

HP 5000 Printers versus IBM Printers                   ###

HP 5000 Print Server  
and Accessories   US List Prices

SCSI Adapter	\$1,640
Fiber-optic Extender	\$4,195
50 meter optical cable	\$525

HP 9000 Series 800 F Class Print Server	\$8,700
Integrated chassis w 2 HP-IB slots, 566 Mb disk, 16 Mb memory, 2.0 Gb DDS, Lan/SCSI/RS 2-user HP-UX License, HP 700/96 Console F10 SPU w/96 Kb cache	
Increase memory to 32 Mb	\$1,600
SNAPpluslink	\$3,300
SNAPplusRJE	\$1,600
Total	<u>\$21,560</u>

IBM Options

Image and graphics feature	\$13,380
Total	<u>\$13,380</u>

Cost Comparisons at Different Monthly Print Volumes

- Notes:
- a. Usage fees for XP printers assume 2-up printing.
  - b. Paper prices used are actual market prices. However, paper prices vary from area to area.
  - c. 16 lb. paper is priced for roll feed since perforation in roll paper is not weakened from folding as with fan fold paper.
  - d. Cost of paper handling equipment is not included for either HP or IBM printers.

HP 5000 Printer, Server, and Option List Prices

	Pages per Minute	Printer List Price	erver and Options	Average Discount	Total Price
HP5000/F10	100	###	\$21,560	0%	###
HP5000/F10	100	###	\$21,560	0%	###
HP5000/F10	154	###	\$21,560	0%	###
HP5000/F13	135	###	\$21,560	0%	###
HP5000/F13	210	###	\$21,560	0%	###

HP 5000, Server, and Options Monthly Maintenance Costs

	Printer MMC (24x7)	Server, Options C (24x7)	Total MMC (24x7)
HP5000/F10	\$1,400	\$100	\$1,500
HP5000/F10	\$1,500	\$100	\$1,600
HP5000/F13	\$1,500	\$100	\$1,600
HP5000/F13	\$1,600	\$100	\$1,700

HP 5000 Usage, Consumables, and Paper Costs

	Usage fee per 10k ft.	Usage fee 1k pages	Supplies 1k pages	Fan Fold 8 lb. paper r 1k pages	Roll Feed lb. paper 1k pages
HP5000/F10	\$42	\$2.98	\$1.33	\$4.11	\$3.88
HP5000/F10	\$42	\$1.93	\$1.33	\$4.00	\$3.73
HP5000/F13	\$42	\$2.98	\$1.33	\$4.11	\$3.88
HP5000/F13	\$42	\$1.93	\$1.33	\$4.00	\$3.73

IBM Printer and Option List Prices

	Single-sided Pages/Min	List Price	Options	Average Discount	Total Price
IBM 3835	88	###	\$13,380	0%	###
IBM 3900	229	###	\$13,380	0%	###

IBM Monthly Maintenance Costs

	Printer MMC (24x7)	Server, Options C (24x7)	Total MMC (24x7)
IBM 3835	\$1,452	\$50	\$1,502
IBM 3900	\$1,550	\$50	\$1,600

IBM Usage, Consumables, and Paper Costs

	Usage per 10k ft.	Usage 1k pages	Supplies 1k pages	Fan Fold 8 lb. paper r 1k pages	Roll Feed lb. paper 1k pages
IBM 3835	N/A	\$3.12	\$1.33	\$4.11	\$3.88
IBM 3900	N/A	\$2.20	\$1.33	\$4.11	\$3.88

MONTHLY PRICING SUMMARY

	24h x 7d	24h x 7d	Toner & Fan Feed	Roll Feed		
Monthly	Base	Usage	Developer	Paper		
Depreciation	\$MMC	1k pages	r 1k pages	1k pages		
HP5000/F10	\$3,173	\$1,500	\$2.98	\$1.33	\$4.11	\$3.88
HP5000/F10	\$4,073	\$1,600	\$1.93	\$1.33	\$4.00	\$3.73
HP5000/F13	\$3,923	\$1,600	\$2.98	\$1.33	\$4.11	\$3.88
HP5000/F13	\$4,823	\$1,700	\$1.93	\$1.33	\$4.00	\$3.73

	24h x 7d	24h x 7d	Toner & Fan Feed	Roll Feed		
Monthly	Base	Usage	Developer	Paper		
Depreciation	\$MMC	1k pages	r 1k pages	1k pages		
IBM 3835	\$2,830	\$1,452	\$3.12	\$1.33	\$4.11	\$3.88
IBM 3900	\$4,896	\$1,550	\$2.20	\$1.33	\$4.11	\$3.88

MONTHLY COSTS AS A FUNCTION OF USAGE (8.5x11 sized pages)

- Notes: a. These calculations show costs at different print volumes. Actual print volumes possible will depend on printer performance.  
 b. Cut sheet performance decreases by 10% or more when operating in duplex printing mode.  
 c. HP 5000 XP printers are assumed to be performing 2-up printing.

a. MAINTENANCE ONLY (Monthly Maintenance plus Usage Fee)

K/Pages/Mo	0	0	1000	1000	1500	1500	2000	2000	2500	2500	3000	3000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$1,500	\$1,500	\$4,479	\$4,479	\$5,968	\$5,968	\$7,457	\$7,457	\$8,947	\$8,947	\$10,436	\$10,436
HP5000/F10	\$1,600	\$1,600	\$3,527	\$3,527	\$4,490	\$4,490	\$5,453	\$5,453	\$6,417	\$6,417	\$7,380	\$7,380
HP5000/F13	\$1,600	\$1,600	\$4,579	\$4,579	\$6,068	\$6,068	\$7,557	\$7,557	\$9,047	\$9,047	\$10,536	\$10,536
HP5000/F13	\$1,700	\$1,700	\$3,627	\$3,627	\$4,590	\$4,590	\$5,553	\$5,553	\$6,517	\$6,517	\$7,480	\$7,480

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$1,452	\$1,452	\$4,572	\$4,572	\$6,132	\$6,132	\$7,692	\$7,692	\$9,252	\$9,252	\$10,812	\$10,812
IBM 3900	\$1,550	\$1,550	\$3,750	\$3,750	\$4,850	\$4,850	\$5,950	\$5,950	\$7,050	\$7,050	\$8,150	\$8,150

K/Pages/Mo	3500	3500	4000	4000	4500	4500	5000	5000	5500	5500	6000	6000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$11,926	\$11,926	\$13,415	\$13,415	\$14,904	\$14,904	###	\$16,394	###	\$17,883	\$19,372	\$19,372
HP5000/F10	\$8,343	\$8,343	\$9,306	\$9,306	\$10,270	\$10,270	###	\$11,233	###	\$12,196	\$13,160	\$13,160
HP5000/F13	\$12,026	\$12,026	\$13,515	\$13,515	\$15,004	\$15,004	###	\$16,494	###	\$17,983	\$19,472	\$19,472
HP5000/F13	\$8,443	\$8,443	\$9,406	\$9,406	\$10,370	\$10,370	###	\$11,333	###	\$12,296	\$13,260	\$13,260

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$12,372	\$12,372	\$13,932	\$13,932	\$15,492	\$15,492	###	\$17,052	###	\$18,612	\$20,172	\$20,172
IBM 3900	\$9,250	\$9,250	\$10,350	\$10,350	\$11,450	\$11,450	###	\$12,550	###	\$13,650	\$14,750	\$14,750

K/Pages/Mo	6500	6500	7000	7000	7500	7500	8000	8000	8500	8500	9000	9000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed

HP5000/F10	\$20,862	\$20,862	\$22,351	\$22,351	\$23,840	\$23,840	###	\$25,330	###	\$26,819	\$28,309	\$28,309
HP5000/F10	\$14,123	\$14,123	\$15,086	\$15,086	\$16,050	\$16,050	###	\$17,013	###	\$17,976	\$18,939	\$18,939
HP5000/F13	\$20,962	\$20,962	\$22,451	\$22,451	\$23,940	\$23,940	###	\$25,430	###	\$26,919	\$28,409	\$28,409
HP5000/F13	\$14,223	\$14,223	\$15,186	\$15,186	\$16,150	\$16,150	###	\$17,113	###	\$18,076	\$19,039	\$19,039

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$21,732	\$21,732	\$23,292	\$23,292	\$24,852	\$24,852	###	\$26,412	###	\$27,972	\$29,532	\$29,532
IBM 3900	\$15,850	\$15,850	\$16,950	\$16,950	\$18,050	\$18,050	###	\$19,150	###	\$20,250	\$21,350	\$21,350

b. CONSUMABLES + PAPER

K/Pages/Mo	0	0	1000	1000	1500	1500	2000	2000	2500	2500	3000	3000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$0	\$0	\$5,440	\$5,210	\$8,160	\$7,815	###	\$10,420	###	\$13,025	\$16,320	\$15,630
HP5000/F10	\$0	\$0	\$5,330	\$5,060	\$7,995	\$7,590	###	\$10,120	###	\$12,650	\$15,990	\$15,180
HP5000/F13	\$0	\$0	\$5,440	\$5,210	\$8,160	\$7,815	###	\$10,420	###	\$13,025	\$16,320	\$15,630
HP5000/F13	\$0	\$0	\$5,330	\$5,060	\$7,995	\$7,590	###	\$10,120	###	\$12,650	\$15,990	\$15,180

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$0	\$0	\$5,440	\$5,210	\$8,160	\$7,815	###	\$10,420	###	\$13,025	\$16,320	\$15,630
IBM 3900	\$0	\$0	\$5,440	\$5,210	\$8,160	\$7,815	###	\$10,420	###	\$13,025	\$16,320	\$15,630

K/Pages/Mo	3500	3500	4000	4000	4500	4500	5000	5000	5500	5500	6000	6000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$19,040	\$18,235	\$21,760	\$20,840	\$24,480	\$23,445	###	\$26,050	###	\$28,655	\$32,640	\$31,260
HP5000/F10	\$18,655	\$17,710	\$21,320	\$20,240	\$23,985	\$22,770	###	\$25,300	###	\$27,830	\$31,980	\$30,360
HP5000/F13	\$19,040	\$18,235	\$21,760	\$20,840	\$24,480	\$23,445	###	\$26,050	###	\$28,655	\$32,640	\$31,260
HP5000/F13	\$18,655	\$17,710	\$21,320	\$20,240	\$23,985	\$22,770	###	\$25,300	###	\$27,830	\$31,980	\$30,360

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$19,040	\$18,235	\$21,760	\$20,840	\$24,480	\$23,445	###	\$26,050	###	\$28,655	\$32,640	\$31,260
IBM 3900	\$19,040	\$18,235	\$21,760	\$20,840	\$24,480	\$23,445	###	\$26,050	###	\$28,655	\$32,640	\$31,260

K/Pages/Mo	6500	6500	7000	7000	7500	7500	8000	8000	8500	8500	9000	9000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$35,360	\$33,865	\$38,080	\$36,470	\$40,800	\$39,075	###	\$41,680	###	\$44,285	\$48,960	\$46,890
HP5000/F10	\$34,645	\$34,645	\$37,310	\$37,310	\$39,975	\$39,975	###	\$42,640	###	\$45,305	\$47,970	\$47,970
HP5000/F13	\$35,360	\$35,360	\$38,080	\$38,080	\$40,800	\$40,800	###	\$43,520	###	\$46,240	\$48,960	\$48,960
HP5000/F13	\$34,645	\$34,645	\$37,310	\$37,310	\$39,975	\$39,975	###	\$42,640	###	\$45,305	\$47,970	\$47,970

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$35,360	\$33,865	\$38,080	\$36,470	\$40,800	\$39,075	###	\$41,680	###	\$44,285	\$48,960	\$46,890

IBM 3900	\$35,360	\$33,865	\$38,080	\$36,470	\$40,800	\$39,075	###	\$41,680	###	\$44,285	\$48,960	\$46,890
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c. MAINTENANCE + CONSUMABLES + PAPER

K/Pages/Mo	0	0	1000	1000	1500	1500	2000	2000	2500	2500	3000	3000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$1,500	\$1,500	\$9,919	\$9,689	\$14,128	\$13,783	###	\$17,877	###	\$21,972	\$26,756	\$26,066
HP5000/F10	\$1,600	\$1,600	\$8,857	\$8,587	\$12,485	\$12,080	###	\$15,573	###	\$19,067	\$23,370	\$22,560
HP5000/F13	\$1,600	\$1,600	\$10,019	\$9,789	\$14,228	\$13,883	###	\$17,977	###	\$22,072	\$26,856	\$26,166
HP5000/F13	\$1,700	\$1,700	\$8,957	\$8,687	\$12,585	\$12,180	###	\$15,673	###	\$19,167	\$23,470	\$22,660

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$1,452	\$1,452	\$10,012	\$9,782	\$14,292	\$13,947	###	\$18,112	###	\$22,277	\$27,132	\$26,442
IBM 3900	\$1,550	\$1,550	\$9,190	\$8,960	\$13,010	\$12,665	###	\$16,370	###	\$20,075	\$24,470	\$23,780

K/Pages/Mo	3500	3500	4000	4000	4500	4500	5000	5000	5500	5500	6000	6000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$30,966	\$30,161	\$35,175	\$34,255	\$39,384	\$38,349	###	\$42,444	###	\$46,538	\$52,012	\$50,632
HP5000/F10	\$26,998	\$26,053	\$30,626	\$29,546	\$34,255	\$33,040	###	\$36,533	###	\$40,026	\$45,140	\$43,520
HP5000/F13	\$31,066	\$30,261	\$35,275	\$34,355	\$39,484	\$38,449	###	\$42,544	###	\$46,638	\$52,112	\$50,732
HP5000/F13	\$27,098	\$26,153	\$30,726	\$29,646	\$34,355	\$33,140	###	\$36,633	###	\$40,126	\$45,240	\$43,620

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$31,412	\$30,607	\$35,692	\$34,772	\$39,972	\$38,937	###	\$43,102	###	\$47,267	\$52,812	\$51,432
IBM 3900	\$28,290	\$27,485	\$32,110	\$31,190	\$35,930	\$34,895	###	\$38,600	###	\$42,305	\$47,390	\$46,010

K/Pages/Mo	6500	6500	7000	7000	7500	7500	8000	8000	8500	8500	9000	9000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$56,222	\$54,727	\$60,431	\$58,821	\$64,640	\$62,915	###	\$67,010	###	\$71,104	\$77,269	\$75,199
HP5000/F10	\$48,768	\$48,768	\$52,396	\$52,396	\$56,025	\$56,025	###	\$59,653	###	\$63,281	\$66,909	\$66,909
HP5000/F13	\$56,322	\$56,322	\$60,531	\$60,531	\$64,740	\$64,740	###	\$68,950	###	\$73,159	\$77,369	\$77,369
HP5000/F13	\$48,868	\$48,868	\$52,496	\$52,496	\$56,125	\$56,125	###	\$59,753	###	\$63,381	\$67,009	\$67,009

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$57,092	\$55,597	\$61,372	\$59,762	\$65,652	\$63,927	###	\$68,092	###	\$72,257	\$78,492	\$76,422

IBM 3900	\$51,210	\$49,715	\$55,030	\$53,420	\$58,850	\$57,125	###	\$60,830	###	\$64,535	\$70,310	\$68,240
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d. MAINTENANCE + CONSUMABLES + PAPER + DEPRECIATION

K/Pages/Mo	0	0	1000	1000	1500	1500	2000	2000	2500	2500	3000	3000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$4,673	\$4,673	\$13,092	\$12,862	\$17,301	\$16,956	###	\$21,051	###	\$25,145	\$29,930	\$29,240
HP5000/F10	\$5,673	\$5,673	\$12,930	\$12,660	\$16,558	\$16,153	###	\$19,647	###	\$23,140	\$27,443	\$26,633
HP5000/F13	\$5,523	\$5,523	\$13,942	\$13,712	\$18,151	\$17,806	###	\$21,901	###	\$25,995	\$30,780	\$30,090
HP5000/F13	\$6,523	\$6,523	\$13,780	\$13,510	\$17,408	\$17,003	###	\$20,497	###	\$23,990	\$28,293	\$27,483

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$4,282	\$4,282	\$12,842	\$12,612	\$17,122	\$16,777	###	\$20,942	###	\$25,107	\$29,962	\$29,272
IBM 3900	\$6,446	\$6,446	\$14,086	\$13,856	\$17,906	\$17,561	###	\$21,266	###	\$24,971	\$29,366	\$28,676

K/Pages/Mo	3500	3500	4000	4000	4500	4500	5000	5000	5500	5500	6000	6000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$34,139	\$33,334	\$38,348	\$37,428	\$42,558	\$41,523	###	\$45,617	###	\$49,711	\$55,186	\$53,806
HP5000/F10	\$31,072	\$30,127	\$34,700	\$33,620	\$38,328	\$37,113	###	\$40,606	###	\$44,100	\$49,213	\$47,593
HP5000/F13	\$34,989	\$34,184	\$39,198	\$38,278	\$43,408	\$42,373	###	\$46,467	###	\$50,561	\$56,036	\$54,656
HP5000/F13	\$31,922	\$30,977	\$35,550	\$34,470	\$39,178	\$37,963	###	\$41,456	###	\$44,950	\$50,063	\$48,443

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$34,242	\$33,437	\$38,522	\$37,602	\$42,802	\$41,767	###	\$45,932	###	\$50,097	\$55,642	\$54,262
IBM 3900	\$33,186	\$32,381	\$37,006	\$36,086	\$40,826	\$39,791	###	\$43,496	###	\$47,201	\$52,286	\$50,906

K/Pages/Mo	6500	6500	7000	7000	7500	7500	8000	8000	8500	8500	9000	9000
Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
HP5000/F10	\$59,395	\$57,900	\$63,604	\$61,994	\$67,814	\$66,089	###	\$70,183	###	\$74,278	\$80,442	\$78,372
HP5000/F10	\$52,841	\$52,841	\$56,470	\$56,470	\$60,098	\$60,098	###	\$63,726	###	\$67,355	\$70,983	\$70,983
HP5000/F13	\$60,245	\$60,245	\$64,454	\$64,454	\$68,664	\$68,664	###	\$72,873	###	\$77,083	\$81,292	\$81,292
HP5000/F13	\$53,691	\$53,691	\$57,320	\$57,320	\$60,948	\$60,948	###	\$64,576	###	\$68,205	\$71,833	\$71,833

Type of Paper	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed	Fan Fold	Roll Feed
IBM 3835	\$59,922	\$58,427	\$64,202	\$62,592	\$68,482	\$66,757	###	\$70,922	###	\$75,087	\$81,322	\$79,252
IBM 3900	\$56,106	\$54,611	\$59,926	\$58,316	\$63,746	\$62,021	###	\$65,726	###	\$69,431	\$75,206	\$73,136