











Why Canon?

1) Strong uptime/performance 2) Competitive price/program 3) Fleet consistency among core products 4) Printonomics offering w/ Canon field support 5) Channel-dedicated products

Competitive Model Matchups*

Type	Canon	HP	Kyocera	Lexmark	Samsung	Xerox
B&W LBP	LBP352dn (65) 	M608 series (65)	P3260dn (62)	MS823 series (65)	ML-6515ND (65)	B610 series (65)
B&W LBP	LBP351dn (58) 	M607 series (55)	P3260dn (62)	MS725dvn (55)	ML-5512ND (55)	B610 series (65)
B&W LBP	LBP325dn (45) 	M507 series (45)	P3145dn (47)	B2546dw (46)	M4024ND (42)	B400DN(47)
B&W LBP	LBP227dw (40) 	M118 series (30)	P2135d (37)	B2338dw (38)	M3820DW (40)	B210 (31)
Color LBP	LBP712Cdn (40) 	E55040 series (40)	P7240cdn (42)	CS622de (40)	CLP-775ND (35)	C400 series (36)
Color LBP	LBP664Cdw (28) 	M454 series (28)	P5026cdw (27)	CS331dw (26)	C2620DW (27)	6510 series (30)
B&W MFP	MF525dw (45) 	M528 series (45)	M3645idn (47)	MB2546adwe (46)	M4070FX (42)	B405DN (47)
B&W MFP	MF448dw (40) 	M428 series (40)	M2640idw (42)	MX321adn (38)	M3870FW (40)	B205 (31)
Color MFP	MF820Cdn (36) 	M183fw (17)	M6630cidn (32)	MC2535adwe (35)		6515DN (30)
Color MFP	MF745Cdw (28) 	M479 series (28)	M5526cdw (27)	CX331adwe (26)	C2670FW (27)	C405DN (36)