

CS 300ci vs. the Competition | Konica Minolta - Ricoh - Sharp

The Copystar CS 300ci offers an industry-leading preventive maintenance schedule of an astounding 300,000 pages for both B&W and color, and utilizes Amorphous Silicon (ASi) drums, also rated for 300,000 pages.

In the table to the right, a scenario is formulated for a busy office environment that outputs 8,000 pages per month for a total of 288,000 pages over three years. In this case, no preventive maintenance calls would be required, and the customer could plan and depend on maximum uptime with the CS 300ci Color MFP for all of their document imaging requirements.

CS 300ci		30 PPM Black • 30 PPM Color										
Year 1	1	2	3	4	5	6	7	8	9	10	11	12
Year 2	13	14	15	16	17	18	19	20	21	22	23	24
Year 3	25	26	27	28	29	30	31	32	33	34	35	36

CS 300ci Maintenance and Consumable Facts:

- PM Schedule: 300,000 Pages (individually rated for color and b&w)
- Drums: Amorphous Silicon (ASi)
- Drum Yield: 300,000 Pages
- Black Toner Yield: 20,000 Pages
- CMY Toner Yield: 12,000 Pages
- Maintenance Kits: 300,000 Pages (K/CMY)

Konica Minolta: The Konica Minolta bizhub C353 Color MFP, like all of Konica Minolta bizhub color devices has no set preventive maintenance schedule, but required components need frequent replacement compared to the CS 300ci. The CMY imaging units for the bizhub are rated for 90,000 pages and the black unit for 120,000 pages; in an environment printing/copying 8,000 pages per month, five (5) calls would be required. While this number is not as high as some other competitors, it is significant when you consider the CS 300ci, imaging an average of 8,000 pages per month over 36 months, would not need a preventive maintenance call at all.

Konica Minolta bizhub C353		35 PPM Black • 35 PPM Color										
Year 1	1	2	3	4	5	6	7	8	9	10	11	12
Year 2	13	14	15	16	17	18	19	20	21	22	23	24
Year 3	25	26	27	28	29	30	31	32	33	34	35	36

bizhub C353 Maintenance and Consumable Facts:

- PM Schedule: None Set*
- Drums: Imaging Unit (IU)
- Black Imaging Unit Yield: 120,000 Pages
- CMY Imaging Unit Yield: 90,000 Pages
- Black Toner Yield: 26,000 Pages
- CMY Toner Yield: 20,000 Pages
- Fuser Unit Yield: 400,000 Pages

Ricoh: In this analysis, the Ricoh Aficio MP C3300 Color MFP incorporates Organic Photoconductor (OPC) imaging drums rated for 80,000 pages, corresponding to Ricoh's preventive maintenance schedule. At 8,000 pages per month, a customer with the Ricoh MP C3300 MFP would experience a total of three (3) required maintenance calls, less than many of the other competitors, but not on par with the CS 300ci. During these calls, all of the OPC drums and maintenance parts require replacement, with the exception of the fuser rollers, which last for 160,000 pages and would need to be replaced in month 20.

Ricoh Aficio MP C3300		33 PPM Black • 33 PPM Color										
Year 1	1	2	3	4	5	6	7	8	9	10	11	12
Year 2	13	14	15	16	17	18	19	20	21	22	23	24
Year 3	25	26	27	28	29	30	31	32	33	34	35	36

Aficio MP C3300 Maintenance and Consumable Facts:

- PM Schedule: 80,000 Pages
- Drums: Organic Photoconductor (OPC)
- Drum Yields: 80,000 Pages
- Black Toner Yield: 20,000 Pages
- CMY Toner Yield: 15,000 Pages
- Fuser Roller Yield: 160,000 Pages

Sharp: Sharp's new MX-3100N Color MFP, launched in August 2008, incorporates OPC drums with rated yields of 100,000 pages for black and 60,000 pages for CMY. A preventive maintenance schedule of 100,000 pages is recommended for optimal performance. A business environment printing/copying 8,000 pages per month, and based on the service components and drums that require service replacement, can expect to have at least six (6) required calls during a three year period. During these calls, due to staggered recommended yields of various components, your service time could vary widely, depending on the number of parts required for replacement.

Sharp MX-3100N		31 PPM Black • 31 PPM Color										
Year 1	1	2	3	4	5	6	7	8	9	10	11	12
Year 2	13	14	15	16	17	18	19	20	21	22	23	24
Year 3	25	26	27	28	29	30	31	32	33	34	35	36

Sharp MX-3100N Maintenance and Consumable Facts:

- PM Schedule: 100,000 Pages
- Drums: Organic Photoconductor (OPC)
- Black Drum Yields: 100,000 Pages
- CMY Drum Yields: 60,000 Pages
- Black Toner Yield: 18,000 Pages
- CMY Toner Yield: 15,000 Pages
- Fuser Rollers: 200,000 Pages
- Drum Blades: 100,000/60,000 Pages (K/CMY)

Analysis based on 8,000 pages per month average over 36 months.

None Set denotes that there is no specific interval specified and that all preventive maintenance components have to be replaced. The yields on all maintenance items vary per device.

This information for this Competitive Edge was gathered from several sources, which Kyocera Mita America deems reliable and to the best of its knowledge are accurate; however, Kyocera Mita America shall not be responsible for inaccuracies. Product specifications may change without notice. Required maintenance calls outlined in the competitive tables may include the replacement of drums and/or imaging units, as well as the recommended preventive maintenance schedules each manufacturer specifies. This Competitive Edge is for the sole information of Copystar dealers. It is not to be reprinted or used by any other party without the prior written consent of Kyocera Mita America. Trade names or trademarks used to identify products are owned or controlled by their respective companies.

CS 300ci vs. the Competition | Canon - Toshiba - Xerox

The Copystar CS 300ci offers an industry-leading preventive maintenance schedule of an astounding **300,000 pages** for both B&W and color, and utilizes Amorphous Silicon (ASi) drums, also rated for **300,000 pages**.

In the table to the right, a scenario is formulated for a busy office environment that outputs 8,000 pages per month for a total of 288,000 pages over three years. In this case, no preventive maintenance calls would be required, and the customer could plan and depend on maximum uptime with the CS 300ci Color MFP for all of their document imaging requirements.

CS 300ci		30 PPM Black • 30 PPM Color											
Year 1	1	2	3	4	5	6	7	8	9	10	11	12	
Year 2	13	14	15	16	17	18	19	20	21	22	23	24	
Year 3	25	26	27	28	29	30	31	32	33	34	35	36	

CS 300ci Maintenance and Consumable Facts:

- PM Schedule: 300,000 Pages (individually rated for color and b&w)
- Drums: Amorphous Silicon (ASi)
- Drum Yield: 300,000 Pages
- Black Toner Yield: 20,000 Pages
- CMY Toner Yield: 12,000 Pages
- Maintenance Kits: 300,000 Pages (K/CMY)

Canon: The imageRUNNER C3480/C3480i, released in 2008, are Canon's new color MFPs in the 30 ppm color range. These models do not have a specified preventive maintenance schedule, and use OPC drum units (drum and developer) for imaging, with the black drum rated for 70,000 pages and the CMY drums at 60,000 pages. This staggered approach to yields actually increases the number of required maintenance calls if the units are replaced when recommended. In a three year period, the Canon imageRUNNER C3480/C3480i would require eight (8) preventive calls to replace the drum units. The alternative for the technician is to replace a drum sooner than required, or let the CMY drums stay in the device longer than recommended, which could impact image quality.

Canon imageRUNNER C3480/C3480i		34 PPM Black • 30 PPM Color											
Year 1	1	2	3	4	5	6	7	8	9	10	11	12	
Year 2	13	14	15	16	17	18	19	20	21	22	23	24	
Year 3	25	26	27	28	29	30	31	32	33	34	35	36	

imageRUNNER C3480/C3480i Maintenance and Consumable Facts:

- PM Schedule: None Set*
- Drums: Organic Photoconductor (OPC)
- Black Drum Yield: 70,000 Pages
- CMY Drum Yield: 60,000 Pages
- Black Toner Yield: 26,000 Pages
- CMY Toner Yield: 14,000 Pages
- Fuser Unit Yield: Information Not Available

Toshiba: The e-STUDIO2830c, released in May 2008, is an interesting model when looking at the preventive maintenance schedule and drum yields, both rated for 56,000 pages. In an environment running 8,000 pages per month, the e-Studio2830c would require a total of five (5) required calls, one every seven months like dockwork. During these calls, the drums and major imaging components would need replacement. As a comparison, the CS 300ci, has yields on the ASi drums and PM schedule that is five times greater than the Toshiba.

Toshiba e-STUDIO2830c		35 PPM Black • 28 PPM Color											
Year 1	1	2	3	4	5	6	7	8	9	10	11	12	
Year 2	13	14	15	16	17	18	19	20	21	22	23	24	
Year 3	25	26	27	28	29	30	31	32	33	34	35	36	

e-STUDIO2830c Maintenance and Consumable Facts:

- PM Schedule: 56,000 Pages
- Drums: Organic Photoconductor (OPC)
- Drum Yield: 56,000 Pages
- Black Toner Yield: 29,000 Pages
- CMY Toner Yield: 24,000 Pages
- Fuser Unit Yield: 112,000 Pages

Xerox: Utilizing a "cartridge-type" drum unit in the WorkCentre 7335, which Xerox positions as "customer-replaceable", the drums last for 26,000 pages, well below (by at least half) the drum or imaging units of every other manufacturer in this analysis. At 26,000 pages, in our scenario of 8,000 pages per month, the Xerox WorkCentre would need eleven (11) drum replacements. These replacements can be done by either a Xerox service technician, or the customer themselves. So an interesting discussion can be posed; if a customer is paying for a maintenance contract, should they be compelled to complete the service action of replacing major components; and does your customer really want to change drum units eleven times over 36 months?

Xerox WorkCentre 7335		35 PPM Black • 31 PPM Color											
Year 1	1	2	3	4	5	6	7	8	9	10	11	12	
Year 2	13	14	15	16	17	18	19	20	21	22	23	24	
Year 3	25	26	27	28	29	30	31	32	33	34	35	36	

WorkCentre 7335 Maintenance and Consumable Facts:

- PM Schedule: None Set*
- Drums: Cartridge Type
- Drum Yield: 26,000 Pages
- Black Toner Yield: 26,000 Pages
- CMY Toner Yield: 16,000 Pages
- Fuser Unit Yield: 150,000 Pages

Analysis based on 8,000 pages per month average over 36 months.

*None Set denotes that there is no specific interval specified and that all preventive maintenance components have to be replaced. The yields on all maintenance items vary per device.

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