



Competitive Comparison

Xerox Phaser® 6300 vs. Dell 5100cn

Experience counts: The Dell printer has a good engine, but it takes much more than that to be a great color printer...like the Phaser 6300.







With the Phaser 6300, customers get:

- Superior performance
- Better productivity features
- Superior customer support
- More intuitive design
- More intelligent features and management tools

Superior Performance

- The Phaser 6300 has a clear speed advantage over the Dell 5100cn in all print quality modes due to its more robust processor and more intelligent controller. This advantage grows more dramatic when printing in best quality modes and as document complexity increases.
- The Phaser 6300's cleaning cycles have been optimized for best performance and quality. The Dell 5100cn, however, performs calibrations far more frequently (even during single-page jobs), which dramatically impacts its overall performance.

| | Phaser 6300 | | Dell 5100cn |
|---|--|--|--|
| Faster processor | 800 MHz | FASTER! | 400 MHz |
| Faster print speeds • One-page real estate flyer | 0:14 in Standard mode 0:20 in Enhanced mode 0:29 in Photo mode | FASTER IN ALL MODES! | 0:30 in Standard mode 2:30 in High Quality mode 2:34 in High Resolution mode |
| • 2-page PDF file  | 0:12 in Standard mode 0:15 in Enhanced mode 0:20 in Photo mode | FASTER IN ALL MODES! | 0:18 in Standard mode 0:22 in High Quality mode 1:32 in High Resolution mode |
| • 8-page PowerPoint file  | 0:30 in Standard mode 0:37 in Enhanced mode 0:47 in Photo mode | FASTER IN ALL MODES! | 0:38 in Standard mode 1:48 in High Quality mode 5:29 in High Resolution mode |
| • 24-page business plan  | 1:05 in Standard mode 1:08 in Enhanced mode 1:36 in Photo mode | FASTER IN ALL MODES! | 1:15 in Standard mode 2:11 in High Quality mode 7:27 in High Resolution mode |
| • Complex multilayered file  | 0:43 in Standard mode 1:39 in Enhanced mode 1:39 in Photo mode | PHASER 6300 BEST QUALITY MODE OUT-PRINTS THE 5100 FASTEST MODE! | 1:52 in Standard mode 3:08 in High Quality mode 5:21 in High Resolution mode |

Note: All test performed using product's default print drivers (PostScript for the 6300, PCL 6 for the 5100). Testing by Xerox shows the output times with Dell's PostScript driver can be significantly longer than their PCL default. (e.g., 8 page PPT example above prints in 1:01 using Dell's PostScript driver in Standard mode)

(see over)



Competitive Comparison

Xerox Phaser® 6300 Ease of Use Advantages

More informative front panel interface

- The Phaser 6300's 6-line display is large enough to give visual instructions and animations on how to perform tasks as well as has an intuitive and robust menu structure for making changes to the printer settings. The Phaser 6300 shows users graphical animation on how to replace consumables or load trays – all at the front panel!
- The Dell unit has only a 2-line display with no visual animations and a limited and unintuitive menu layout.

Better ease of use

- The Phaser 6300 printer's consumables are easy to find due to its convenient transparent cover and front panel graphics.
- Paper trays are also easy to reach and allow paper type and size to be easily set with an automatic prompt for paper settings.
- The Phaser 6300 has a configurable multi-purpose tray that can be adjusted to automatically be the paper source when media is inserted into it, or left at the default to feed media of a user-defined type and size.
- The Dell 5100cn looks like a Dell computer, but its looks make it harder to use.
 - Toner compartment is not labeled and is opaque so users must guess where it is located.
 - Paper tray is tucked under the device, so it can be hard to reach.
 - There are no labels on the outside of the printer, so users must guess at what a button or level does.
 - Directions to clear paper jams are in difficult-to-read places.
 - Multipurpose tray is not configurable

More intelligent features, drivers, and support

| Phaser 6300 | Dell 5100cn |
|--|---|
| Driver design is intuitive and easy to navigate. | Driver design can be confusing and unintuitive. |
| Intelligent driver complete with smart trays, consumables gauges, and mimics. Plus, the Phaser driver automatically picks up the correct paper size from Microsoft applications. | The Dell driver has no bi-directional or real-time functionality and thus cannot show tray or consumable status. |
| CentreWare® IS embedded web server is robust, has an intuitive visual design, and is fully featured. <ul style="list-style-type: none"> • Job Accounting not only shows the types and numbers of documents printed and by whom, but also the impact each document had on the consumables. | Dell's embedded web server does not have all the features and ease of CentreWare IS. <ul style="list-style-type: none"> • Job Accounting is very basic and does not show the consumables impact of jobs. |
| PrintingScout on screen alerts instantly tell the user if there is a problem with their print job and provides graphical instructions on how to fix it. | Dell Status Monitor has a simple task bar link to the printer's embedded web page. |
| PhaserSMART online help provides an easy link to the Xerox Knowledge Base, which is fully populated, rich in content, and uses decision trees for simple navigation. | Dell's online knowledge base is sparsely populated without the depth of detail and ease of Xerox's. |
| Email, phone, and onsite support are seasoned professionals with excellent response time and service. | Dell phone reps admit to having little training. Plus, their service is outsourced to companies that don't specialize in printers. |
| CentreWare Web fleet management utility is able to manage not only Xerox printers and multifunction devices, but competitive units as well. | Dell offers no such software utility. |

Proven quality and performance

Over 20 years of printing experience is built into the Phaser 6300 – creating a printer that everyone loves to use. The 5100cn is Dell's first color laser printer...and it shows.