



# The smarter choice for high-performance output

How often do you print on 11x17 paper? If your company is like most, it's not very often. Studies show that typical 11x17 page usage is far less than businesses perceive. In fact, less than four percent of documents printed are in 11x17 format<sup>1</sup>—a figure that continues to decline. With this in mind, are you sure you really need a fleet of exclusively 11x17 devices?

Understanding the output needs of your users is a critical step in optimizing your fleet. As your company looks for opportunities to save, consider your deployment of 11x17 vs. letter-format devices. While some specialized teams clearly require 11x17-format printing, most workgroups find the letter-format is not only sufficient—it's also a lot smarter.

Today's letter-format smart multifunction products (MFPs) are becoming a popular choice, as they offer performance, reliability and features comparable to typical 11x17 copiers in the same print-speed class—and are more practical and affordable.

With a complete range of versatile, high-performance letter-format workgroup MFPs, Lexmark offers you a powerful alternative to comparable 11x17 copiers. Lexmark letter-format smart MFPs are as fast or faster, boast a lower acquisition price and require less space, making them a smarter choice for your business.

## Professional features and performance

Virtually everything you'd expect from a typical 11x17 copier is standard with Lexmark letter-format workgroup MFPs—including performance that meets or exceeds that of bigger-format devices.

Capture paper-based information quickly into your digital workflow or network applications with scanners that scan up to 140 sides per minute in duplex mode [MX810 Series]. Scan documents straight to email or start a workflow from the MFP, with the option to review each page to make sure you've captured the image you want. Print preview features help you select documents or specific pages, then modify output settings such as two-sided printing and more, directly from the touch-screen interface.

Save paper with duplex printing and polish off your print runs with advanced finishing options, including stapling and hole-punching.



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## Built for planet Earth

To help you limit your impact on the environment, Lexmark letter-format workgroup MFPs come equipped with various eco-responsible printing features.

### Paper savings and cost reduction:

- ▶ Duplex printing models save paper and reduce costs
- ▶ Sleep and hibernate modes draw less energy
- ▶ Quiet mode reduces noise emissions
- ▶ Enhanced power-management settings save energy
- ▶ Instant warm-up fusers eliminate idle-time heating to minimize power consumption
- ▶ Toner saver mode helps you reduce the amount of toner used on a page

### Environmental footprint reduction:

- ▶ Eco-mode optimizes printer settings for lower power consumption
- ▶ Ecodesign includes the use of greener materials
- ▶ Lexmark Cartridge Collection Program offers easy recycling
- ▶ Energy Star® and Blue Angel compliance for duplex models
- ▶ Cartridge yields up to 55,000 pages<sup>3</sup> [CX860]

<sup>1</sup>InfoTrends: A3/A4 Market Trends Analysis, April 2011.

<sup>3</sup>Average continuous black or continuous composite CMY declared cartridge yield up to this number of standard pages in accordance with ISO/IEC 19798.

Reduce interventions with input capacity comparable to light production 11x17 digital copiers. Models feature a maximum input capacity of up to 4,500 sheets [CX800 Series]—reducing the chance that paper runs out, holding up print jobs until someone reloads.

Long-life consumables and high-yield toner cartridges support long intervals between changes and never require shaking to deliver their rated yield.

Lexmark letter-format workgroup MFPs are no slackers when it comes to workload, either, offering a maximum monthly duty cycle of up to 350,000<sup>2</sup> pages [CX860/MX812].

### Productivity-boosting features

Unlike many typical copiers and competitive 11x17 devices, which require expensive or complex add-ons, Lexmark letter-format workgroup MFPs arm you with a rich range of productivity-boosting features right out of the box. Examples include comprehensive security features, automatic document feeder (ADF) with advanced scanning features, operating systems that can run local and network solutions, OCR capabilities, print and scan controllers, Adobe® PostScript® support, high-speed fax and much more. So you're fully productive from day one.

Lexmark Color Replacement technology combines spot color replacement and RGB replacement for precision matching of critical colors like those found in corporate logos—without requiring the purchase of expensive third-party controllers.

### Savings from acquisition to ownership

When it comes to cost savings, Lexmark letter-format workgroup MFPs win hands down. In addition to a more attractive acquisition price, you can opt for Ultra High Yield cartridges printing up to 55,000 pages<sup>3</sup> [CX860] to save even more. Lexmark letter-format devices don't require scheduled maintenance, because most consumables, supplies and parts are customer-replaceable, saving service costs. Long-life components can last up to 300,000 pages<sup>5</sup> [CX800 series], keeping the total cost of ownership low.

What's more, letter-format workgroup MFPs consume on average about half as much energy as comparable 11x17 copiers, so they're better for the planet, too<sup>1</sup>.

### Speed for productivity

Saving time, space and money comes without compromising on performance! Lexmark letter-format workgroup MFPs offer an ultra-quick time to first page as low as four seconds [MX812]. And you can enjoy print speeds as fast as 70 ppm in black [MX812] and 60 ppm in color<sup>6</sup> [CX860].

### Optimized for office space

Letter-format workgroup MFPs use up to 30% less space than 11x17 copiers in the same print-speed class<sup>1</sup>, making them a smart choice if you're tight on office space. And their lower costs let you balance your fleet across the enterprise, keeping users closer to the tools they need to stay productive.

### Complete protection for your sensitive data—at no additional charge

- ▶ User authentication and authorization
- ▶ Hard disk wiping<sup>4</sup>
- ▶ Hard disk encryption<sup>4</sup>
- ▶ Security audit logging
- ▶ Secure PDF via scan to email
- ▶ Secure printing and scanning via IPsec
- ▶ Port and IP address filtering
- ▶ Optional card reader to add an extra layer of security (badge authentication and print release capabilities)

<sup>1</sup>InfoTrends: A3/A4 Market Trends Analysis, April 2011.

<sup>2</sup>"Maximum Monthly Duty Cycle" is defined as the maximum number of pages a device could deliver in a month using a multi-shift operation. This metric provides a comparison of robustness in relation to other Lexmark printers and MFPs.

<sup>3</sup>Average continuous black or continuous composite CMY declared cartridge yield up to this number of standard pages in accordance with ISO/IEC 19798.

<sup>4</sup>On models equipped with a hard disk.

<sup>5</sup>Actual Yield may vary based on other factors such as device speed, paper size and feed orientation, toner coverage, tray source, percentage of black-only printing and average print job complexity.

<sup>6</sup>Print and copy speeds measured in accordance with ISO/IEC 24734 and ISO/IEC 24735 respectively (ESAT). For more information see: [www.lexmark.com/ISOspeeds](http://www.lexmark.com/ISOspeeds).



## Lexmark solutions save you time and money

Streamline printing and paper-intensive work processes with Lexmark solutions. Thanks to the Lexmark Embedded Solutions Framework (eSF) and Cloud Solutions Framework (CSF), you can customize your device with a wide range of productivity-boosting applications.

The following are just a few of the Lexmark solutions pre-installed on selected MFPs or available through authorized partners or Lexmark Professional Services.



**AccuRead OCR:** Scanning plus optical character recognition turns paper documents into searchable PDFs or Rich Text Format to get documents out of a file cabinet and into a searchable database. Eliminate post-scan OCR processing with desktop- or server-based software by processing data directly at the device.



**Scan Center:** Scan a paper document once and route the digital image file to multiple destinations simultaneously: email addresses, network folders, FTP sites, fax machines, electronic document archives or other secure network locations, plus optional delivery confirmation.



**Forms and Favorites:** Create bookmarks to server-based forms in a variety of formats and print the images on demand from anywhere.



**Card copy:** Save time and effort in copying identification cards, licenses and insurance cards by automatically scanning, enlarging and printing both sides of a two-sided card onto one side of a sheet of paper.



**Eco settings:** Easily configure the default settings to manage energy consumption, toner and paper usage to reduce the environmental impact of the device.

## Guaranteed peace of mind

All of Lexmark's letter-format workgroup MFPs come with Lexmark's one-year warranty, which provides next-business-day replacement or on-site repair. You can also extend your warranty with a customized offering to match your specific needs. This can cover everything from warranty extensions (up to five years) and faster response time (as little as four hours) to installation, training and much more.

## Lexmark Lifetime Supplies Warranty













As proof of the confidence we have in the design and manufacturing of our products, we're proud to include a limited lifetime guarantee for every Lexmark laser cartridge. The Lexmark Lifetime Warranty for supplies guarantees longstanding quality for customers and warrants that on the date of original purchase the supplies product will be free from defects in material or workmanship. Your standards are high, and our products are up to the challenge. See statement of Limited Warranty for details.

**Find out for yourself...**

Lexmark's intuitive e-Task color touch screen provides a real competitive advantage over comparable copiers and competitive 11x17 devices in the same print-speed class.

What's more, the touch screen's functionality and usability make it easy to use, integrate and train users in any size workgroup.

- ▶ The interface is exceptionally large, bright and easy to view
- ▶ It's very user-friendly with familiar, descriptive icons
- ▶ You can customize it to match your unique workflow tasks
- ▶ Preview your prints or scans<sup>4</sup> directly on the screen before printing

Which Lexmark letter-format workgroup MFP is right for you?				
 <b>Laser mono MFP range</b>				
				
<b>MX510/MX511</b>	<b>MX611</b>	<b>MX710</b>	<b>MX711</b>	<b>MX810/ MX811/MX812</b>
Up to 45 ppm	Up to 50 ppm	Up to 63 ppm	Up to 70 ppm	Up to 55/63/70 ppm
 <b>Laser color MFP range</b>				
				
<b>CX510</b>	<b>CX725</b>	<b>CX820</b>	<b>CX825</b>	<b>CX860</b>
Up to 32 ppm	Up to 50 ppm	Up to 52 ppm	Up to 55 ppm	Up to 60 ppm

**A few things to remember about Lexmark letter-format workgroup MFPs**

- ▶ Lexmark offers a variety of 11x17 devices for those users with specific printing demands. However, spending the time to understand the proper output requirements of your users in order to optimize your fleet to a mix of 11x17 and letter-format devices offers a substantial payback.
- ▶ We offer affordable letter-format devices with performance and features equal to or better than similar 11x17 copiers in the same print speed class.
- ▶ Less than four percent of all documents are in 11x17 format<sup>1</sup>.
- ▶ Letter-format MFPs use up to 25% less space than comparable 11x17 copiers in the same print speed class<sup>1</sup>.
- ▶ Letter-format MFPs consume almost 50% less power than comparable 11x17 copiers in the same print-speed class<sup>1</sup>.
- ▶ By replacing underutilized 11x17 devices with more affordable letter-format ones, you can place more devices where your users need them.

Please contact us for more information



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 866-805-5893  
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<sup>1</sup>InfoTrends: A3/A4 Market Trends Analysis, April 2011.  
<sup>4</sup>On models equipped with a hard disk.