell 3335dn

Dell engineers its line of professional laser printers to help organizations of all sizes proactively save on their total cost of printing— a combination of printer acquisition cost, consumables cost, and service cost over a three-year period— compared to HP. With the 3335dn, you can save up to 35% over three years over the comparable HP product.

	Dell 3335dn	HP M3035xs	Savings
Price	\$1,299	\$1,999	35%
Consumables Cost (3 Years)	\$1,360	\$1,673	19%
3 Year Service Cost	3 Year Basic Limited Warranty ¹ and 3 Year Next Business Day Onsite Service \$130	3-year Next Business Day On-site \$649	80%
Total Cost of Printing	\$2,789	\$4,321	35%

Key consumable cost assumptions²

Ship-with consumables (included in analysis):

- Dell 3335dn: 7000³ pages yield black toner cartridge
- HP LJ M3035xs: 6500⁴ pages yield black toner cartridge

Standard yield consumables (included in analysis):

- Dell 3335dn: 8,000³ pages yield black toner cartridge and 14,000⁴ pages high yield black toner cartridge
- Dell 3333dn: 30,000 pages yield photoconductor unit
- HP LJ M3035xs: 13,000⁴ pages yield black toner cartridge (\$238.99⁴)

The Dell 3335dn can help you save up to \$228 per year

Save \$.0019 per page when you print on a Dell 3335dn printer. Print 120,000 mono pages a year and you could save up to \$228 annually.

Dell 3335dn



\$.0165 mono (per page)

HP M3035xs



\$.0184 mono (per page)

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 1. For a copy of Limited Hardware Warranty, please write Dell USA L.P., Attn: Warranties, One Dell Way, Round Rock, TX 78682. For more information, visit www.dell.com/warranty.
 2. Dell's black toner yield based on Dell internal testing methodology. Yields vary with usage and environmental conditions. Total Cost of Printing model assumes exclusive use of high-yield consumables after ship-with consumables run out. Prices taken from www.dell.com and www.hp.com as of 10/27/11.
 3. Toner yield based on testing in accordance with ISO/IEC 19752. Yields vary with usage and environmental conditions.
 4. Cost Per Page (CPP) model assumes exclusive use of high-yield consumables after ship-with consumables run out. CPP calculation is based on list prices of Dell HY (14000 sheet yield) toner and HP M3035/xs Toner (13000 sheet yield) as of 1/20/10. HP pricing taken from www.hp.com. NOTE: Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields and Cost Per Page results.

The Dell 3335dn laser printer excels on key product specifications

	Price	Max. print speed (Actual speed will vary with use)	Max. monthly duty cycle (pages)	Processor	Toner included/optional ⁵ Standard Yield Black(B) ⁶ High Yield Black(B) ⁶
Dell 3335dn	\$1299	Up to 40 ppm	80K	500 MHz	7K/14K
HP M3035xs	\$1999	Up to 35 ppm	75K	400 MHz	6.5K
Dell Strengths:	\$700 lower	5 ppm faster	5K more	100 MHz faster	.5k/7.5k more

Get up to 7%** more printer output capacity per month over HP

Depend on Dell printers to be durable and reliable.

- The 3335dn can produce up to 40 pages per minute (letter). Actual speed will vary with use.
- Built to handle heavy workloads, the 3335dn is designed to handle up to 80,000 pages per month maximum duty cycle.
- The Dell 3335dn printers have been recognized for their outstanding quality and reliability by Buyer's Laboratory Inc.***

Dell's warranty is one of the best in the industry and includes the fuser

Dell covers the ongoing maintenance during the warranty period, a benefit few other vendors offer today. That means that you won't have unexpected maintenance costs because all components are covered. For example: if the fuser kit breaks (up to a \$300 cost), Dell will replace it at no charge under our standard warranty.

Dell's Limited Hardware Warranty includes the price of a replacement fuser during the warranty period (up to a \$300 value).

Dell's trade-in and recycling program is easy to understand

	Buy Model	Trade-in Model	Discount / Rebate
Dell	3335dn	Any laser	\$429
HP	M3035xs	Multiple laser options	\$300

Simply trade in any laser printer and the Dell rebate is taken directly off of your purchase price. HP trade-in program depends on the make/model of printer you trade in and you receive your rebate at a later time in the mail.

- No minimum requirements and you can trade in as many as you like
- Most states require the proper disposal of your printers. Dell provides an environmentally conscientious way to discard old printers by recycling them for you.

For more information on the Dell 3335dn visit Dell.com/printers or contact your Dell Printer Consultant

5. Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields.

6 For Dell mono laser printers, black toner yield based on testing in accordance with ISO/IEC 19752. Yields vary with usage and environmental conditions.

** Based on maximum duty cycle comparisons and pricing on new Dell line vs. comparable HP product, using Dell workgroup (5000 series) and enterprise workgroup (7000 series) laser printers and comparable HP laser printers. Maximum monthly duty cycle is the recommended maximum total number of pages per month the printer can print. Dell does not guarantee performance if printer exceeds maximum duty cycle in specified time period.

***BLI awarded the Dell 5130cdn color laser printer "Pick of the Year - 2010" for "Outstanding Legal-Size Departmental Color Printer" and the Dell 3333dn and Dell 3335dn multifunction laser printers "Pick of the Year - 2010" for "Outstanding Small Workgroup Monochrome Multifunction Printer."

Dell 3330dn Single Function Mono Laser Printer vs HP P3015dn



The high-performance, network-ready Dell 3330dn monochrome laser printer, designed for small businesses to large enterprises, offers exceptional resolution, intuitive operation, and low print costs, helping everyone in the workgroup to benefit from affordable, quality printing.



PC Magazine "Highly Rated Award"

"The Dell 3330dn Laser Printer delivers fast speed, an automatic duplexer, and paper capacity suitable for most small offices."*
- PC Magazine, 10/2010, USA

Save up to 21% in Total Cost of Printing with the Dell 3330dn

Dell engineers its line of professional laser printers to help organizations of all sizes proactively save on their total cost of printing— a combination of printer acquisition cost, consumables cost, and service cost over a three-year period— compared to HP. With the 3330dn, you can save up to 21% over three years over the comparable HP product.

	Dell 3330dn	HP P3015dn	Savings
Price	\$599	\$749	20%
Consumables Cost (3 Years)	\$1,110	\$1,344	17%
3 Year Service Cost	3 Year Basic Limited Warranty and 3 Year Advanced Exchange Service ¹ \$70	3 Year care pack next business day advanced exchange service \$159	56%
Total Cost of Printing	\$1,779	\$2,252	21%

Key consumable cost assumptions²

Total pages

- Assumed Print Volume: 2,000 pages/month
- Total Months: 36

Coverage area

- Page size: Letter

Ship-with consumables (included in analysis):

- Dell 3330dn: approx. 7,000 page yield³ standard capacity black toner cartridge
- HP P3015dn: approx. 6,000-page yield black toner cartridge

Replacement consumables (included in analysis):

- Dell 3330dn: approx. 14,000-page yield³ high capacity black toner cartridge (use and return)
- HP P3015dn: 12,500-page yield black toner cartridge

The Dell 3330dn can help you save up to \$101 per year

Save \$.0014 per page when you print on a Dell 3330dn printer. Run 72,000 mono pages a year and you could save up to \$101 annually.

Dell 3330dn



\$.0165 mono (per page)

HP P3015dn



\$.0179 mono (per page)

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¹ Replacement part/unit dispatched, if needed, following completion of phone/online diagnosis. Fee charged for failure to return defective unit. Availability varies. Other conditions apply.

² Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields and Total Cost of Printing results. Total Cost of Printing model assumes exclusive use of high-yield consumables after ship-with consumables run out. Prices taken from www.dell.com and www.hp.com as of 10/27/11.

³ Toner yield based on testing in accordance with ISO/IEC 19752. Yields vary with usage and environmental conditions.

The Dell 3330dn laser printer excels on key product specifications

	Price	First Print Out (sec)	Max. resolution (dpi/image quality)	Toner included/optional ⁴ Standard Yield Black(B) ⁵ / High Yield Black(B) ⁵
Dell 3330dn	\$599	6.5	1200 x 1200	Up to 7/14K
HP P3015dn	\$749	7.5	1200 x 1200	Up to 6/12.5K
Dell Strengths:	\$150 lower	1 second faster	same	1/+1.5K

Depend on Dell printers to be durable and reliable

- The 3330dn can produce up to 40 pages per minute in both mono and color (letter). Actual speed will vary with use.
- Built to handle heavy workloads, the 3330dn is designed to handle up to 80,000 pages per month maximum duty cycle.

Dell's warranty is one of the best in the industry and includes the fuser

Dell covers the ongoing maintenance during the warranty period, a benefit few other vendors offer today. That means that you won't have unexpected maintenance costs because all components are covered. For example: if the fuser kit breaks (up to a \$300 cost), Dell will replace it at no charge under our standard warranty.

Dell's Limited Hardware Warranty includes the price of a replacement fuser during the warranty period (up to a \$300 value).

Dell's trade-in and recycling program is easy to understand

	Buy Model	Price	Trade-in Model	Discount / Rebate	You Pay
Dell	3330dn	\$670	Any laser model	\$201	\$469
HP	P3015x	\$749	Multiple models	\$300	\$449

Simply trade in any laser printer and the Dell rebate is taken directly off of your purchase price. HP trade-in program depends on the make/model of printer you trade in and you receive your rebate at a later time in the mail.

- No minimum requirements and you can trade in as many as you like
- Most states require the proper disposal of your printers. Dell provides an environmentally conscientious way to discard old printers by recycling them for you.

For more information on the Dell 3330dn visit Dell.com/printers or contact your Dell Printer Consultant

4. Testing methodologies for toner yield claims may differ across manufacturers, which could have significant impact on toner yields.

5. For Dell mono laser printers, black toner yield based on testing in accordance with ISO/IEC 19752. Yields vary with usage and environmental conditions.

For more information on Dell printers visit Dell.com/printers or contact your **Dell Printer Consultant**

