

# Competitive Face-off

## Xerox® WorkCentre® 6605

## vs. Lexmark® CX510de

### WorkCentre 6605 Advantages:

- Outstanding value
- Excellent performance
- Exceptional print quality
- Better ease-of-use
- The Xerox® Total Satisfaction Guarantee

Features	Xerox® WorkCentre® 6605	Lexmark® CX510de
<b>Outstanding Value</b> The WorkCentre 6605 delivers more value with faster printing, a faster first-page-out time, true Adobe® PostScript® 3™, lower acquisition cost and much better media capacity.	WorkCentre 6605DN: \$1,099*	Lexmark CX510de: \$1399*
<b>Superior Print Quality</b> True Adobe PostScript 3 and PANTONE® Color calibrated solid-color simulations give users the brightest, truest colors and graphics possible.	<ul style="list-style-type: none"> <li>• True Adobe PostScript 3</li> <li>• PANTONE Color calibrated solid-color simulations</li> </ul>	Adobe PostScript 3 emulation
<b>Superior Drivers and Driver Installation</b> The WorkCentre 6605 print drivers present users with an easy-to-understand interface as well as pertinent information like supply and paper levels.	<b>Print Driver:</b> 4 tabs with excellent watermark capabilities, full visibility of supply and media levels with easy access to additional machine status. <b>Driver Installation:</b> Only 5 steps and :59 from beginning driver installation to the test page exiting the printer.	<b>Print Driver:</b> 7 tabs with limited watermark capabilities and no driver visibility of supply or media levels <b>Driver Installation:</b> 9 steps requiring almost 5 minutes (4:49) before users can submit a print job.
<b>Better Media Handling</b> The WorkCentre 6605 gives users a much higher standard paper capacity and the flexibility to print on a broader range of media from the standard tray.	<ul style="list-style-type: none"> <li>• 550-sheet main paper tray holds a full ream of paper.</li> <li>• 16 – 58 lb. cover stock paper weight supported from the standard tray</li> </ul>	<ul style="list-style-type: none"> <li>• 250-sheet main paper tray only holds ½ a ream of paper.</li> <li>• 16 lb. – 47 lb. paper weight supported from the standard tray</li> </ul>




\* All prices are U.S. estimated retail prices.



### Better Real-world Performance

The WorkCentre 6605 Multifunction Printer delivers truly fast performance, with a color and black-and-white print speed of up to 36 ppm, plus almost-instant results thanks to a first-page-out time as fast as 10 seconds for color pages. Print all of your real-world office documents with ease, including Adobe® PDF and MS Office files, and everyday general office print jobs.

Product Specifications	Xerox® WorkCentre® 6605	Lexmark® CX510de
<b>Print Speed</b>	Up to 36 ppm color / black	Up to 32 ppm color / black
<b>First-page-out Time</b>	As fast as 10 seconds color	As fast as 11.5 seconds color
<b>Processor</b>	533 MHz	800 MHz
<b>Memory (std. / max.)</b>	512 MB / 1 GB	1 GB / 3 GB

Real World Performance**	Xerox® WorkCentre® 6605	Lexmark® CX510de
 2-page Acrobat PDF	14 seconds	22 seconds
 1-page Excel	13 seconds	15 seconds
 1-page PDF	12 seconds	19 seconds

\*\* Tested using industry standard PageSense performance measuring software.

# Xerox® WorkCentre® 6605

vs. Lexmark® CX510de

## Scan File Size

The WorkCentre 6605 incorporates compression technology that reduces scan file sizes without affecting image quality. This file size advantage allows users to create and distribute high-resolutions scanned images that contain both text and graphical elements without consuming excessive network bandwidth.

Although the Lexmark CX510 does a comparable job compressing scanned color files, the same compression is not utilized when scanning monochrome files – resulting in huge file sizes for any black-and-white scan. This lack of compression adds stress to network bandwidth and would require additional space when archiving.



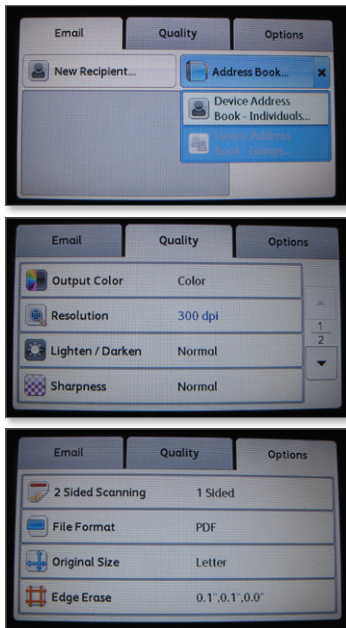
Scan Files*	1 Page Color	1 Page Color	1 Page Color	2 Pages Mono	2 Pages Color	11 Pages Mono	11 Pages Duplex
Xerox® WorkCentre 6605	1 MB	906 KB	886 KB	178 KB	1.6 MB	694 KB	696 KB
Lexmark CX510de	915 KB	750 KB	728 KB	1.7 MB	1.2 MB	7.1 MB	7.1 MB

\* All files scanned @ 300 dpi, non-searchable PDF (image), auto selection for color/monochrome, normal quality, no suppression, default settings for contrast, and compression.

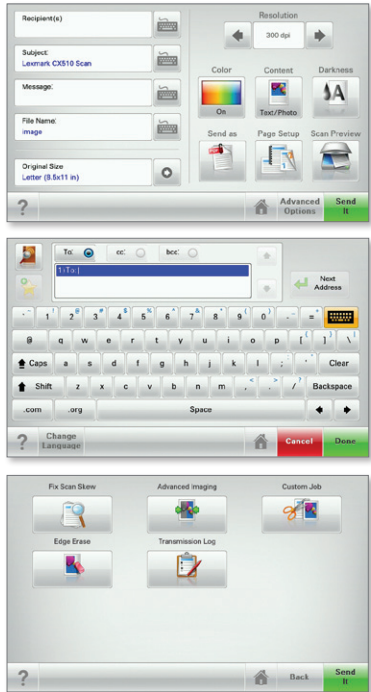
## More Efficient Scan to Email

In addition to more efficient copying, the WorkCentre 6605 gives users a more intuitive experience when scanning to email; an essential task in today's office. For instance, when users select Email from the home screen, they simply add a contact and they're taken to the options they need. In contrast, Lexmark users are presented with a very busy screen with multiple options to sort through, including adding a recipient.

WorkCentre 6505 users select or enter their recipient, and then can easily change quality and options by selecting the appropriate tab. This ease-of-use advantage leads to productivity gains for the office and is just one of many examples when the WorkCentre 6605 provides easier navigation for the end user.



WorkCentre 6605 Scan to Email Screens

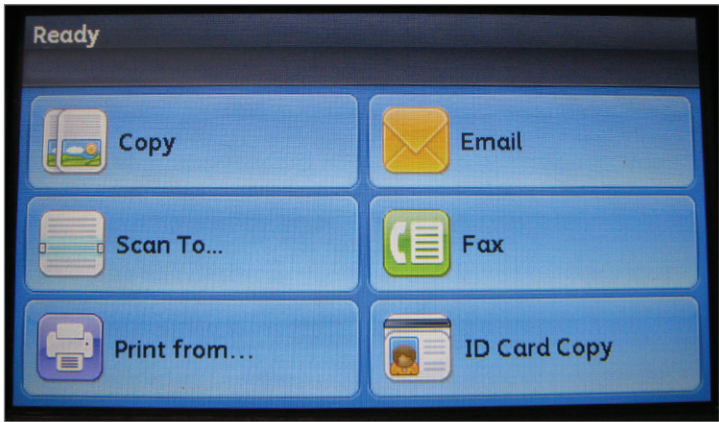


Lexmark CX510de Scan to Email Screens

# Xerox® WorkCentre® 6605

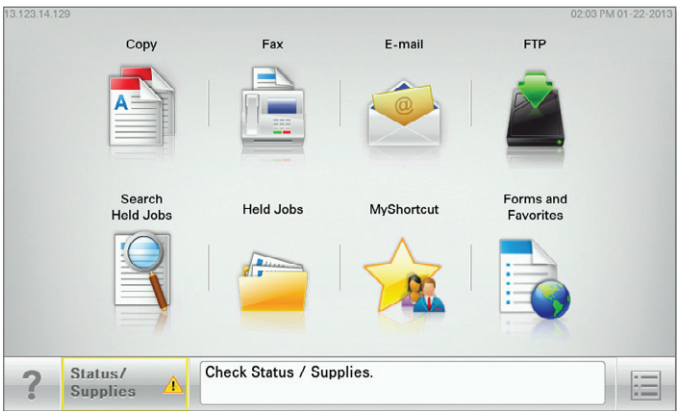
## vs. Lexmark® CX510de

### More Efficient Color Touchscreen



WorkCentre 6605 Home Screen

Xerox displays clear intuitive icons for accessing the most commonly used features from the home screen.

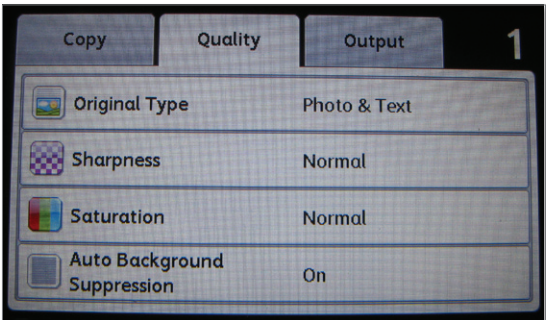
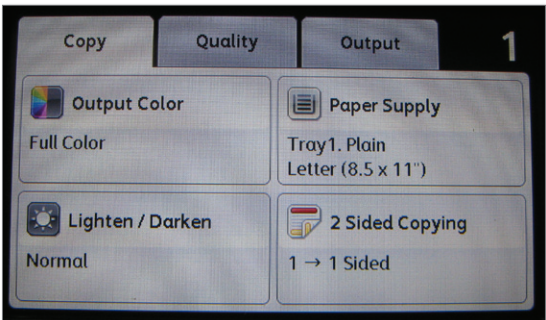


Lexmark CX510de Home Screen

Although the Lexmark CX510 features a larger color touch screen, navigating sub-menus and selecting various options isn't as intuitive as the WorkCentre 6605; users are forced to scroll and touch through multiple menus to achieve the same objectives accomplished within a couple interactions on the WorkCentre 6605.

### More Efficient Copying

With the WorkCentre 6605, users are presented with the most commonly used copy adjustments upon selecting the copy function from the home screen. Changing one of these settings involves simply touching the icon and making a selection. Lexmark users are given similar copy options, but the copy screen is quite busy comparatively and selecting Advanced Options brings up 2 pages of different settings users need to navigate.



WorkCentre 6605 Copy Screens



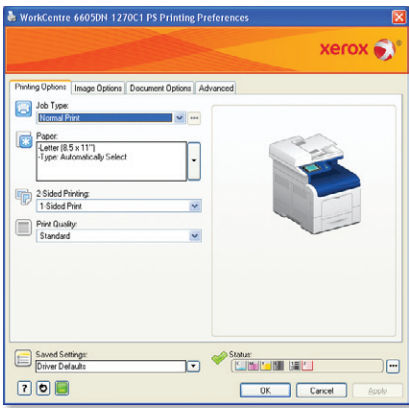
Lexmark CX510de Copy Screens



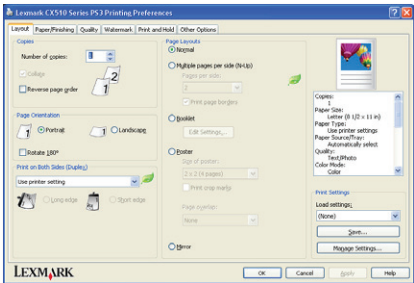
# Xerox® WorkCentre® 6605

## vs. Lexmark® CX510de

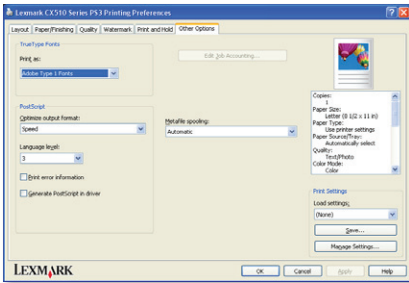
### Exceptional Print Drivers



1 The WorkCentre 6605 print driver presents users with four simple tabs, with the initial tab providing the majority of settings required for most print jobs. Users are instantly notified if the printer is in need of resources regardless of the tab they're viewing, and if additional status is needed, it's only a click away.



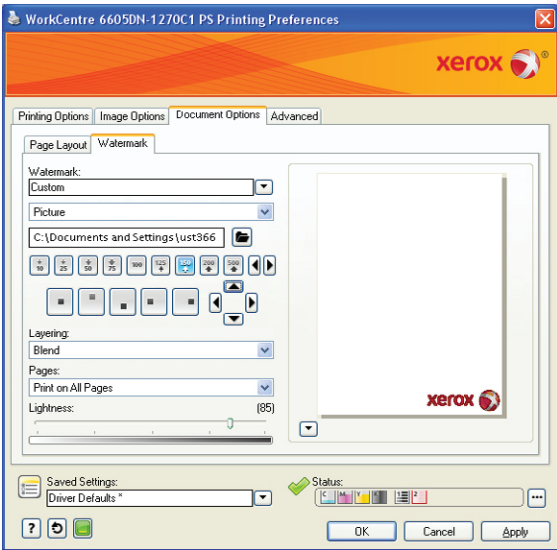
2 By contrast, the Lexmark print driver presents users with six different tabs with settings scattered throughout. Users do not have visibility of MFP status in the print driver.



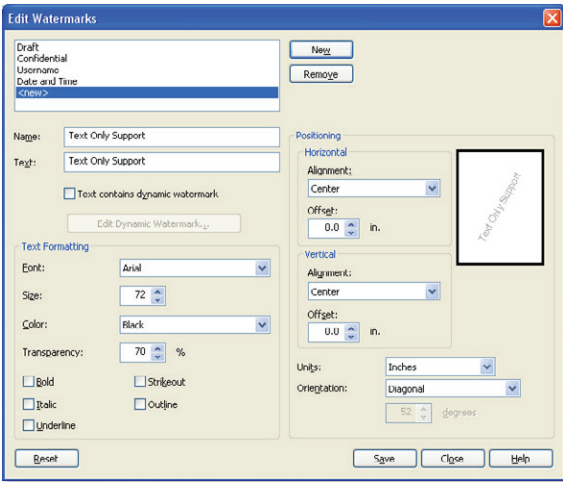
3 Lexmark users might think they can access status when selecting the "Other Options" tab, but they'll be disappointed. Users would have to know the printer's IP address and then enter that in a web browser to check status. The WorkCentre 6605 automatically lets the user know its status, keeping the office productive.

### Superior Watermark Capability

The WorkCentre 6605 print driver includes powerful watermark editing capability, including the use of images. This is a benefit for companies interested in putting their logo on printed output, as well as adding a professional edge to any collateral. The Lexmark CX510de only allows text watermarks, limiting the use and functionality of this feature.



### Xerox® Watermark Editor



### Lexmark Watermark Details

Xerox® WorkCentre® 6605  
vs. Lexmark® CX510de

Brilliant Print Quality – Consistent Color Print  
after Print



Original



WorkCentre 6605

- Excellent detail
- Accurate colors



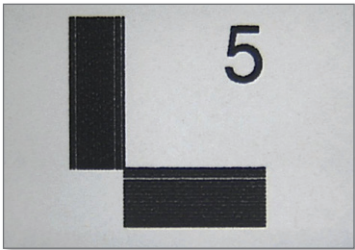
Lexmark CX510de

Notice how the WorkCentre 6605 reproduces accurate flesh tones. Output from the CX510de is over saturated and causes the skin to appear splotchy.



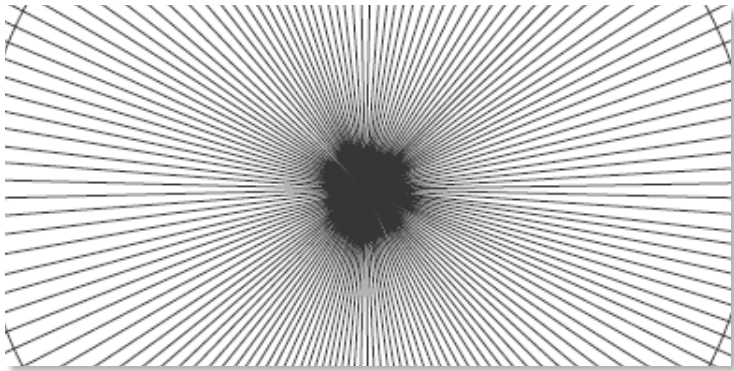
WorkCentre 6605

- Distinct fine lines
- Excellent accuracy

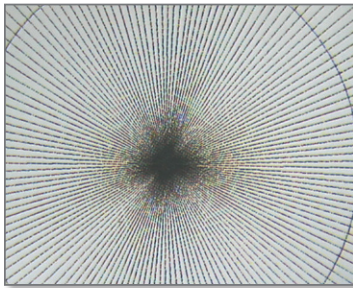


Lexmark CX510de

Notice how defined the lines appear in output from the WorkCentre 6605. The lines in output from the CX510 appear as a solid block instead of individual lines.

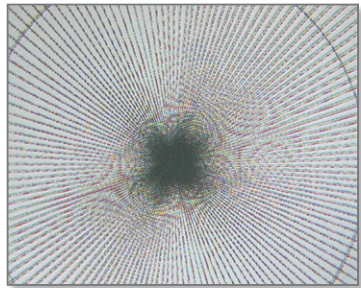


Original



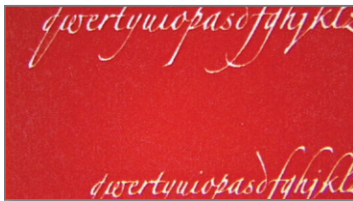
WorkCentre 6605

- Excellent graphic reproduction
- Accurate colors



Lexmark CX510de

The composite black created by the WorkCentre 6605 is much more accurate compared to that of the CX510. Notice how the colors do not overlap in output from the CX510, causing the composite black to appear as varying shades of color. Output from the WorkCentre 6605 is better defined and lines crisp.



WorkCentre 6605

- Better edge definition
- No image drop-out



Lexmark CX510de

Output from the WorkCentre 6605 is better defined with crisp lines.

This document is for training purposes only.

