

COMPETITIVE EDGE

Copystar CS-C4035E vs. Konica Minolta bizhub C450



Highlights

- Productive Business Color Output
- 300,000 Page Drum Yield
- 300,000 Preventive Maintenance
- Standard Color Scanning
- Fast Warm-up and FCOT
- Robust Finishing Options
- Easy to Replace Toner & Waste
- Toner All-in-One Cartridge
- Optional Booklet Folding
- Optional iTag / KYOcapture / KYOcapture Express

Copystar CS-C4035E

- 35 PPM Full Color/40 PPM Black & White
- Standard 768MB RAM, 40GB System HDD
- Standard PDF Encryption & Compression
- Optional 100 Sheet Document Processor

The Facts

The Copystar CS-C4035E is designed to be highly productive, reliable, and of course affordable. When compared to the Konica Minolta bizhub C450 it is also superior in most specifications and definitely SRP. It's right here in black-and-white (and of course some color) - the Copystar CS-C4035E is the obvious choice for any customer. Here's how we do it.

Copystar Reliability and Long-Life Consumables

Look at the facts. The bizhub C450 has imaging unit yields of 100,000 for Black and 50,000 for color. The CS-C4035E drum yield is set at 300,000 for both Black **AND** Color. What does that translate to?

Over the course of a 36 month lease at 15,000 pages per month the CS-C4035E will have 1 required service call – in the 20th Month. The Konica Minolta bizhub C450 will require 10 service calls JUST to replace imaging units.

Copystar CS-C4035E Required Service

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

Konica Minolta bizhub C450 Required Service

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

Competitive Comparison	Copystar CS-C4035E	bizhub C450
Suggested Retail Price	\$13,109	\$17,500
Speed (FC/BW)	35 PPM FC / 40 PPM BW	35 PPM FC / 45 PPM BW
Standard Configuration	Print / Scan / Copy	Print / Scan / Copy
Std/Max Paper Capacity	1,100 / 4,100 Sheets	900 / 3,400 Sheets
Max Input Size	11" x 17"	12" x 18"
Std/Max RAM (System and Printer)	768MB RAM (System) 256MB/1GB RAM (Printer)	512MB RAM (Shared)
Warm-up Time	45 seconds	99 seconds
HDD Capacity	Std 40GB (System) Opt 40GB HDD (Printer)	Std 40GB (Shared)
Document Processor Type	RADF / 100 Sheets	RADF / 100 Sheets
Document Processor Speed	35 IPM Color / 40 IPM Black and White	38 IPM Color / Black and White
Standard PDLs	PRESCRIBE / PCL 6 / KPDL3 (PS3) / KCGL	PCL 5c/6 / PostScript 3
Finishing Options	1,000 Sheet / 3,000 Sheet w/ opt. Booklet Folder	1,000 Sheet / 3,250 Sheet w/ opt. Booklet Folder
Drum Yield (Type)	300,000 Pages (ASi)	100,000 Black / 50,000 Color (IU)
Enhanced PDF Scanning	Standard PDF Encryption and Compression	Scan Encryption
Document Management / Document Capture	iTag / KYOcapture / KYOcapture Express	eCopy

The Proof is in the Numbers

The bizhub C450 is a powerful, yet costly, MFP to purchase and to maintain, and the proof is in the numbers. When you break down the specifications of the C450 and what you get for your money vs. the CS-C4035E the choice is obvious.

- The C450 is 5 ppm faster in B&W - but at what cost? The C450 is over **\$3,000 more expensive** than the CS-C4035E when equipped with the DP-710, based on SRP.
- The bizhub C450 has **17% less** paper capacity available
- C450: **600MHz CPU** vs CS-C4035E: 800MHZ CPU
- Maintenance items (imaging units and supplies) add a significant cost to the operation of the bizhub C450 - **at least 10 Required Service Calls in 36 Months**
- Almost **double the warm-up time** for the C450 is required – 99 seconds vs. 45 seconds – which would you rather wait?

The proof is in the numbers and once again Copystar comes out on top. The NEW CS-C4035E Workgroup Color MFP.

All prices in US dollars and MSRP.

