Xerox Phaser 8860
Solid Ink Technology

Cost-per-Page
"Color for the price of Black & White"

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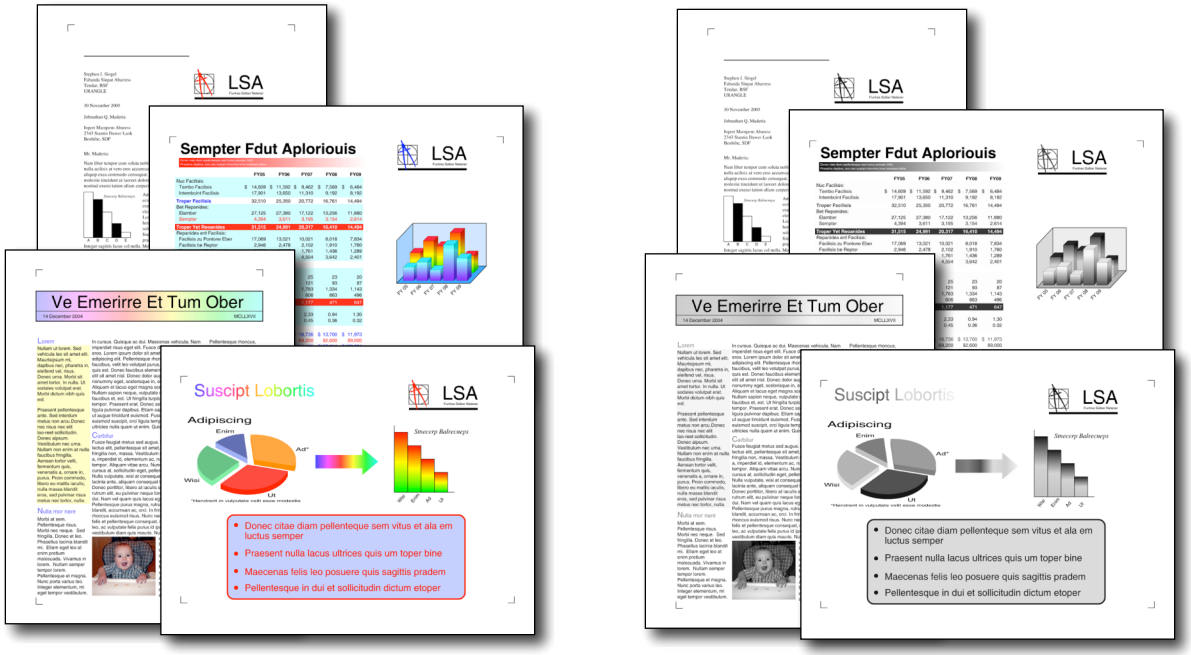
Xerox Phaser 8860 — Color *vs.* Black & White Cost-per-Page: *U.S. cents*



4-page Test Suite
MIXED TEXT & GRAPHICS

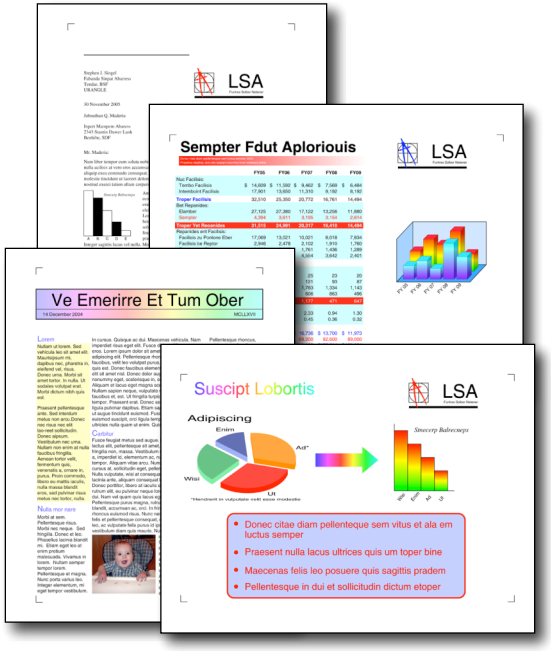
Mode	Color	Black & White
Average Cost-per-Page*	*2.68¢ ±0.20¢*	*2.64¢ ±0.12¢*

*Cost-per-Suite used to calculate average Cost-per-Page. Tolerance represents 90% Confidence testing bounds.
Average Cost-per-Page includes ink and user-replaceable components; pricing provided by Xerox, prior to commercial release.
All testing performed using default driver settings for Color and Black & White printing, August 2007.

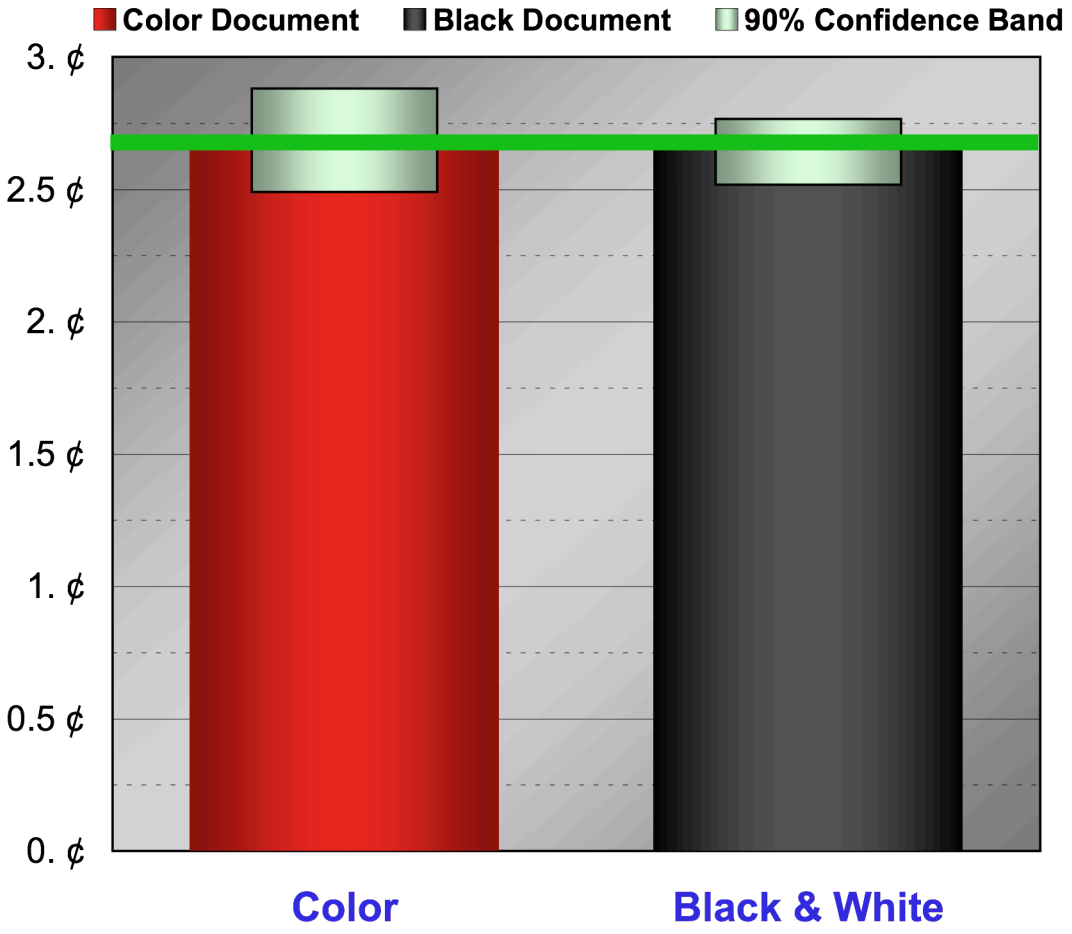
Independent testing by *SpencerLab* Digital Color Laboratory was commissioned by Xerox Corporation

Xerox Phaser 8860 — Color *vs.* Black & White Cost-per-Page: *U.S. cents*

spencerLAB COST-PER-PRINT TESTED



Office-User Test Suite
MIXED TEXT & GRAPHICS



"Color Cost-per-Page — the same as Black and White"

Cost-per-Suite used to calculate average Cost-per-Page. Tolerance represents 90% Confidence testing bounds.
Average Cost-per-Page includes ink and user-replaceable components; pricing provided by Xerox, prior to commercial release.
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Methodology

Determine Ink Yields

- Tested Device
  - *Xerox Phaser 8860 (Solid Ink Printer)*
- Test Document
  - *Office-user representative 4-page Suite*
  - *Test Suite, with reasonable color balance (part of ISO/IEC 24712 Test Suite)*
  - *Minimum of 25,000 printed pages (6250 4-page Suites)*
- Measure average number of Suites per each ink pack† color
  - *Print in DEFAULT settings for Plain Paper via Adobe Reader (8.1.0)*
    - For black & white output, Black and White option was selected in the driver
  - *Print semi-continuously to End-of-Life on multiple printers to assure consistency*
    - Semi-continuously: stops for paper replenishment, overnight, etc.
    - End-of-Life: earlier of INK OUT signal, or visible defects (fade) attributable to ink supply
      - *Phaser 8860 has a hard stop at INK OUT; no visible defects were observed prior to hard stop*
  - *Measure number of usable Suites per each ink pack color*
    - Usable suite is defined as full four-pages; if printing stops mid-suite, the last full suite printed is used for yield computation
  - *Controlled Environment*
    - Test laboratory temperature was maintained at 23.0˚C ±2.0˚C
    - Staples 20# Copy Paper and Xerox ink sets were acclimated for a minimum of eight hours

† Xerox solid ink sticks packaged with 6 sticks per ink pack

Methodology (cont'd)

Determine Component Costs

- Calculate average ink component costs
  - *Divide each ink pack cost by the corresponding ink pack yield (average suites-per-ink pack)*
- Calculate user-replaceable component costs
  - *Include user-replaceable components rated for less than the life of the printer*
    - Xerox Phaser 8860 has a user-replaceable Maintenance Kit
  - *Component contributions to total Cost-per-Suite based upon manufacturer-rated yields*

Xerox Phaser 8860		CYAN	MAGENTA	YELLOW	BLACK
Component Costs	*Ink Pack (6 sticks)*	$71.99	$71.99	$71.99	$215.99
	Maintenance Kit	$39.99			

Pricing provided by Xerox, prior to commercial release

Calculate Average Cost-per-Page

- Calculate Cost-per-Suite
  - Sum the per-Suite component costs to obtain total Cost-per-Suite (four pages)
- Calculate Average Cost-per-Page
  - Divide the Cost-per-Suite by 4 (four-page Suite) to calculate average Cost-per-Page