

XEROX[®]

Technology | Document Management | Consulting Services

Phaser[®] 6120



colour laser printer

Phaser 6120 Evaluator Guide



ABOUT THIS GUIDE

This guide will introduce you to the Xerox Phaser 6120 Colour Printer and aid you in your printer evaluation process.

CONTENTS

Section 1 - Introducing the Xerox Phaser 6120 Colour Printer

Product Overview	1
Configurations	2

Section 2 - Evaluating Colour Laser Printers

Evaluate Value	3
Evaluate Print Quality.....	4
Evaluate User Friendliness.....	5

Section 3 - Competitive Comparisons, Specifications, Supplies, Accessories, etc.

Specifications	8
Print Quality Modes	8
Supported Paper Sizes	8
Supplies and Options.....	8
Information Sources	9

SECTION 1

Introducing the Xerox Phaser 6120 Colour Laser Printer

PRODUCT OVERVIEW

The Phaser 6120 colour laser printer is a great fit as a small workgroup/small business printer. It ships with all the features needed to be fully functional right out of the box. With fast black and white speeds, it's suitable for offices looking for a printer to begin the migration to colour.

The Phaser 6120 printer delivers outstanding quality colour printing in both the 600 dpi mode and the 2400 Enhanced mode. This printer's feature set is focused on colour and print quality, media flexibility and ease of use.



Vivid and Accurate Colour for the Office

- Brilliant high-resolution print quality delivers amazing fine-line detail. The printer will always automatically deliver the best possible print quality from its 2400 Enhanced mode, switching to 600 x 600 only when necessary to optimise performance.
- Colour accuracy and image quality based on legendary Phaser technology.
- Affordable quality. Powerful colour calibration tools standard. Supports all major print page description languages, including Postscript® 3™, PCL® 6, PCL 5c and PCL 5e.

Exceptional Media Flexibility

- Standard 200-sheet Multipurpose Tray 1 supports media as narrow as 101.6 mm and as long as 355.6 mm.
- This printer enables automatic two-sided printing and is available with an optional duplexer unit.
- Supports heavy weights. The Phaser 6120 laser printer prints on 60-lb. cover stock (163 gsm) with the same ease as standard paper.
- Produces full-colour transparencies.
- High-output users can opt for an affordable 500-sheet feeder, bringing the total input capacity to 700 pages.

Remarkably Simple and Easy to Use

From installation to everyday use, the Phaser 6120 printer is an efficient office solution.

- Exceptionally easy to install and set up.
- Compact and ergonomically designed to fit well in any office.
- Intelligently engineered; consumables located for quick and easy access.
- The embedded CentreWare IS web server enables IT administrators and end-users to manage printers from their own computers.
- Easy-to-use drivers for both PCs and Macs; supports all major print page description languages, including Postscript 3, PCL® 6, PCL 5c and PCL 5e emulations.
- Powerful 300 MHz processor.
- Parallel, high-speed USB 2.0 and Ethernet 10/100 Base-Tx connections all standard.

Configurations

READY TO GO

The Phaser 6120 is pre-configured to meet the needs of most small workgroups right out of the box. Options are available to further expand its capabilities.



PHASER 6120N Colour Laser Printer

- Up to 5 ppm colour, 20 ppm black and white
- Automatic two-sided printing (duplexing) optional- no tools required for installation
- First-page-out as fast as 13 seconds black, 22 seconds colour
- 300 MHz processor
- 128 MB memory expandable to 640 MB
- 600 dpi mode and 2400 enhanced mode, at full engine speed
- Parallel, High-Speed USB 2.0 and Ethernet 10/100 Base-TX connections
- Broad media capability
- 200-sheet input capacity (expandable to 700)
- 200-sheet output capability
- Custom page sizes
- Favorites (Driver macros)

- Graphical toner level gauges
- Booklet Printing
- Watermarks
- Scaling, Scale-to-fit
- N-Up Printing
- Forms
- Cover Sheets
- Built-in links for support and on-line supplies ordering
- Job retention features
- PrintingScout* alert notification
- Power Saver mode
- One-year Quick Exchange warranty

*Available early 2006

OPTIONS

- Duplex Kit (shipped with 128 MB memory upgrade)
- 500-sheet Feeder
- Hard Disk (20 GB+, supports: Font storage, Forms, Colour profiles, Job accounting, Electronic collation, PDF direct printing, Proof print, Saved print and Secure print)
- Extended warranty options
- Phaser 6120 help desk training

SECTION 2

Evaluating Colour Laser Printers

Communicating concepts and ideas outside one's own company or department has become the top use of colour printing. Applications include marketing and sales materials, reports, proposals, user guides and graphic art proofs. As colour printers become more pervasive, more colour is being used on traditionally black and white documents to improve understanding and retention. Increasing use of colour can also be seen in everyday printing such as project management, letters, spreadsheets, memos and training materials. Having a colour laser printer in-house opens up a wide range of creative possibilities and cost savings for office professionals. Prints that once had to be outsourced to a costly service bureau can now be produced inexpensively, as needed.

The benefits of colour are easy to see. Evaluating printers that create colour output can be more challenging. Based on years of research and experience with the real-world needs of colour printer users, Xerox has identified some key issues to consider as you undertake your own colour printer evaluations.

This section of the Evaluation Guide will look at each of these areas and suggest ways to evaluate printer performance against those requirements. Do this for all the colour laser printers you are considering and you'll see how the Phaser 6120 exceeds expectations on all counts.

EVALUATE VALUE

An affordable **purchase price** alone doesn't mean true value.

- Consider **what is included** for that price. What are the standard features compared to other products at this price point?
- Consider **cost of ownership**. What is the true cost of operating the printer over its lifetime? Start with durability: Does the duty cycle indicate that the printer can handle a large volume of printing? Don't forget "hidden" costs - especially how often the printer needs user attention and whether any special skills are required to change consumables or troubleshoot problems.

HOW THE PHASER 6120 EXCEEDS THE VALUE REQUIREMENT:

Price

The Phaser 6120 packs in more standard features and capabilities than any other printer in this class. By combining a high quality colour print engine, 128 MB of memory and 2400 Enhanced resolution with an affordable price you get real value for your investment.

Operating Costs

Operating the printer won't break the bank either. When printing black and white and colour pages the Phaser 6120 provides an economical alternative to ink-jet or print shops. Also note that the Phaser 6120 printer has a duty cycle of up to 35,000 colour prints per month - far in excess of most small workgroup requirements. And the Phaser 6120's fuser cartridge is covered by warranty so there are no big costs down the road (if the printer is kept under an extended warranty).

Elimination of hidden costs

Downtime can cost your business real money. If you experience printing problems, PrintingScout*** provides pop-up help windows to show you exactly what to do to stay printing and minimise down time. And because Xerox belongs to the Green World Alliance program, your Phaser 6120 will have minimum impact on our environment as well. Xerox offers free recycling for all your Genuine Xerox Supplies items.

*ERP

**based on 5% average coverage for Black and 20% for Colour

***Available early 2006

EVALUATE PRINT QUALITY

Print quality is actually the sum of many factors that go into faithfully reproducing the image on the screen to the final printed output - and being able to do that consistently page after page.

- Look for **Colour Consistency**. Look for uniformity and consistency in areas of solid fills. Check for smooth transitions where edges meet. Check that the image quality and colour remain consistent page-after-page, particularly after many prints of the same image. Most inexpensive colour printers in the market today will print bright colours, but are they the right colours? Are the blues blue and not purple? Are the reds really red and not orange? Does the output look like it did on the computer screen?
- Test all the **Types of Documents** likely to be printed. The most common office applications include: presentations, reports, proposals and spreadsheets with highlight colour, selling tools, ad comps and brochure layouts. Be sure to test output from all types of applications.
- Use a **Variety of Media Types**. Many colour printers are surprisingly sensitive to the type of paper or other media used. In addition to plain paper often found in offices, test papers with different colours, textures, or sizes, including gloss, bond, recycled and newsprint, to see if the colours change or the quality degrades.

HOW THE PHASER 6120 EXCEEDS THE PRINT QUALITY REQUIREMENT:

Colour and Resolution

The Phaser 6120 will automatically deliver the best print quality possible, using its 2400 Enhanced mode (for highly complex jobs, or those requiring a large amount of memory, the printer will automatically adjust to 600 x 600 dpi mode for optimal performance).

Application Range

The solid, bright colours produced by the Phaser 6120 help to liven-up presentations, enhance communication of ideas and improve professionalism. Superior text quality is of particular interest to users printing forms, labels or other documents with very small font requirements and fine line detail.

Media Variety

The Phaser 6120 prints on a wide variety of media including paper, transparencies, labels, envelopes and cover stock. A Multipurpose Tray holds up to 200 sheets. Add the second paper feeder (500 sheets) for a total of 700 sheets of uninterrupted printing.

- **Media Size:** Use any size paper that fits easily within the paper adjusters of the Multipurpose Tray, from 92.2 x 148.1 mm to 215.9 x 355.6 mm. The optional 500-sheet tray holds A/Letter and A4 sizes.
- **Media Weight:** Supports paper weights from: 160 to 163 gsm for the Multipurpose Tray 1 and 60 to 90 gsm for the optional 500-sheet tray.
- **Optional automatic 2-sided printing on 75 to 90 gsm**



EVALUATE PRINT USER FRIENDLINESS

The best way to evaluate a printer's ease of use is to test it in a real environment over an extended period of time. Even without that opportunity, the following questions can help uncover a printer's true start-up and day-to-day user friendliness:

- How easy is it to **install on the network**?
- How easy is it to **learn to use and manage**? Does it offer easy control both over the network and from its front panel?
- **How many consumables** are there and how difficult is it to replace them?
- Can you **check the consumable status** before committing to a large or important print job?

HOW THE PHASER 6120 EXCEEDS THE USER FRIENDLINESS REQUIREMENT:

SETUP AND INSTALLATION

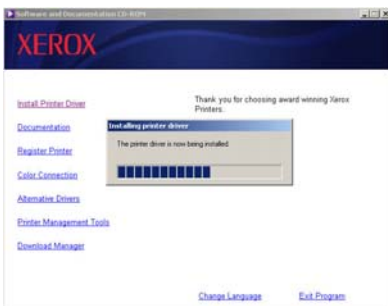
Setup

Unpack and set up the printer using the Setup Guide in the box:

- Load the paper tray(s).
- Connect an interface cable (USB, parallel or Ethernet) and plug in the power cord.
- Turn on the printer.
- Load the driver software onto your computer(s).

Installing Driver Software Overview

The Phaser 6120 Colour Laser Printer's Driver Installation process is designed to provide an easy and consistent installation process from all software sources, regardless of platform. Features include:



- Automatic discovery of the printer on your network
- Automatic port creation
- Automatic printer model and feature detection
- Automatic driver installation

The Phaser 6120 printer's driver is available from:

- CD-ROM
- CentreWare IS Embedded Web Server
- Xerox Web Site

Step-by-Step Installation from the CD-ROM (for Windows systems)

The **Install Printer Driver** link launches the Setup program. Other links take users to Network Management Tools, User Documentation, Xerox Online and Browse CD Directory.

The installer searches for a printer. It looks on physical ports on the computer, as well as on a network (if present) for TCP/IP printers. If a printer is found on the network (already has an IP address), it highlights the printer and gives you the option to install this printer or a different one. An Extended Search means that if a Phaser 6120 printer has been previously installed on another subnet, it will show up here as well. The installation completes automatically, including electronic registration.

SETUP AND INSTALLATION (continued)

Step-by-Step Installation from the CD-ROM (for Macs)

Installation for Macs takes just a few simple steps:

- Insert the Phaser 6120 Software and Documentation CD-ROM in the CD/DVD drive of your Macintosh.
- Click the CD icon on the desktop.
- Click the Install Phaser 6120 icon.
- Check the details of the License Agreement and click Accept if you agree to the terms of the license.
- Click Install Printer Driver.

The procedure for installing the printer driver on Mac OS X version 10.4 is described. Some steps may be different depending on the version of the operating system being used. Complete the installation according to the instructions on the dialog boxes that appear.

EASY TO USE

The following illustrations highlight the main features of the printer.

Control Panel

The two-line LED front panel display is simple and intuitive, providing useful information about the printer including:

- Information
- Maintenance
- Page Layout
- Printer Setup
- Colour
- Network Setup



PrintingScout*

When you send a document to the Phaser 6120 printer, PrintingScout monitors and reports any printer condition that can prevent a print job from completing successfully. A pop-up help window provides appropriate how-to instructions, illustrations and links to help end users quickly identify and resolve their own printing problems. This way, you'll go to the printer completely prepared - no surprises. Only Xerox printers can do this.

Toners

When the printer alerts that a specific colour of toner cartridge is low, simply follow the menu prompts through the quality menu, scroll to the appropriate toner colour, open the front cover and replace.

*Available early 2006



EASY TO USE (continued)

Routine Maintenance Items

The Imaging Unit is easily accessed for user replacement. The Imaging Unit has a capacity of up to 20,000 black images or 10,000 colour images. Mixed black and colour usage will vary the life span. Replacement is simple and does not require a technician.

Online Troubleshooting

Link to web-based support site that can provide in-depth technical and troubleshooting help.

EASY TO MANAGE

CentreWare IS Embedded Web Server

The printer's built-in CentreWare IS Embedded Web Server is a website inside the printer. It allows users to check the printer's status, job accounting, troubleshooting and more, using a web browser such as Microsoft Internet Explorer. Users only need the printer's IP address to connect to the printer.

Management Tools

The Installation CD-ROM shipped with the printer includes:

- Setup utility - Set the printer's network IP address.
- User Manuals - Advanced user manuals provided in PDF format.
- Technical Support Link - Provides the latest printer information, software updates and printing technical support.



SECTION 3

Specifications

PHYSICAL DIMENSIONS

HEIGHT	WIDTH	DEPTH	WEIGHT (w/consumables)	WEIGHT (packaged)
341 mm	442 mm	395 mm	20.2 kg	24.4 kg

ENERGY STAR® compliant

POWER

110–127 VAC, 50/60 Hz, 90.4 W Ready Mode, 35 W Power Saver Mode, 450 W Printing
220–240 VAC, 50/60 Hz, 106.5 W Ready Mode, 35 W Power Saver Mode, 450 W Printing

ENVIRONMENT

Temperature	50 – 95° F (10 – 35° C) Operating
Relative Humidity	Operating: 15% – 80%
Noise Level	<35 dB standby, <54 dB running

PRINT-QUALITY MODES

PRINT-QUALITY MODE	DESCRIPTION
600 dpi	600 x 600 dpi
Enhanced	2400 Enhanced

SUPPORTED PAPER SIZES

TRAY	DIMENSIONS*	WEIGHT	CAPACITY**
MULTI-PURPOSE TRAY 1 (standard)	Letter, Legal, Folio, Executive, Statement, Index card, A4, A5, A6, B5-ISO, B5-JIS. Envelopes: #10 Commercial, Monarch, DL, C5, C6	16 - 43 lb. Bond and up to 60 lb. cover (60 - 163 gsm)	200 sheets
500-SHEET TRAY (optional)	Letter, A4	16 - 24 lb. Bond (60 - 90 gsm)	500 sheets

* The printer supports a wide range of media sizes. See "Printing on Card Stock or Custom Size Paper on page 47 of the User Guide.

** Capacity may vary depending on media weight and thickness and environmental conditions.

SUPPLIES AND OPTIONS

CONSUMABLES	
Standard-Capacity Toner Cartridges**	
Cyan (up to 1,500 pages)	113R00689
Magenta (up to 1,500 pages)	113R00691
Yellow (up to 1,500 pages)	113R00690
High-Capacity Toner Cartridges**	
Cyan (up to 4,500 pages)	113R00693
Magenta (up to 4,500 pages)	113R00695
Yellow (up to 4,500 pages)	113R00694
Black (up to 4,500 pages)	113R00692
ROUTINE MAINTENANCE ITEMS	
Imaging Unit (Up to 20,000 pages black/up to 10,000 pages colour: assumes average job size of 3 pages. Higher job sizes will increase yields)	108R00691
OPTIONS	
500-Sheet Feeder	
Letter	097S03484
A4	097S03489
Hard Disk Drive	097S03485
Duplex Kit (includes 128 MB Memory)	097S03483

**Based on 5% average coverage



Questions? Comments? Problems?

*If you have any questions or issues with your evaluation printer,
please contact your Xerox sales representative or visit us on the
web at: www.xerox.com/office*

INFORMATION SOURCES

RESOURCE	LINK
To link to product and supplies information, download drivers, view documents and access support information:	www.xerox.com/office
To access the troubleshooting knowledge base used by Xerox Customer Support staff:	www.xerox.com/office/6120infoSMART
To link to a colour resource for tools and information such as interactive tutorials, colour printing templates, helpful tips and customised features to meet your individual needs:	www.colorconnection.xerox.com
To view technical support information:	www.xerox.com/office/6120support
To order Xerox supplies:	www.xerox.com/office/6120supplies
To find your local sales and support centre:	www.xerox.com/office/contacts
To view warranty information regarding your Xerox printer:	www.xerox.com/office/6120warranty
To view Material Safety Data Sheet information regarding your Phaser 6120 Colour Laser Printer:	www.xerox.com/office/msds