

Integrated Laser Technologies Inc.

CARTRIDGE COST ANALYSIS

HP 4127X HP 4000/4050

This is a model of a company with a printer environment of 30 lasers. All laser toner cartridge print yield specifications are based on HP's OEM specs, as outlined in their service manuals.

- The print yield for the HP4000/4050 is 10000 pages per cartridge based on 5% page coverage.
- Based on the printing requirements of this customer it is assumed that 15 HP OEM toner cartridges will be used in an average month.

	HP-OEM	COMPETITOR	INTEGRATED LASER
Total number of cartridges purchased per annum	180	190	106
Print yield per toner cartridge (page count)	10000	9500	17000
Purchase price per toner cartridge	\$167.00	\$95.00	\$124.95
Total annual cost for cartridges	\$30,060.00	\$18,050.00	\$13,244.70
Overall savings per annum			\$16815.30

NOTE: This model clearly shows that for every **10 HP OEM** toner cartridges used, only **6 Integrated Laser** toner cartridges were needed to complete that same work load. The reduced number of cartridges used reflects a **significant cost saving** annually and also equates to **70 less trips to the printer** to change toner cartridges.