

# 3 minutes to sell:

August 2009

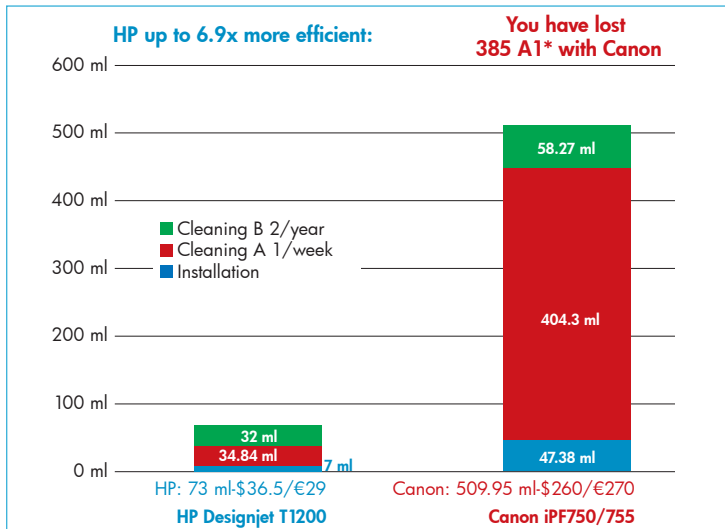


## HP DESIGNJET T1200 PRINTER SERIES VERSUS CANON iPF750/755

### 1. Save money:

Save up to 18% printing mono lines and 14% printing colour lines with HP (see page 2).

Also, up to 6.9x less wasted ink after the 1st year (use case):



\* Assuming ink usage of Canon for line drawing colour, plain paper, normal mode €0.44/ml with Canon iPF755

### 2. Be sure your print will be printed

Original HP-GL/2 language for smooth printing of HP-GL/2 files with HP, no matter the size vs. Canon which has problems with complex HPGL-2 files.

With HP:

- Original HP-GL/2 language, invented by HP
- Seamlessly print your files without issues
- Share & view your .plt files while being sure they will be printed (Reprohouses, colleagues, etc.)

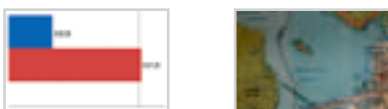
With Canon:

1. Printing a complex HP-GL/2 file<sup>1</sup>:

Canon iPF750 cannot print it:



Canon iPF755 shows carriage stops and image quality issues due to the wrong interpretation of the language:



2. Canon non-original, not compliant HP-GL/2: Canon HP-GL/2 files cannot be seen using plt viewers and show some issues when printed on non-Canon printers



### 3. Superior and constant iq

HP shows superior quality through different areas:

Thinner lines:

While Canon communicates thinner line width with misleading information (comparing Canon theoretical line width vs. HP real line width), tests demonstrate that HP can print thinner lines<sup>2</sup>:

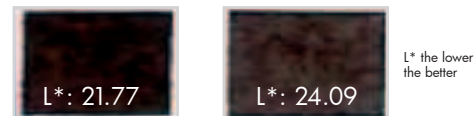


True greys<sup>2</sup>:

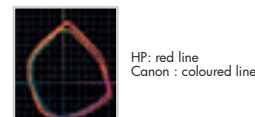
Canon uses colours to compensate non-neutral inks<sup>3</sup>:



Better black optical density<sup>2</sup>:



Bigger gamut<sup>4</sup>:



As per Canon commissioned BLI report: HP 10% larger gamut than Canon iPF755.

### 4. Experience trusted connectivity, secure disk capabilities, and easy batch printing

	HP Designjet T1200	Canon iPF755
2 roll printer	Yes	No
PostScript unit	Yes (T1200ps)	No
Fleet management	Yes (WJA <sup>5</sup> )	No
IPSEC (encrypt Com munications)	Yes	No
Queue management	Yes (EWS <sup>6</sup> & Front Panel)	Only delete and reprint
Job Submission driverless	Yes (EWS <sup>6</sup> )	No
Accounting	Yes (EWS <sup>6</sup> & WJA <sup>5</sup> )	Yes (driver)
Accounting Reports (per category, per user, etc.)	Yes (WJA <sup>5</sup> & EWS <sup>6</sup> )	No, only displays job information and export to Excel
MS Office 2007 with real preview and support for MS Outlook 2007	Yes	No, only Excel, Word, and PowerPoint
Firmware update through webtool	Yes	No
External Hard Disk	Yes (160GB)	No
Direct Printing for HP-GL/2, PDF, PPT, JPEG, TIF	Yes	No, hotfolder only tif and jpeg

<sup>1</sup> HP-GL/2 file: Arterials.plt. A1, plain paper, 21MB size

<sup>2</sup> Tested on plain paper 90gr. fast/draft mode.

<sup>3</sup> Tested on plain paper 90gr. standard/normal mode.

<sup>4</sup> BLI report: Data from HP Designjet T1100, T1200 expected to perform similarly (same inks and same printheads)

<sup>5</sup> WJA: HP Web Jetadmin



<sup>6</sup> EWS: HP Embedded Web Server

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## HP DESIGNJET T1200 PRINTER SERIES VERSUS CANON iPF750/755

Comparative specifications matrix	HP Designjet T1200 Printer series	Canon iPF750/755	
			
Estimated street prices <sup>1</sup> and Width	T1200ps: \$6,990/€6,600 (44 in/1118 mm) T1200: \$5,790/€5,100 (44 in/1118 mm)	\$4,495/€3,250 (iPF750 – 36 in/914 mm) \$4,995/€3,725 (iPF755 – 36 in/914 mm)	HP proven technology for quality and robustness
Technology			
Technology	HP Thermal Inkjet	Canon Bubble Jet on demand/FINE	
Max. resolution	Up to 2400 x 1200 optimised dpi	2400 x 1200 dpi	
Printheads	Three printheads. 1056 nozzles per colour. 6 pl (photo black, grey, cyan, magenta) and 9 pl (matte black, yellow)	One long-life colour printhead. 2560 nozzles per colour. 4 pl (photo black, cyan, magenta, yellow, 2 x matte black)	Canon printer detects non-firing nozzles and runs cleaning. HP printers detect non-firing nozzles and replace them with “good” nozzles; with HP, cleaning is only performed on the non-working printhead when there is a high number of non-working nozzles
Cartridges	Six 69 ml (CMYK, G) or 130 ml (CMYK, G, M, K) ink cartridges and 300 ml (Mk). HP Three-black ink set. Starter kit 40 ml (CMYK) and 69 ml (black)	Six 130 ml cartridges (CMYK, 2 x Mk). Starter use 90 ml.	HP has a grey ink for true grey neutrality
Media			
Media handling	2-roll printer (up to 44 in/1118 mm). Cut sheet. Media thickness up to 0.8 mm. Automatic cutter. Borderless printing (rolls) on photo papers.	One roll, top-loading, front output (10 in/254mm – 36 in/914.4 mm). Cut sheet: 8 in/203.2 mm – DIN C0/917mm. Cut sheet Top-feeding, front output Roll paper & Cut sheet: 0.07 – 0.8 mm	HP printer offers more productivity and versatility thanks to the second roll
Speed & Ink consumption			
Mechanical print time <sup>3</sup> (test results)	Best 4 min 20 sec Normal 1 min 20 sec Fast 41 sec Fast Economode 32 sec	High: 1 min 10 sec Standard: 38 sec Draft: 24 sec	HP prioritizes image quality and Canon speed. An HP mono line fast has similar IQ to Canon standard mode
Ink usage <sup>4</sup>	Colour lines: 0.04 ml/ft <sup>2</sup> - 0.41 ml/m <sup>2</sup> Mono lines: 0.09 ml/ft <sup>2</sup> - 0.92 ml/m <sup>2</sup>	Colour lines: 0.04 ml/ft <sup>2</sup> - 0.42 ml/m <sup>2</sup> Mono lines: 0.11 ml/ft <sup>2</sup> - 1.13 ml/m <sup>2</sup>	HP has lower ink usage than Canon 14% in colour lines and 18% mono lines
Wasted ink	Installation 7 ml Cleaning: 0.66 ml Strong Cleaning: 16 ml	Installation: 47.38 ml Cleaning: 7.77 ml Strong Cleaning: 29 ml	HP has ink efficiency routines vs. Canon wastes a lot of ink during installation and cleanings
Language and Software			
Embedded languages	Standard: HP-GL/2, HP-RTL, CALS G4, HP PCL 3 GUI PS2: Adobe® PostScript® 3™, Adobe PDF 1.6, TIFF, JPEG, HP-GL/2, HP-RTL, CALS G4, HP PCL 3 GUI	GARO (raster), HP-GL/2, HP-RTL Adobe PostScript 3 via opt. sw RIPs	HP original HP-GL/2 vs. Canon has issues when printing and viewing HPGL-2 complex files
Driver and software	HP-GL/2, HP-RTL, PostScript <sup>2</sup> drivers for Windows (optimized for AutoCAD 2000 and higher); HP PCL 3 GUI, PostScript <sup>2</sup> drivers for Mac OS X; support for Citrix XenApp and Citrix XenServer environments. HP Instant Printing, HP Web Jetadmin. Optional Serif PosterDesigner Pro for HP	Win 95/98/Me/NT 4.0/2000/XP Macintosh 8, 9, and X. HDI driver. Optional sw RIPs. Various software included.	HP includes HP Web Jetadmin for fleet management and HP Instant printing for direct file printing
Connectivity			
Connectivity	Hi-Speed USB 2.0 certified port, 1 Gigabit Ethernet (1000Base-T). Optional HP JetDirect EIO print serve	USB 2.0, Gigabit Ethernet	HP offers IPsec for encrypted communications through the Jetdirect
Memory and Hard Disk			
Memory	32 GB of Dedicated memory	256 MB	
Hard disk	160 GB + Opt. external Hard Disk (160GB)	80 GB (iPF755).	HP offers as an accessory a 160GB external Hard disk plugged into the printer's USB port
Warranty	One-year limited hardware warranty Optional warranty extensions up to 3 years <sup>5</sup>	One year limited warranty Optional warranty extensions up to 3 years	

Source data: web and datasheets. Blue text highlights the out-of-the-box specifications advantages of each printer over the other.

<sup>1</sup> Actual prices may vary.

<sup>2</sup> Only supported through HP Designjet T1200ps Printers

<sup>3</sup> 4775.dwg, 28 x 19.4 in (711 x 493 mm), Plain paper

<sup>4</sup> Based on test results. Colour line: 4775 colour.dwg, 28 x 19.4 in (711 x 493 mm), Plain paper, normal mode. Mono lines: 4775 mono.dwg, 28 x 19.4 in (711 x 493 mm), Plain paper, Fast mode.

<sup>5</sup> Warranty service availability and response time may vary from country/region to country/region. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services.



This document was created in August 2009, based on independent third-party data and testing, HP testing and internal review of competitive products (detailed Test Report available on request). While specifications are subject to change, reasonable effort was made to ensure the accuracy of this document on the date it was prepared. The analysis presented here is HP's opinion and is intended for HP and HP Resellers' Internal Use Only. Distribution of this document to end-users or to any other third-parties is forbidden. © 2009 Hewlett-Packard Development Company, L.P.