

CS 400ci vs. the Competition | Konica Minolta • Ricoh • Sharp

The **Copystar CS 400ci** 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 12,000 pages per month. In this case, a single preventive maintenance call would be required in the 25th month of a 36 month acquisition. At this time the two individual maintenance kits (K/CMY) with all of the necessary items for service would be replaced. This greatly reduces scheduled downtime for the customer over the life of the product.

CS 400ci		40 PPM Black • 40 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 400ci 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: 25,000 Pages
- CMY Toner Yield: 18,000 Pages
- Maintenance Kits: 300,000 Pages (K/CMY)

Konica Minolta: The Konica Minolta bizhub C353 Color MFP has no set preventive maintenance interval, however the Imaging Units (IU) (which combine the drums and developers) of the device need to be replaced at 90,000 pages for the CMY components and at 120,000 pages for the black component. In addition, the fuser unit must be replaced at 400,000 impressions. Since these components all are required at different intervals, the length of a maintenance call during these periods could vary greatly. For instance, in the 8th month, three IUs are replaced, while in month 10, the black IU must be replaced; and so on during the life of the MFP. In the 12,000 pages/month scenario, the bizhub C353 would require a minimum of seven (7) service calls overall, with six (6) of these calls by the 30th of the month.

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 C4000 Color MFP, incorporates Organic Photoconductor (OPC) type imaging drums rated for 80,000 pages, corresponding to Ricoh's frequent preventive maintenance schedule. Ricoh also requires/recommends that the fuser rollers for the Aficio be replaced at 160,000 pages, which can increase the amount of time to service the MFP at every other call. At 12,000 pages per month, any customer with this Ricoh MFP would experience a minimum of five (5) service calls, with three (3) of these calls occurring before the CS 400ci would reach its 300,000 page interval in the 25th month.

Ricoh Aficio MP C4000		40 PPM Black • 40 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 C4000 Maintenance and Consumable Facts:

- PM Schedule: 80,000 Pages
- Drums: Organic Photoconductor (OPC)
- Drum Yields: 80,000 Pages
- Black Toner Yield: 23,000 Pages
- CMY Toner Yield: 17,000 Pages
- Fuser Roller Yield: 160,000 Pages

Sharp: The MX-4501N Color MFP from Sharp has a preventive maintenance interval of 150,000 pages, half of the CS 400ci. This 150,000 page mark is also the time when the black imaging drum needs replacement, as well as maintenance items such as charger units, fuser rollers and cleaning blades. The color OPC drums of the MX-4501N are required to be replaced at 100,000 pages by a technician before a recommended preventive maintenance call is needed, increasing the number of required calls overall. This staggered approach to replacing drums and the set PM schedule increases the number of required calls for the MX-4501N to five (5) over a 36 month period, imaging 12,000 pages per month (432,000 pages total).

Sharp MX-4501N		45 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	

Sharp MX-4501N Maintenance and Consumable Facts:

- PM Schedule: 150,000 Pages
- Drums: Organic Photoconductor (OPC)
- Black Drum Yields: 150,000 Pages
- CMY Toner Yield: 15,000 Pages
- Black Toner Yield: 36,000 Pages
- Fuser Kit Yield: 300,000 Pages
- Maintenance Kits: 150,000/300,000 Pages
- CMY Drum Yields: 100,000 Pages

Analysis based on 12,000 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 400ci vs. the Competition | Canon • Toshiba • Xerox

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In the table to the right, a scenario is formulated for a busy office environment that outputs 12,000 pages per month. In this case, a single preventive maintenance call would be required in the 25th month of a 36 month acquisition. At this time the two individual maintenance kits (K/CMY) with all of the necessary items for service would be replaced. This greatly reduces scheduled downtime for the customer over the life of the product.

CS 400ci		40 PPM Black • 40 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 400ci 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: 25,000 Pages
- CMY Toner Yield: 18,000 Pages
- Maintenance Kits: 300,000 Pages (K/CMY)

Canon: In this Competitive Edge, the Canon imageRUNNER C4080/C4080i is compared to the CS 400ci since they have similar black output speeds. Canon, who utilizes Amorphous Silicon drums on their imageRUNNER B&W MFPs, uses OPC drums in their color MFPs, with a rating of 70,000 pages each (CMYK). These drum units include the developer required for replacement at 70,000 pages as well. At 12,000 pages per month, the imageRUNNER C4080/C4080i will generate six (6) required maintenance calls over a 36 month period, with a call needed almost every six months, compared to the CS 400ci, which would need one required call in month 25. In contrast, by month 25 with the Canon, four calls would be required.

Canon imageRUNNER C4080/C4080i		40 PPM Black • 40 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 C4080/C4080i Maintenance and Consumable Facts:

- PM Schedule: Information Not Available
- Drums: Organic Photoconductor (OPC)
- Drum Yield: 70,000 Pages
- Black Toner Yield: 26,000 Pages
- CMY Toner Yield: 30,000 Pages
- Fuser Unit Yield: Information Not Available

Toshiba: The e-STUDIO3530c, released in May 2008 is Toshiba's new color MFP in the 35-45 ppm range, with a PM interval required at 70,000 pages. Utilizing OPC drums rated for 70,000 pages each, these units would mirror the same situation as the Canon MFP, with six (6) calls required over the course of three years in an environment running 12,000 pages a month. Fuser rollers are replaced at every other preventive maintenance cycle, so in months 12, 24, and 35, the service call could be slightly longer than the calls to replace only the CMYK drums.

Toshiba e-STUDIO3530c		45 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	

e-STUDIO3530c Maintenance and Consumable Facts:

- PM Schedule: 70,000 Pages
- Drums: Organic Photoconductor (OPC)
- Drum Yield: 70,000 Pages
- Black Toner Yield: 29,000 Pages
- CMY Toner Yield: 24,000 Pages
- Fuser Unit Yield: 140,000 Pages

Xerox: Utilizing a "cartridge-type" drum unit in the WorkCentre 7346, which Xerox positions as "customer-replaceable", the drums last for 26,000 pages, well below the drum or imaging units of every manufacturer in this analysis. At 26,000 pages, in our scenario of 12,000 pages per month, the Xerox WorkCentre would need 16 drum replacements, almost every other month. 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 sixteen times over 36 months?

Xerox WorkCentre 7346		45 PPM Black • 40 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 7346 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 12,000 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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