Cost-per-Print Methodology:

HP Business Inkjet 1000 vs. Canon PIXMA iP4000

Cost-per-Print of four test documents

^o Determine Ink Cartridge Yields – the average number of prints-per-cartridge for each cartridge

- Test files printed semi-continuously, HP-supplied and SpencerLab Printer Test Suite
 - Black Text, *Dignissimas2*
 - Mixed Text & Graphics, *Erolm Msupi*
 - News Letter, SpencerLab LC Newsletter
 - PowerPoint Slide, SpencerLab Boise 5a
- Cartridges judged to be at "end-of-life" at the earlier of an 'Ink Out' signal on the control panel or when test prints show visible defects attributable to ink supply
 - HP BIJ 1000: 'Ink Out' signal provided on printer control panel
 - Canon PIXMA iP4000: 'Ink Out' signal provided on printer control panel (BJ Status Monitor)
- Test high-capacity OEM inks, where available
 - HP #10 Black and #11 individual C, M, Y cartridges
 - Canon inks only one size available
- · Testing is repeated over multiple cartridges to assure consistency

° Calculate ink component cost-per-print

• Divide each cartridge cost by the corresponding cartridge yield (average prints-per-cartridge)

° Calculate other user-replaceable component pro-rata costs

- HP BIJ 1000 contains user-replaceable printheads; therefore, include printhead cost in total Cost-per-Print
- Although the Canon PIXMA iP4000 printhead can be replaced, it does not have a scheduled life nor should it be replaced under typical usage; therefore, do not include in total Cost-per-Print

° Sum these component costs to obtain total Cost-per-Print for the test document



Methodology... (con't)

HP Business Inkjet 1000 vs. Canon PIXMA iP4000

° Print Modes: default on Plain paper

° Test Document Coverage Estimates

- Ink Coverage: the sum of the parts of the total page covered by each primary Cyan, Magenta, Yellow, Black
 - Ink coverage varies considerably with each individual printer and mode SWOP coverage is indicated for reference
- Page Coverage: the part of the total page covered by any color (color can include multiple primaries)

SWOP Coverages	Page	cyan	magenta	yellow	black	Ink
Black Text	4.1%				4.1%	4.1%
Mixed Text & Graphics	9.6%	3.3%	2.4%	0.3%	8.3%	14.3%
News Letter	12.3%	4.5%	4.1%	2.9%	9.8%	21.3%
PowerPoint Slide	14.1%	10.1%	10.5%	7.7%	3.9%	32.2%

°Cartridge and Printhead Prices

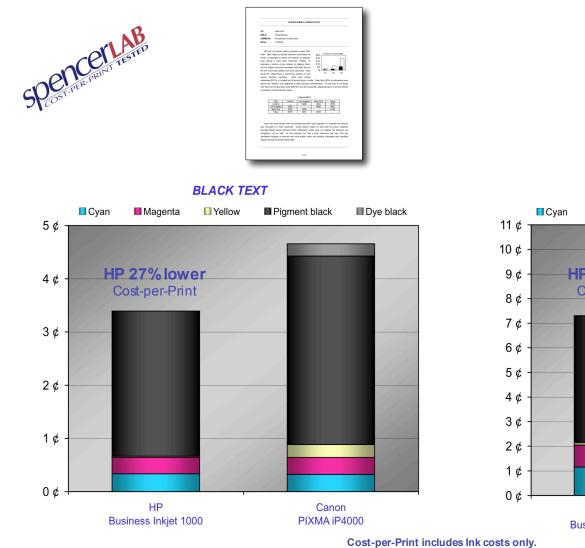
Compo	nent Costs	cyan	magenta	yellow	Pigment black	Dye black
HP BIJ 1000	Ink	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	
	Printhead	\$ 53.00	\$ 53.00	\$ 53.00	\$ 53.00	
Canon Pl	IXMA iP4000	\$ 22.00	\$ 22.00	\$ 22.00	\$ 19.00	\$ 22.00

AUD prices incl. 10% GST as of 01/08/05 per Harris Technology, www.ht.com.au

•Independent testing by SpencerLab Digital Color Laboratory was sponsored by Hewlett-Packard Company

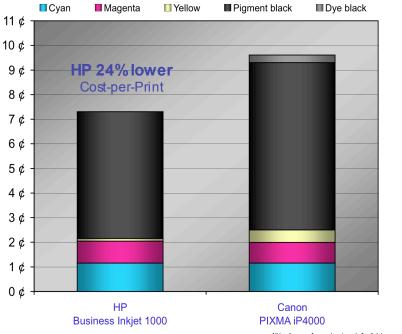


HP Business Inkjet 1000 vs. **Canon PIXMA iP4000**





MIXED TEXT & GRAPHICS



All testing performed using default driver settings. AUD prices incl. 10% GST as of 01/08/05 per Harris Technology, www.ht

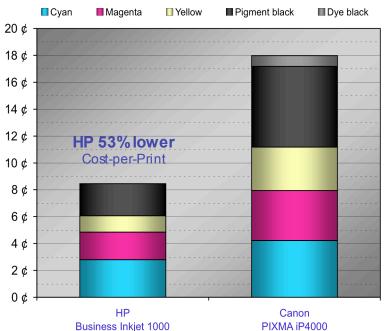


HP Business Inkjet 1000 vs. Canon PIXMA iP4000



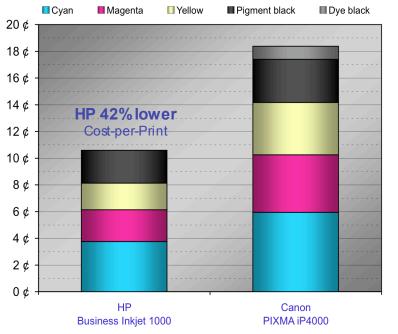


NEWS LETTER





POWERPOINT SLIDE

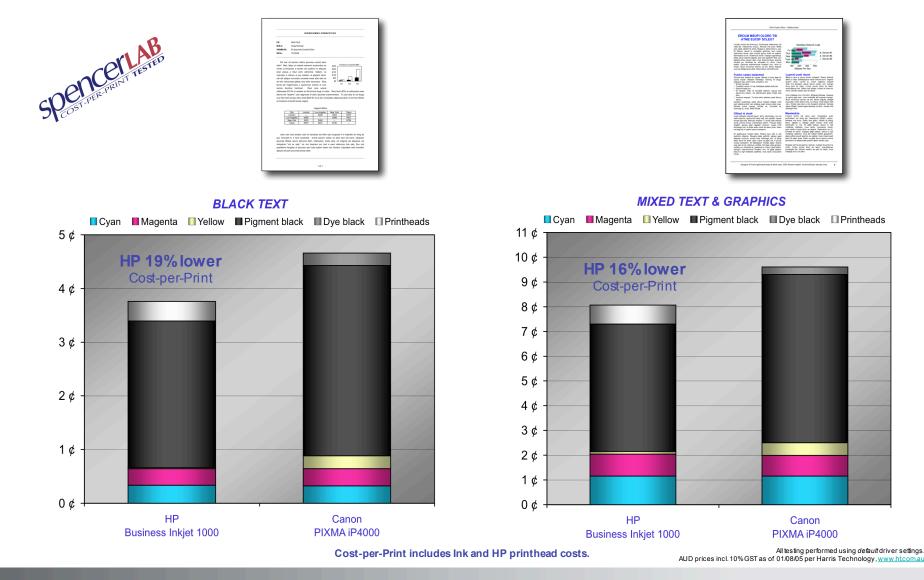


Cost-per-Print includes Ink costs only.

All testing performed using *default* driver settings. AUD prices incl. 10% GST as of 01/08/05 per Harris Technology, <u>www.htcom.au</u>



HP Business Inkjet 1000 vs. Canon PIXMA iP4000



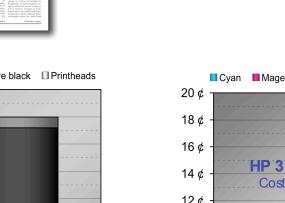


HP Business Inkjet 1000 vs. **Canon PIXMA iP4000**





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POWERPOINT SLIDE

