

# BERTL

## OUTSTANDING



## Xerox WorkCentre 7120T



20-ppm Monochrome; 20-ppm Color

Print • Copy • Scan • Fax

### Key Buyer Benefits

- Good print and copy productivity
- High print resolution up to 600 x 600x 4 dpi creates professional presentations, graphics and office documents
- Exceptionally easy-to-use with a well designed large 7 inch color touch screen layout with Thumbnail Preview option
- Great design and ease-of-use with the PCL6, and Adobe PS drivers
- Outstanding ease-of-use for clearing misfeeds, loading paper, and changing toner
- Powerful and easy to use scanning solutions which include; Scan-to-Email, Scan-to-Folder, Scan-to-USB, Scan-to-PC and Network Scanning
- One or three line fax options
- 667 MHz CPU multi-tasking controller
- Flexible desktop and network utilities via Xerox's CentreWare® Internet Service delivers exceptionally easy to use device monitoring
- Advanced security features include: Secure Print, Password protected PDFs, Data Security Kit and is undergoing ISO 15480 certification
- Xerox Extensible Interface Platform™ (EIP) allows document-related software applications to be accessed on the user interface to improve workflow and minimize time at the device
- Two different optional finishers to choose from that offer advanced finishing options such as stapling, hole punching and booklet making
- Monthly duty cycles of 50,000 pages and maximum paper capacity of 2,130 sheets
- Environmentally-friendly design offers low power consumption, low noise levels, duplex and combine copy modes, paperless faxing and is Energy Star compliant

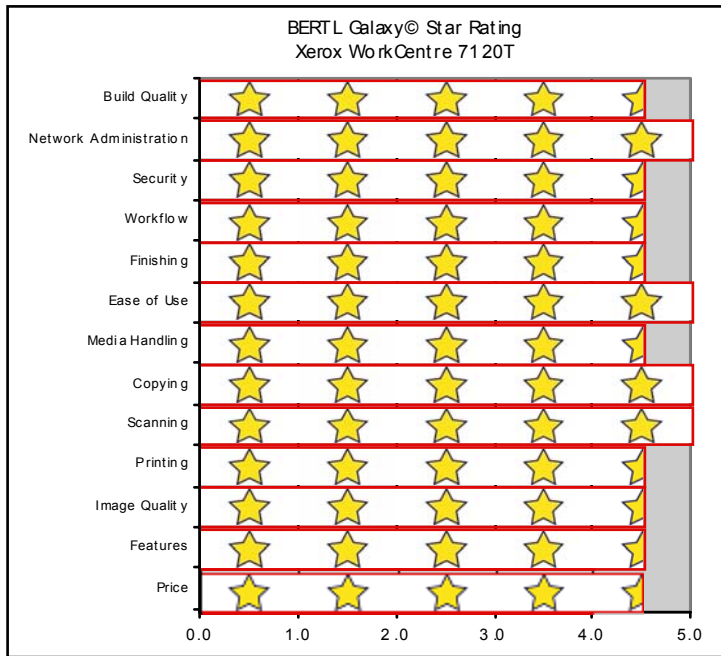
## 100% INDEPENDENT ANALYSIS

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OFFICE



## ABOUT BERTL'S GALAXY® STAR RATING

BERTL understands how difficult it is to choose one office-imaging device over another and exists to make this an easier choice for the consumer. That said, how does a consumer decide between two or more devices that carry the same BERTL 3-, 4- or 5-star rating?

### Category-Criteria

**Build Quality** - An analysis of the construction quality of the major components that the user must interact with on a regular basis (e.g.: paper trays, access covers, supplies, etc.).

**Network Administration** - The quality of administrative and management utilities (both executable and Web-based) when compared to that of a sliding scale benchmark based on the network administration feature set of other vendors.

**Security** - A security feature-set analysis (removable hard disk, hard-disk overwrite, encryption, IP filtering, Microsoft Windows NT Authentication and LDAP lookup) when compared to a sliding scale benchmark based on the security feature set found on other devices.

**Workflow** - The quality of the network scanning, job submission, document management, sharpening and enhancement, file conversion and job layout tools based on a sliding scale benchmark when compared to the workflow tools employed by other devices.

**Finishing** - The productivity penalty (punch, staple, booklets) based on tests and finishing specifications and effectiveness based on a sliding scale benchmark when compared to that of other finishing systems found on other devices.

**Ease of Use** - Ease of maintenance (adding paper, toner, clearing misfeeds, cleaning) and ease of using the documentation, help, control panel, print drivers and client utilities when compared to a sliding scale benchmark based on the ease of use of other devices.

**Media Handling** - Throughput specifications and evaluations based on a sliding scale benchmark when compared with the handling of special media (e.g.: oversize, thick or coated stock) found on other devices.

**Copying** - Copy productivity based on tests and a feature-set analysis when compared to a sliding scale benchmark based on the feature set found on other devices.

**Scanning** - Simplex and duplex scan productivity and quality based on tests and a comparison of the overall scan and send feature set when compared to a sliding scale benchmark based on the feature set found on other devices.

**Printing** - Duplex and simplex print productivity based on tests and a printing feature set analysis when compared to a sliding scale benchmark based on the feature set found on other devices.

**Image Quality** - The quality of business color images (text, dot, line, halftone and solid quality) based on tests and a subjective rating on the quality of continuous tones (photos) when compared to a sliding scale benchmark based on the continuous tone quality produced by other devices.

**Features** - The feature set compared to a sliding scale benchmark based on the feature set found on other devices.

**Price** - MSRP of a system configured with network printing, copying and scanning.

In April 2010, Xerox Corporation introduced the new Xerox WorkCentre 7120T multifunction printer, which offers increased productivity with powerful workflows that optimize business efficiency. With high print and copy speeds of 20 ppm in both monochrome and color, this versatile color MFP has been designed to provide small to midsized businesses with advanced features that save time and simplify device management.

BERTL recently tested the Xerox WorkCentre 7120T, which has monthly duty cycles up to 50,000 impressions, high toner yields of 22,000 pages with black and 15,000 pages per cartridge using CMY. The WorkCentre 7120T has flexible media capabilities with a maximum paper capacity of 2,130 pages, the ability to print on stock as heavy as 140 lb. index (256 gsm) and paper sizes up to 11" x 17".

The new Xerox WorkCentre 7120T color multifunction printer is designed to be easy on the environment and offers the following features:

- Energy Star compliant
- Large 7 inch full-color LCD touch panel with intuitive graphical display
- High quality output with 600 x 600 dpi resolution
- Powerful 667 MHz CPU and 2 GB of memory, as well as an 80 GB hard disk drive for fast productivity
- The Print Around feature holds a job in need of resources such as a special paper size and prints the next job in the queue eliminating downtime
- Using the Xerox Standard Accounting software users can monitor not only the pages their office produces, but also who produced them. Users can manage access and gather data for print, copy, scan and fax output in monochrome and color
- View job queues and check supply levels remotely with Xerox's embedded web page CentreWare®
- Users can send documents to multiple destinations with a single scan with Xerox SMARTsend software
- Users can fax directly from their desktop with the LAN Fax feature which saves time and paper
- Incoming faxes can be viewed as thumbnail images on the user interface also reducing paper use
- Smart eSolutions MeterAssistant® collects and submits meter reads and SuppliesAssistant® enables automatic ordering of ink to save time
- Superior finishing options including booklet making, stapling and hole punching

In the following test report, BERTL takes an in-depth look at the WorkCentre 7120T, testing and evaluating its productivity, image quality and ease-of-use.

| <b>Xerox WorkCentre 7120T - Features Summary</b> |  |
|--|--|
| List Price                                       | \$7,499  |
| Imaging Technology                               | Laser  |
| Standard Functions                               | Network Printing, Copying, Scan to Email, Scan to Folder |
| Optional Functions                               | Network Scan & Fax                                       |
| Maximum Monthly Duty Cycle                       | 50,000 pages   |
| Mono Print Speed                                 | 20 ppm   |
| Color Print Speed                                | 20 ppm   |
| Mono First Page Out Time                         | 11 seconds   |
| Color First Page Out Time                        | 13 seconds   |
| Automatic Duplex                                 | Yes  |
| Network Scanning                                 | Yes  |
| Color Scanning                                   | Yes  |
| NT Authentication                                | Yes  |
| LDAP Compatibility                               | Yes  |
| Hard Disk Overwrite                              | Yes  |

## PRINT PRODUCTIVITY

Evaluating print productivity is not as simple as timing copy jobs. The printing process involves several steps and can be affected by a variety of factors along the way.

The document must first be spooled by the print driver into a PCL or PostScript® file. The PCL or PostScript® file is then sent to the printer where it is raster image processed (Ripped) into image data by the device processor. The image data is then sent to the marking engine and output as printed pages.

It is possible to time and compare these factors through the use of careful preparation, conditioning and testing. Following are charts that show printing performance when tested under controlled conditions.

## NETWORK PRINTING SYSTEMS

+ The Xerox WorkCentre 7120T delivers multiple Page Description Languages (PDLs) including the following: PDF, XPS®, PCL® 6 emulation, HP-GL2™, and an optional Adobe® PostScript® 3™ driver.

+ All the drivers offer bi-directional communication with the device with its user-selectable interface for all of the Windows-based operating systems.

+ High print resolutions at 600 x 600 x 4 dpi for enhanced image quality.

+ Xerox rated First-Page-Out time is 11 seconds in monochrome and 13 seconds using color.

+ Driver supports the following OS's: Microsoft® Windows® XP SP1 and above (32- and 64-bit), Windows Server 2003 (32- and 64-bit), Windows Vista (32- and 64-bit), Windows Server 2008 (32- and 64-bit), Windows 7 (32- and 64-bit), Mac OS® 10.3 and above, AIX 5 v5.3, HP UX 11.0, 11i v2, Solaris 8, 9, 10, Linux® FedoraCore 1, 5, RedHat Enterprise Linux 4 and SUSE 10/11.

+ Supported Network Protocols include: TCP/IP: HTTP/HTTPS, Internet Printing Protocol, LPR/LPD, Raw Socket Printing/Port 9100, IPv4/IPv6, Netware: Bindery and NDS IPX/SPX, NDPS®/NEPS (with Server Gateway), AppleTalk®: EtherTalk®, Microsoft Windows Networking over IP and NetBEU.

+ Supports the following administrative protocols: DHCP, BOOTP, SNMP, WINS, DDNS, SLP® v2, HTTP, RARP, DHCP Autonet and SSL.

+ Users can connect to the WorkCentre 7120T via 10/100Base-TX Ethernet, High-Speed USB 2.0 direct print and Wireless Ethernet 802.11b (via third-party adapters).

+ Printing features include: Secure Print, Delay Print (specific time), Sample Set, Booklet creation, Cover selection, Inserts and exception pages, Store File in Folder, Paper selection by attribute, N-up, Saddle-stitch booklet making (requires Office Finisher LX), Hole Punch (requires Office Finisher LX), Watermark, Fit to new paper size, Banner Sheet enable/disable, Output tray selection, Image Quality, Draft Mode, Reduce/enlarge, Mirror image, Margins, Bi-directional status, Double-sided printing, Scaling, Overlays and LAN Fax (requires optional Fax Kit).

+ Fast productivity with the 667 MHz CPU and 2 GB of memory, as well an 80 GB hard disk drive.

## TESTING RESULTS

| Print Productivity in Monochrome (seconds) |         |          |          |
|--|---------|----------|----------|
| # of Originals                             | Mode    | PCL      | PS       |
| 50   | Simplex | 15.0 ppm | 20.6 ppm |
| 50   | Duplex  | 14.0 ppm | 20.0 ppm |

Monochrome print productivity is evaluated based on a text based letter sized 50 page PDF file.

| Print Productivity in Color (seconds) |         |          |          |
|---------------------------------------|---------|----------|----------|
| # of Originals                        | Mode    | PCL      | PS       |
| 32                                    | Simplex | 15.4 ppm | 16.6 ppm |
| 32                                    | Duplex  | 15.1 ppm | 16.2 ppm |

Color print productivity is evaluated based on a graphic based letter sized 32 page PPT file.

| Network-Bandwidth/Print File Sizes   |                  |         |         |
|--------------------------------------|------------------|---------|---------|
|                                      | Native File Size | PCL6    | PS      |
| 1-page Digital Photo PDF             | 4.48 MB          | 11.9 MB | 5.79 MB |
| 4-page Passport Form PDF             | 0.08 MB          | 384 KB  | 512 KB  |
| 16-page Magazine in PDF              | 1.78 MB          | 16.3 MB | 3.43 MB |
| 22-page Excel Worksheet              | 0.12 MB          | 4.98 MB | 3.87 MB |
| 32-page Text-Based PowerPoint        | 0.23 MB          | 15.9 MB | 2.52 MB |
| 32-page Graphic Intensive PowerPoint | 4.20 MB          | 37.4 MB | 25.3 MB |
| 32-page Graphic PowerPoint Duplex    | 4.20 MB          | 37.4 MB | 25.3 MB |
| 38-page Form Word Document           | 0.91 MB          | 15.3 MB | 14.9 MB |
| 50-page Text-Based PDF               | 0.17 MB          | 2.04 MB | 1.75 MB |
| 50-page Text-Based PDF Duplex        | 0.17 MB          | 2.04 MB | 1.75 MB |

**WHAT WE LIKED**

- Tested simplex monochrome network-print speed with the PostScript driver was as fast as 20.6 ppm, matching Xerox's rated speed of 20 ppm.
- Tested simplex monochrome network-print speed with the PCL6 driver was as fast as 15.0 ppm.
- Tested simplex color network-print speed with the PostScript driver was as fast as 16.6 ppm, closely matching Xerox's rated speed of 20 ppm.
- Tested simplex color network-print speed with the PCL6 driver was as fast as 15.4 ppm.
- Tested duplex monochrome network-printer productivity was up to 20 ppm with the PCL6 driver.
- Tested duplex color network-printer productivity was up to 16.2 ppm with the PostScript driver.
- Tested First-Page-Out-Time was 18.72 seconds with the PCL6 driver and 19.20 seconds with the PostScript driver.

**WHAT WE WOULD LIKE TO SEE**

- BERTL was satisfied with the Xerox WorkCentre 7120T MFP's printing capabilities.

| Job List                             | Media Size | Mode | First Page Out Time (seconds) |       | Total Job Time (seconds) |        |
|--------------------------------------|------------|------|-------------------------------|-------|--------------------------|--------|
|                                      |            |      | PCL6                          | PS    | PCL6                     | PS     |
| 1-page Digital photo print original  | Letter     | 1:1  | 27.81                         | 42.15 | 27.81                    | 42.15  |
| 4-page Passport Form PDF             | Letter     | 1:1  | 18.72                         | 19.20 | 26.35                    | 29.97  |
| 16-page Magazine PDF                 | Letter     | 1:1  | 19.23                         | 20.91 | 66.62                    | 68.00  |
| 22-page Excel Worksheet              | Letter     | 1:1  | 23.11                         | 26.60 | 83.50                    | 91.03  |
| 32-page Text-Based PowerPoint        | Letter     | 1:1  | 17.13                         | 21.89 | 161.59                   | 161.41 |
| 32-page Graphic Intensive PowerPoint | Letter     | 1:1  | 18.57                         | 18.17 | 158.46                   | 159.25 |
| 32-page Graphic PowerPoint (duplex)  | Letter     | 1:2  | 28.95                         | 30.01 | 120.66                   | 122.91 |
| 38-page Form Word Document           | Letter     | 1:1  | 18.94                         | 19.07 | 176.65                   | 194.56 |
| 50-page Text-Based PDF               | Letter     | 1:1  | 41.20                         | 28.27 | 236.78                   | 170.22 |
| 50-page Text-Based PDF (duplex)      | Letter     | 1:2  | 29.73                         | 37.20 | 244.35                   | 180.34 |

## COPY PRODUCTIVITY

Advertised speeds are always quoted using the simplest route—in-and-out of a device. Of course, users often apply finishing options, incorporate different media sizes and types into the document, print in duplex, and add other elements that can affect speed. In the chart below, BERTL tests how different modes—mixed-size original mode and duplex mode—affect document-feeder productivity.

In order to assess copier productivity, BERTL ran a series of copy jobs in order to determine document-feeder scanning speed, the affect of the first set out on overall engine speed, and whether specific job attributes affect engine throughput capability. Each job was set up by feeding media from the shortest media route to the shortest available output destination. A separate test examines how adding finishing/output destinations affects productivity.

## COPY FEATURES

+ The Xerox WorkCentre 7120T comes standard with a duplex automatic document feeder (DADF) with capacity for up to 110-sheets.

+ Users can submit jobs that require single or duplex copying. The WorkCentre 7120T supports copy jobs that require 1:1, 1:2, 2:2 and 2:1 side printing.

+ Users can make copies that range from 1 to 999 in quantity and copy paper sizes from 5.5" x 8.5" up to 11" x 17".

+ Xerox's Rated Output Speed is up to 20 cpm using both monochrome and color.

+ Xerox's Rated First-Copy-Out Time (FCOT) is as fast as 8.1 seconds in color and 6.5 seconds in monochrome both using the platen glass.

+ Copy Resolution is set at 600 x 600 dpi in both monochrome and color.

+ The WorkCentre 7120T can simultaneously copy, print, fax and scan.

+ Users can use the variable zoom to scale from 25% to 400% in 1% increments.

+ Copy Features included with the WorkCentre 7120T incorporate the following: Automatic two-sided, Electronic pre-collation, Automatic tray selection, Build Job, Negative/Mirror image, Automatic booklet creation, Multi-up, Auto RE, Mixed-size originals, Covers insertion, Sample set, Book copying, Annotation, Auto color selection, Area designation, Poster mode, Watermarks and ID Card Copy.

## TESTING RESULTS

| Automatic Document Feeder First Copy Out Time |                 |
|---|-----------------|
| Time in Seconds                               |                 |
| Number of Originals                           | Monochrome Mode |
| 1 Simplex Original                            | 15.97           |
| 1 Duplex Original                             | 29.81           |
| Color Mode                                    |                 |
| 1 Simplex Original                            | 19.22           |
| 1 Duplex Original                             | 30.12           |

| Platen Glass First Copy Out Time |                 |
|----------------------------------|-----------------|
| Time in Seconds                  |                 |
| Number of Originals              | Monochrome Mode |
| 1 Simplex Original               | 13.14           |
| Color Mode                       |                 |
| 1 Simplex Original               | 14.19           |

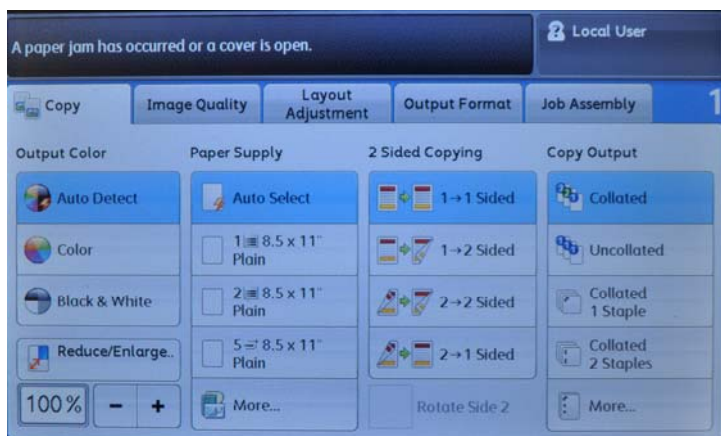
| Copy Job Time   |                    |                 |      |
|-----------------|--------------------|-----------------|------|
| # of originals  | Monochrome Mode    | Time In Seconds | CPM  |
| 10              | 1 sided to 1 sided | 45.47           | 13.2 |
| 10              | 1 sided to 2 sided | 55.38           | 10.8 |
| 10              | 2 sided to 1 sided | 111.00          | 5.4  |
| 10              | 2 sided to 2 sided | 86.22           | 7.0  |
| Color Mode      |                    |                 |      |
| 10              | 1 sided to 1 sided | 88.78           | 6.8  |
| 10              | 1 sided to 2 sided | 54.84           | 10.9 |
| Auto Color Mode |                    |                 |      |
| 10              | 1 sided to 1 sided | 49.09           | 12.2 |

| Copy Productivity (seconds) |         |            |          |
|-----------------------------|---------|------------|----------|
| # of Originals              | Mode    | Monochrome | Color    |
| 1                           | Simplex | 19.1 cpm   | 19.3 cpm |
| 1                           | Duplex  | 19.0 cpm   | 19.0 cpm |

Copy productivity is evaluated based on a single text-based letter file copied 50 times.



**Above and below:** The Xerox WorkCentre 7120T platen glass and duplex automatic document feeder (DADF).



The “Copy” touch screen is clearly labeled and has all the most common copy settings.

## Document Feeder Productivity

BERTL also takes the user into account and looks at how document-feeder productivity affects the amount of time a user has to wait at the device before they can walk away with their originals.

| Document Feed Speed |                   |                 |      |
|---------------------|-------------------|-----------------|------|
| # of originals      | Monochrome Mode   | Time In Seconds | OPM* |
| 11                  | Simplex Originals | 19.38           | 31.0 |
| 6                   | Duplex Originals  | 34.15           | 8.8  |
| 11                  | Mixed Originals   | 28.36           | 22.2 |
| Color Mode          |                   |                 |      |
| 11                  | Simplex Originals | 20.56           | 29.2 |
| 6                   | Duplex Originals  | 36.06           | 8.3  |

\*Originals per minute.

| Document-Finishing Penalty |                       |              |                   |                        |
|----------------------------|-----------------------|--------------|-------------------|------------------------|
| # of originals             | Finishing Selection   | Time In Secs | 1 Set Time (Secs) | Penalty Per Set (Secs) |
| 10/5                       | Corner Staple         | 223.63       | 57.50             | 2.41                   |
| 10/5                       | Side Staples          | n/a          | n/a               | n/a                    |
| 8/5                        | Saddle-Stitch Booklet | n/a          | n/a               | n/a                    |

## WHAT WE LIKED

- Copy touch screen is clearly labeled and easy to use.
- Tested monochrome copy First-Page-Out-Time was 13.14 seconds off the platen glass and 15.97 seconds using the automatic document feeder.
- Tested color copy First-Page-Out-Time was 14.19 seconds off the platen glass and 19.22 seconds using the automatic document feeder.
- Tested black-and-white copier productivity was up to 19.1 cpm in simplex mode and up to 19.0 ppm in duplex mode, closely matching Xerox’s rated copy speed of up to 20 ppm.
- Tested color productivity in simplex mode was as fast as 19.3 ppm, and as fast as 19.0 ppm in duplex color mode.
- Minimal document-finishing penalty when applying stapling.
- Fast document-feeder speeds of up to 31.0 opm in monochrome simplex mode.

## WHAT WE WOULD LIKE TO SEE

- BERTL was satisfied with the WorkCentre 7120T’s copying capabilities.



## SCANNING

The Xerox WorkCentre 7120T offers many scanning capabilities to meet the needs of the most demanding customers. Users can Scan-to-Email which allows users to route files directly to email recipients. The Scan-to-Folder feature stores files on the device's hard drive, where they can be printed, deleted or retrieved at a user's desktop. The Scan-to-USB option enables users a more portably way of sharing documents. Users can also scan to searchable PDF format for universal compatibility and easy archiving, organizing, searching and sharing. Xerox also offers users many scanning software packages that include: Nuance® PaperPort and OmniPage which offers more advanced document management.

## SCAN TO EMAIL

+ The WorkCentre 7120T offers users the option to scan their jobs using the following color modes: Color, Auto Color, Grayscale, and Black and White.

+ Users can easily look up and search for a destination or e-mail address by accessing Exchange/Notes/LDAP address directly from the control panel.

+ The WorkCentre 7120T can scan at up to 55 ipm in color and black-and-white using (216 x 279 mm/A4 long edge feed).

+ The maximum scan area for the WorkCentre 7120T is 11.7" x 17" (297 x 432 mm).

+ This device offers several resolution options aimed at satisfying the most demanding customers. Options include the following:

- 600 x 600 dpi
- 400 x 400 dpi
- 300 x 300 dpi
- 200 x 200 dpi

+ Xerox provides users with a multitude of file format options which include: TIFF 6.0 or TTF2 with JPEG, G3MH, G4 MMR compression (single page or multiple pages), PDF, PDF/A with MRC, JPEG, G3 MH, G4 MMR, MRC, JBIG 2 Huffman, JBIG Arithmetic Compression, JPEG, XPS, Searchable PDF, PDF/A, XPS (Optional), Password Protected PDF, Encrypted PDF and Linearized PDF.

+ User Authentication is supported in the following environments: SMTP authentication, POP before SMTP, APOP, System credentials, and single sign on (LDAP, SMB, and Kerberos authentication).

+ Supported network protocols include: SMTP and S/MIME and POP3.

## SCAN TO FOLDER

+ The WorkCentre 7120T offers users the option to scan to folders with the following color modes: Color, Auto Color and Black and White.

+ Scanning features include: Images can be scanned, printed and faxed directly to the device hard drive and stored in a folder. Scan or fax images that are stored in the folder can then be printed, emailed, sent via fax, sent via IFax, routed to a PC, FTP or SMB site via Job Flow Sheets. User can all preview documents in a Thumbnail view.

## NETWORK SCANNING (OPTIONAL)

+ The Network Scanning option offers the same features as Scan to Email as well as the below features:

+ Supported network protocols include: FTP via TCP/IP Microsoft SMB via TCP/IP, Netware, HTTP and HTTPS.

+ Scanning features include: Mixed size originals, Edge erase, Reduction/enlargement, Fit to size, Scan Build Job Compression, Quality/File Size Control, Original type (photo and text, photo, text), Auto Background and Shadow Suppression, Job Flow Sheets, Thumbnail Preview and Scan to USB (optional).

+ The WorkCentre 7120T supports a multitude of scan destinations making it easy for users to route their documents to most destinations. Xerox offers some of the most comprehensive workflow options in the industry.

+ Scan destinations on the WorkCentre 7120T include:

- Scan to network server
- Scan to remote email destinations via direct SMTP addresses or via various network scanning software options
- Scan to application (Electronic Document Management System/Repositories)
- Scan to Microsoft Exchange 2000 Web Folders
- Scan to PC Desktop™ (Professional and SE editions)
- SMARTsend™
- ScanFlowStore™
- Scan to Windows XP client SMB or FTP
- Scan to Folder
- Scan to Home
- Scan to USB

## SCANNING SOFTWARE SOLUTIONS

+ Scan to PC Desktop SE and Professional is server-based software that provides document imaging, archiving, editing and organization tools.

+ Nuance® PaperPort Pro is an excellent software solution which is used for image viewing and file management.

+ Nuance® OmniPage Pro Office (for desktop/client installation) is another software solution which is used to perform OCR and file format conversions of scanned documents.

+ Image Retriever provides fully automated retrieval of scanned images direct from a scan enabled Xerox WorkCentre 7120T to individual desktops.

| Scanning Productivity Test (Pages Per Minute) |            |            |                  |                   |                  |
|---|------------|------------|------------------|-------------------|------------------|
| Res (DPI)                                     | Scan Color | Scan Mode  | Scan Time (sec.) | File Size (MB/KB) | Scans per Minute |
| 200   | Black      | Text       | 12.94            | 169 KB            | 46.37            |
| 300   | Black      | Text       | 12.97            | 243 KB            | 46.26            |
| 200   | Grayscale  | Photo      | 12.82            | 1708 KB           | 46.80            |
| 300   | Grayscale  | Photo      | 13.00            | 3080 KB           | 46.15            |
| 200   | Color      | Photo      | 12.94            | 2077 KB           | 46.37            |
| 300   | Color      | Photo      | 12.94            | 3730 KB           | 46.37            |
| 200   | Black      | Text/Photo | 12.87            | 186 KB            | 46.62            |
| 200   | Color      | Text/Photo | 13.04            | 2080 KB           | 46.01            |

\*Scan productivity is evaluated based on a test of 1-10 letter sized pages and using PDF format. Scan-to-USB function was used.

## WHAT WE LIKED

- In BERTL's scan productivity test the Xerox WorkCentre 7120T produced 46.62 ipm using black text/photo mode at 200dpi.
- The smallest file size achieved was 169 KB using black text mode at 200dpi, while the largest file size obtained was 3730 KB using 300dpi color photo mode.
- No print slowdown when scanning in jobs or when scan-data transfer is underway.
- Powerful and easy to use scanning solutions which include; Scan-to-Email, Scan-to-USB, Scan-to-Folder and Network scanning.
- The Scan-to-USB option lets a user scan a document to a USB clip drive for instant document portability.
- Supports the following file formats: TIFF 6.0 or TTN2 with JPEG, G3MH, G4 MMR compression (single page or multiple pages), PDF, PDF/A with MRC, JPEG, G3 MH, G4 MMR, MRC, JBIG 2 Huffman, JBIG Arithmetic Compression, JPEG, XPS, Searchable PDF, PDF/A, XPS (Optional), Password Protected PDF, Encrypted PDF and Linearized PDF.
- Nuance® PaperPort and OmniPage software makes it easier to manage scanned documents, view thumbnail images, link files and convert formats.

## WHAT WE WOULD LIKE TO SEE

- BERTL was very satisfied with the WorkCentre 7120T's network-scanning capabilities, features and functions.

## FAX FEATURES

Users can add facsimile capability to their Xerox WorkCentre 7120T device with the optional Walkup PSTN fax, Internet Fax, Fax over IP and Network Server Fax, which offers advanced features such as one or two sided scanning, staple on/off, collate, etc.

| Internet Fax Features    |   |
|--------------------------|---|
| Capability               | Direct document transmission to remote Internet Fax machines or email clients (SMTP). Reception and automatic printout of documents in black and white sent via email from remote Internet Fax machines or email clients. |
| Maximum Scan Area        | 11 x 17 in./A3  |
| Address Directory Access | Downloaded address list (comma-separated value file format)   |
| File Formats             | TIFF-FX Profiles S with G3 MH, F with G4 MMR, or J with JBIG  |
| Resolutions              | 600 x 600 dpi, 400 x 400 dpi, 200 x 200 dpi, 200 x 100 dpi, Bit Depth: 1 bit (monochrome)   |
| Network Protocols        | SMTP and POP3   |
| Compliance               | ITU-T T.37 compliant  |

| Fax over IP (T.38/SIP) |   |
|------------------------|---|
| Fax Send Features      | LAN Fax - Fax from print driver, Auto fax transmission reduction, Page-by-page job status at the machine, Fax from platen, Delay start, Automatic memory resend, Automatic cover sheets, Priority send, Broadcast and Booklet Scan          |
| Fax Receive Features   | One- or two-sided printing, Reduction at reception to fit available paper, Junk Fax prevention and Thumbnail Preview  |
| Fax Forward            | Faxes can be received into a folder on the device hard drive. Images that are in the folder can be routed to a combination of Email addresses, FTP or SMB sites or locations, or Fax destinations (SMB/FTP requires the optional Scan Kit). |
| Fax Reports            | Activity report, Address Book, Transmission confirmation, Pending fax and Folder List   |
| Fax Receive Mailboxes  | Up to 200 password-protected folders  |
| Auto Dialing           | Auto redial, Batch send   |

| Server Fax Enablement |   |
|-----------------------|---|
| Fax Send Features     | One-sided, two-sided, or two-sided rotate side 2, Phone number entry, Add to send list (50 numbers maximum), Delay send (specific time) Resolution selection (super fine/600 x 600, super fine/400 x 400, fine/200 x 200, standard/200 x 100 dpi), Original type (photo, text, or photo and text) |
| Fax Print Features    | One- or two-sided printing, Quantity, Staple on/off, Collate on/off, Finisher output tray selection and Secure print on/off   |
| Fax Vendors           | Multiple vendors, certified by the Xerox Alliance Partner Program   |

| PSTN Fax - One or Three Line Fax Option |   |
|---|---|
| Speed/Modem(s)                          | V.34 modem(s): 33,600 bps. Less than four seconds per page transmission time. ISDN via third-party adapter.   |
| Speed/Compression                       | MH/G3, MMR/G4, JBig Super G3  |
| Fax Send Features                       | LAN Fax - Fax from print driver, Auto fax transmission reduction, Page-by-page job status at the machine, Fax from platen, Delay start, Automatic memory resend, Automatic cover sheets, Priority send, Broadcast, Booklet Scan, Up to 200 speed dials, Up to 50 group dials with up to 20 recipients per group |
| Fax Receive Features                    | One- or two-sided printing, Reduction at reception to fit available paper, Junk Fax prevention and Thumbnail Preview  |

|                       |  |
|-----------------------|--|
| Fax Forward           | Faxes can be received into a folder on the device hard drive. Images that are in the folder can be routed to a combination of Email addresses, FTP or SMB sites or locations or Fax destinations (SMB/FTP requires the optional Scan Kit). |
| Fax Reports           | Activity report, Address Book, Transmission confirmation, Pending fax and Folder List  |
| Fax Receive Mailboxes | Up to 200 password-protected folders   |
| Auto Dialing          | Auto redial, Batch send  |

### WHAT WE LIKED

- Users can fax directly from their desktop with the LAN Fax feature which saves time and paper.
- The Fax over IP kit sends and receives faxes using the T.38 protocol reducing fax costs.
- Internet fax transmits faxes digitally via the internet with support for SMTP and POP3.
- Finishing features that include staple and collate.
- Junk fax prevention which saves paper.
- Optional Thumbnail Preview allows users to preview faxes before printing saving paper.

### WHAT WE WOULD LIKE TO SEE

- BERTL was very satisfied with the WorkCentre 7120T's fax capabilities, features and functions.

## IMAGE QUALITY

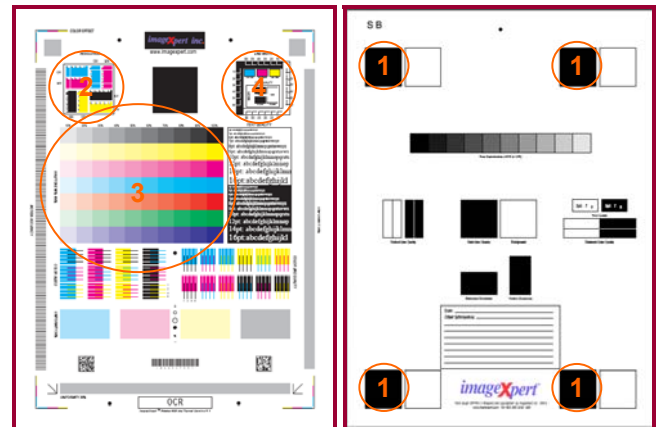
BERTL evaluates the output of several “test targets” in order to determine image quality. Following are descriptions of key elements of image quality. Note the numbered examples on each of the test targets shown in the right column.

### Office Color Image Quality

- Density of Solid Areas** - Better contrast; more vivid overall images
- Line Work** - Better production of lines and text
- Halftones** - Better production of photographic and screened images
- Negative/Positive** - Better production of fine detail

### Photographic Color Image Quality

- Flesh tones** - Better production of portraits
- Banding** - Better solid and dithered fill
- Low Contrast** - Better production of dark images
- Saturation** - Better production of bright colors
- Caste** - Better color fidelity
- Fine Detail** - Better reproduction of fine details



BERTL uses ImageExpert printer test targets for the evaluation of printed image quality. BERTL technicians measure image density and evaluate the device's ability to produce a full range of halftones and various sizes of negative/positive text, dots and lines in each primary printing color (CYMK).

| Density of Solid Areas* |              |               |
|-------------------------|--------------|---------------|
|                         | Copy Density | Print Density |
| Black                   | 1.39         | 1.58          |
| Cyan                    | 1.28         | 1.12          |
| Magenta                 | 0.96         | 0.96          |
| Yellow                  | 1.08         | 1.21          |

\*Density is on a scale of 0 to 2.5, with 2.5 being the best possible.

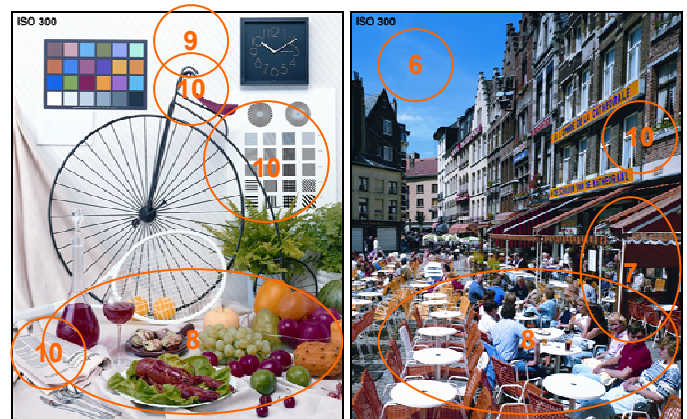
| Copy & Print Resolution* |                 |            |                  |            |
|--------------------------|-----------------|------------|------------------|------------|
|                          | Copy Resolution |            | Print Resolution |            |
|                          | Vertical        | Horizontal | Vertical         | Horizontal |
| Black                    | 5.6             | 5.6        | 2.0              | 2.0        |
| Cyan                     | -               | -          | 2.0              | 2.0        |
| Magenta                  | -               | -          | 2.0              | 2.0        |
| Yellow                   | -               | -          | 3.0              | 3.0        |

\*Line Pairs per Millimeter. For copy resolution, higher is better (range, 2.0-8.0); for printer resolution, lower is better (range, 1.0-5.0).

| Print Halftones |                 |                  |
|-----------------|-----------------|------------------|
|                 | Min. Gradation* | Max. Gradation** |
| Black           | 10              | 100              |
| Cyan            | 10              | 100              |
| Magenta         | 10              | 100              |
| Yellow          | 10              | 100              |

\*Minimum gradation is on a scale of 10 – 100 percent in 10 percent increments. The best possible minimum gradation is 10 percent.

\*\*Maximum gradation is on a scale of 10 – 100 percent in 10 percent increments. The best possible maximum gradation is 100 percent.



BERTL uses synthetic (photographic) test images obtained from ISO International Standard 12640--Graphic Technology--Prepress digital data exchange--CYMK Standard Color Image Data (CYMK/SCID) in order to evaluate the ability to print photographic images.

## IMAGE QUALITY

| Copy Halftones |                 |                  |
|----------------|-----------------|------------------|
|                | Min. Gradation* | Max. Gradation** |
| Black          | 10              | 100              |
| Cyan           | 10              | 90               |
| Magenta        | 10              | 90               |
| Yellow         | 10              | 90               |

\*Minimum gradation is on a scale of 10 – 100 percent in 10 percent increments. The best possible minimum gradation is 10 percent.

\*\*Maximum gradation is on a scale of 10 – 100 percent in 10 percent increments. The best possible maximum gradation is 100 percent.

| Negative/Positive Lines* |          |            |          |            |
|--------------------------|----------|------------|----------|------------|
| Line Width (points)      | Negative |            | Positive |            |
|                          | Vertical | Horizontal | Vertical | Horizontal |
| 1                        | √        | √          | √        | √          |
| 2                        | √        | √          | √        | √          |
| 3                        | √        | √          | √        | √          |
| 4                        | √        | √          | √        | √          |
| 5                        | √        | √          | √        | √          |
| 6                        | √        | √          | √        | √          |

A "√" mark indicates the device was able to print the line width correctly.

\*Chart cells containing an "x" indicate that the printer was not able to print the line width correctly. Overall, the fewer "x's," the better the image quality. If no cells are marked with an "x," then the device was able to print all line widths correctly.

| Negative/Positive Dots* |                   |
|-------------------------|-------------------|
| Line Width (points)     | % of Dots Printed |
| 1 pixel Black           | 100               |
| 1 pixel Black Neg       | 100               |
| 1 pixel Cyan            | 100               |
| 1 pixel Magenta         | 100               |
| 1 pixel Yellow          | 100               |
| 2x2 pixel Black         | 100               |
| 2x2 pixel Black Neg     | 100               |
| Checkerboard apparent?  | No                |

\*On a scale of 0 – 100%. The higher the percentage, the better.

| Photo Quality |                |
|---------------|----------------|
|               | Ranking (1-5)* |
| Fleshtones    | 4.0            |
| Banding       | 4.0            |
| Low Contrast  | 4.0            |
| Saturation    | 4.0            |
| Caste         | 4.5            |
| Fine Detail   | 4.5            |

\*Based on a scale of 1 – 5, with 5 being the best.

## WHAT WE LIKED

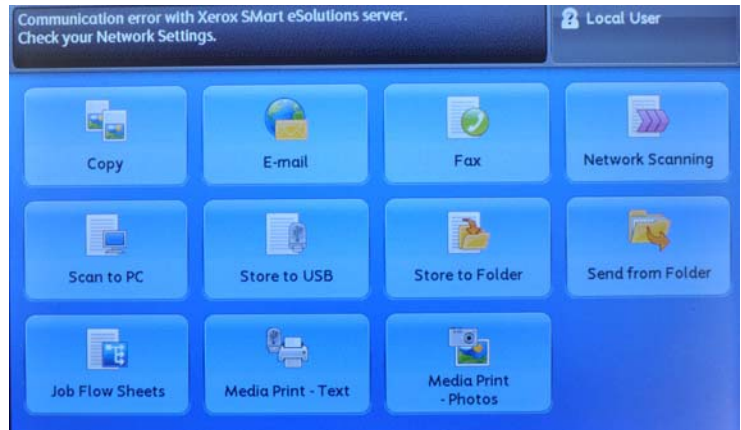
- High-Quality 600 x 600 dpi printing provides clear, crisp images, even on jobs with fine details.
- Output displayed great print and copy density for all four colors.
- Output displayed excellent halftones for all four colors using BERTL's image-quality evaluation test chart.
- Photographic color images were rated "Great"; BERTL analysts noted realistic colors and sharp details.
- Fleshtones and fine details were smooth and realistic.
- Output displayed good line control, printing all of BERTL's negative/positive test lines correctly.
- Business graphics were also great, with vibrant and eye-catching colors in graphs and charts
- Black output produced by the Xerox WorkCentre 7120T was very good. Text was bold, crisp and cleanly formed.
- Line art was also very well reproduced; circular lines were fully formed, closely spaced fine lines remain distinct and diagonal lines were clean and straight.
- Halftones were visible over an above average range and toner cover was consistent within dot-fill areas.

## WHAT WE WOULD LIKE TO SEE

- BERTL was very satisfied with the WorkCentre 7120T's image quality.

## PROGRAMMING THE CONTROL PANEL

A control panel's ease of use—or lack of—can often have a significant effect on user productivity. The harder it is to select frequently used options such as duplexing, document finishing, etc., the more time the user has to spend programming the device and the less productive they are. Xerox's WorkCentre 7120T's control panel has a large 7" color LD touch screen and hard keys. Users can preview documents straight from the control panel before printing with the Thumbnail Preview option. Also contributing to the productivity of this device is the ability to Scan-to and Print-from a USB flash drive instantly allowing users a more portable way of printing their documents. BERTL was extremely impressed with its animated step-by-step instructions for device management and error recovery.

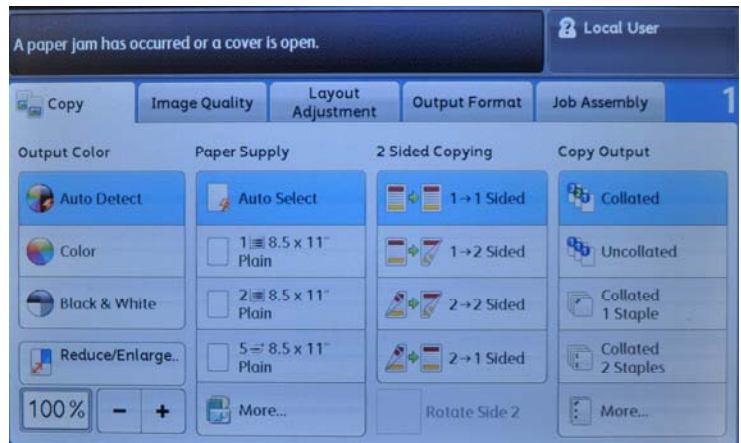


The touch screen's main menu provides users with functions that include; Copy, E-mail, Fax, Network Scanning, Scan to PC, Store to USB, etc.

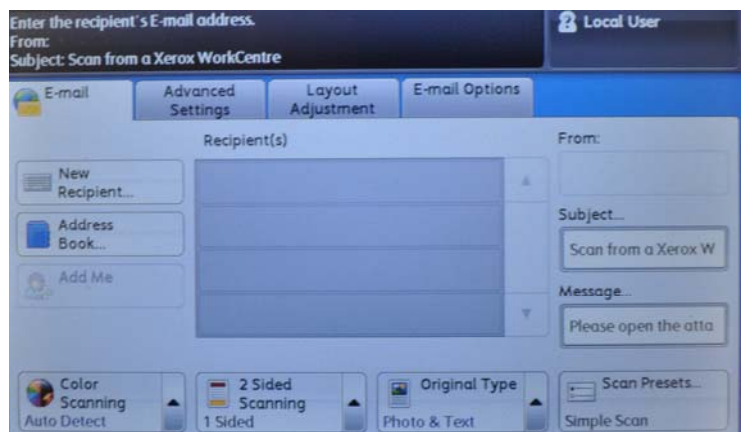


In the chart below, BERTL assesses how many steps are required to make these commonplace settings.

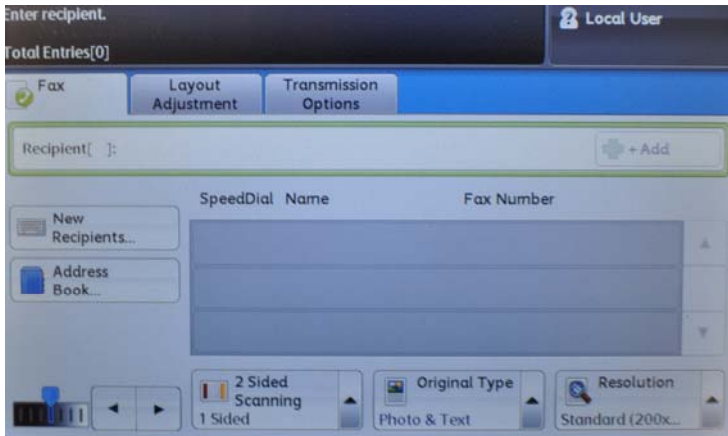
| Selections Required for Frequently Used Copy Functions |   |
|--|---|
| Photo Mode   | 4 |
| Corner Staple  | 1 |
| Reduce to 64%/78%                                      | 2 |
| 1:2  | 1 |
| 2:2  | 1 |
| Front and Rear Covers                                  | 4 |



The Copy touch screen's main menu displays the most common copying choices. The blue highlighted buttons on the touch screen display currently selected settings.



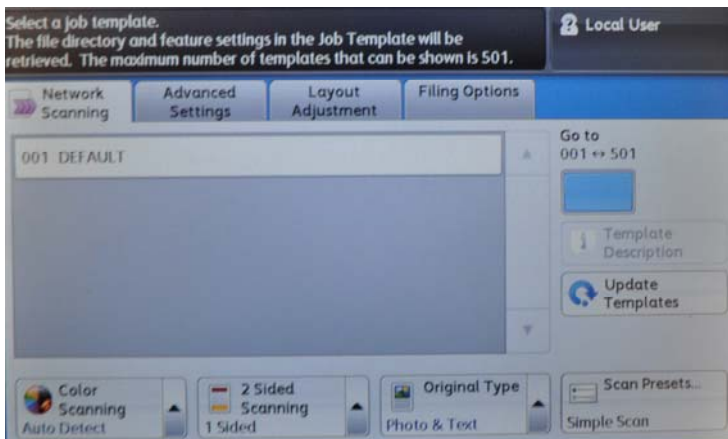
Scan to Email allows users to route files to email recipients directly from the control panel.



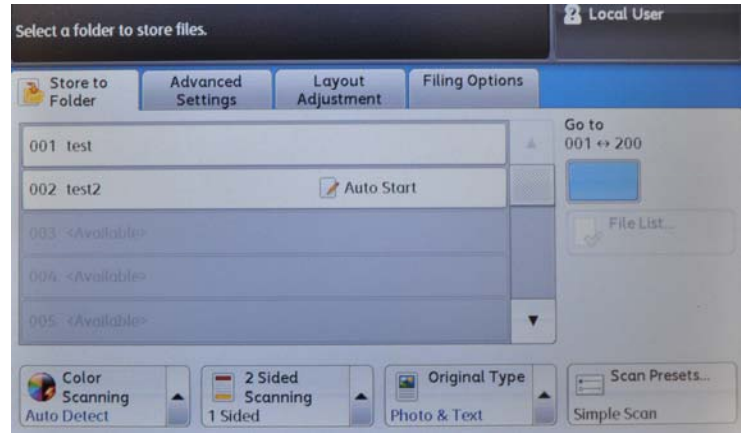
Users can send faxes straight from the device and utilize fax features that include: one- or two-sided printing, stapled or unstapled, hole punch, etc. Incoming faxes can also be viewed as thumbnail images.



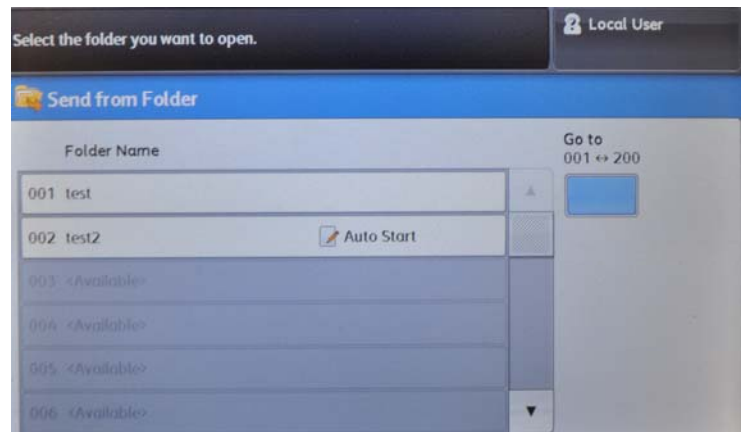
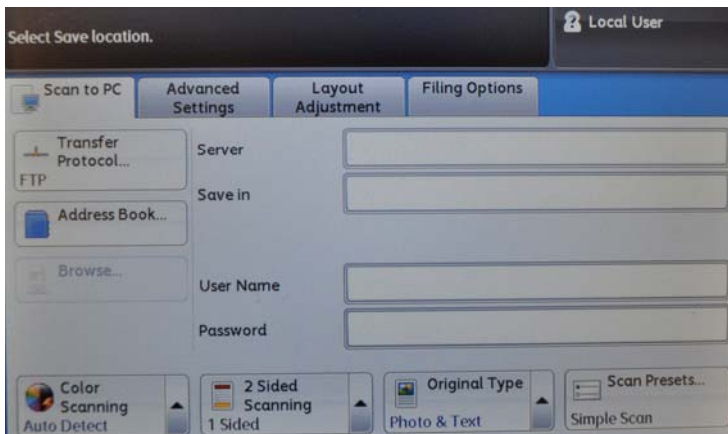
Users can take files with them instantly by scanning to and printing from a USB flash drive. This port is located on the left side of the control panel.



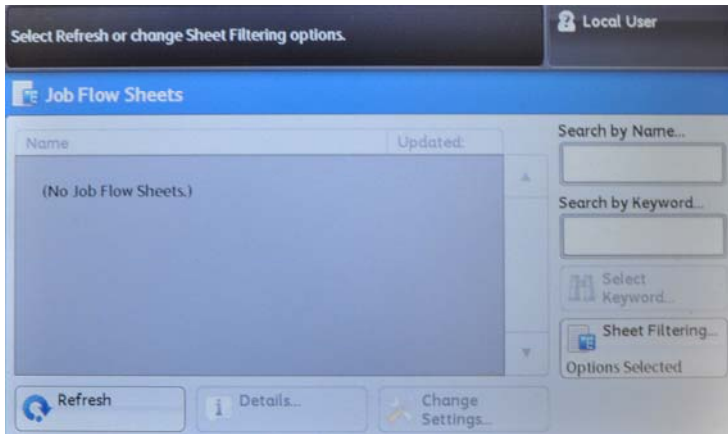
**Above and below:** Users have many scanning options and features which include: scan to applications, scan to server, scan to desktop, FTPs, PCs, etc.



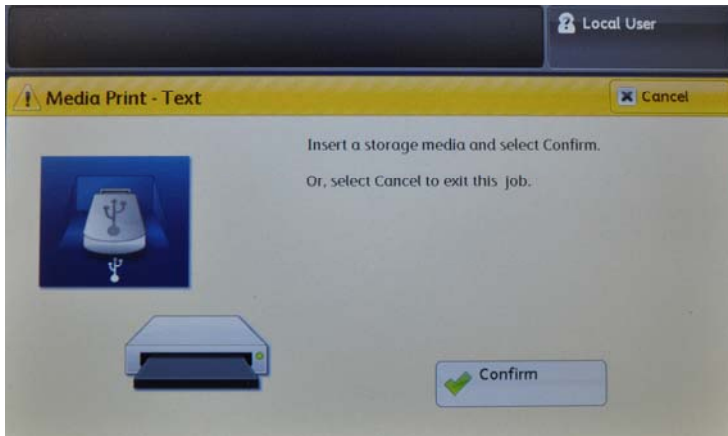
**Above and below:** Users can Scan-to-Folder and Send-from-Folder, allowing users to stores files on the device's hard drive, where they can be printed, deleted or retrieved at a user's desktop.







Job flow sheets enable users to automatically route documents to predefined locations, including email addresses, fax destinations and FTP/SMB sites.



**Above and below:** Users can print text and photo documents from a USB flash driver providing users a more portable way of printing their documents.

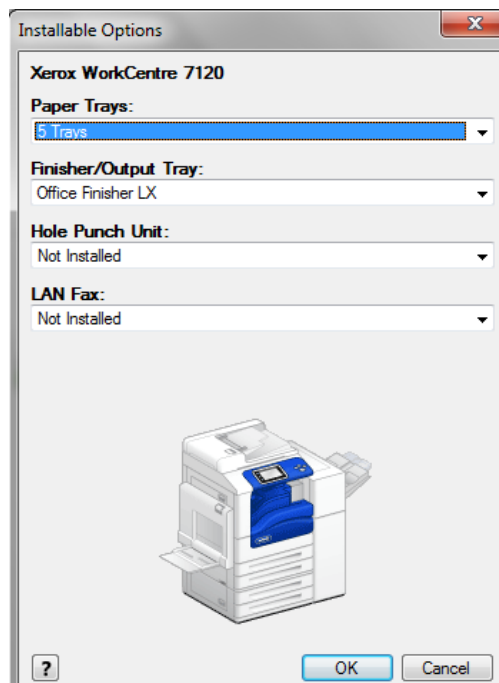


## PCL AND POSTSCRIPT DRIVERS

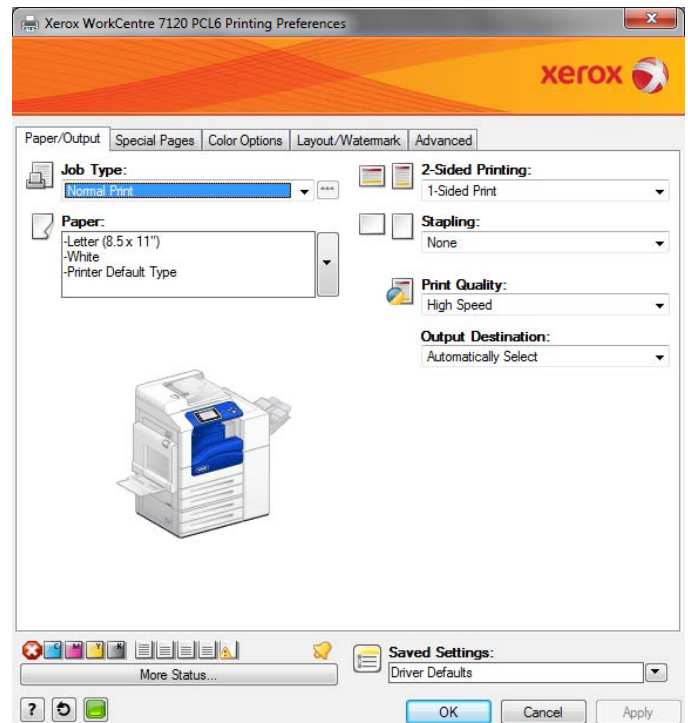
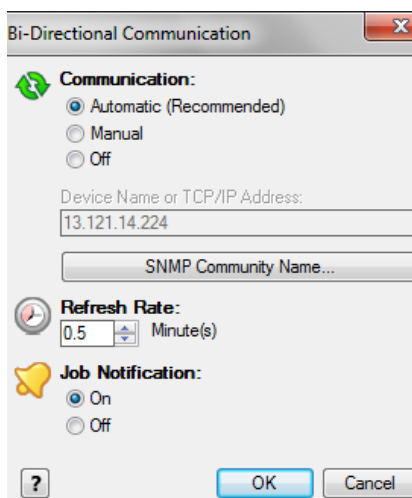
As with control panels and touch screens, print-driver design can vary enormously from manufacturer to manufacturer. Xerox has made it a simple process with their design of the PostScript and PCL drivers. The drivers are the same as other Xerox device drivers, which will make it especially easy for Xerox users to quickly acclimate to it. The WorkCentre 7120T also supports the Xerox Global Print Driver and Xerox Mobile Express Driver which can simplify installing, managing and supporting printers and MFPs on the network, and increase end-user productivity.

| Print-Driver Checklist   |     |
|--|-----|
| Do print-drivers have identical user interfaces?                     | Yes |
| Are print-drivers interfaces identical to other vendor models?       | Yes |
| Bi-directional communication within print drivers?                   | Yes |
| Auto device configuration from within print driver?                  | Yes |
| Does print-driver installation require rebooting of the workstation? | No  |
| Are print-driver deployment processes included?                      | Yes |
| Are print-driver deployment guidelines and procedures included?      | Yes |

## PRINT-DRIVER DIALOGUE SCREENS



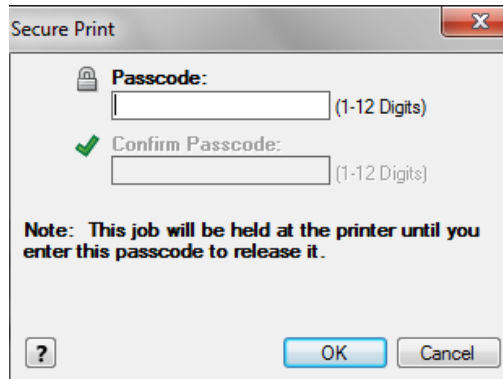
**Above and below:** In order to specify which options have been installed, as well as to specify system defaults, administrators first access the “Printers and Faxes” folder via the Microsoft Windows’ Start menu, and then select either the WorkCentre 7120T’s PCL or PostScript drivers. Administrators can “manually” specify which options are installed, or they may simply enable “Bi-Directional Communication” between the device and the driver automatically indicates that the options shown above are available for use.



The print-driver dialogue screen for both the PCL and PostScript drivers are virtually the same with some minor differences. The first tab on both the PCL and PostScript drivers is the Page/Output. This tab provides basic options such as job type, paper options, 2-sided printing, finishing, print quality, and output destination. Users can always view the device consumable levels and check the status of the device by selecting the “More Status” bottom located on the lower left side.

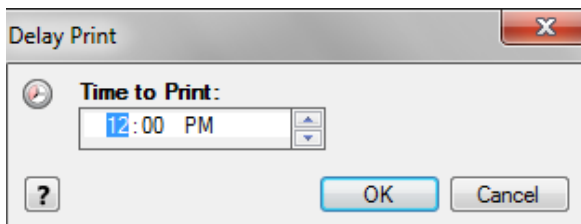
In the “Job Type” drop-down menu on the top left are options for Normal Print, Secure Print, Sample Set, Delay Print, Store File in Folder, and Fax.

**Normal Print:** Prints the job immediately without requiring a pass code.

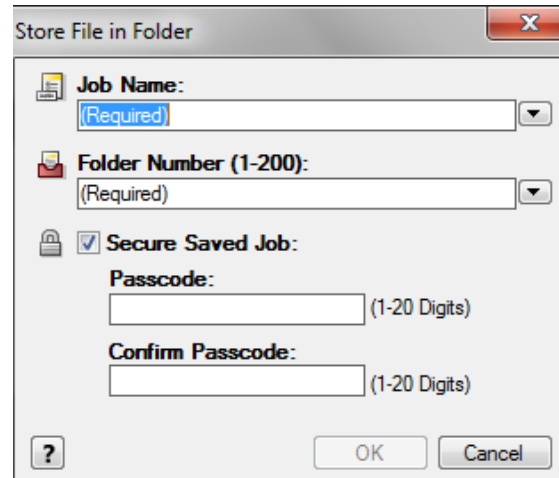


**Secure Print:** Prints the job only after the user enters their pass code at the printer's control panel.

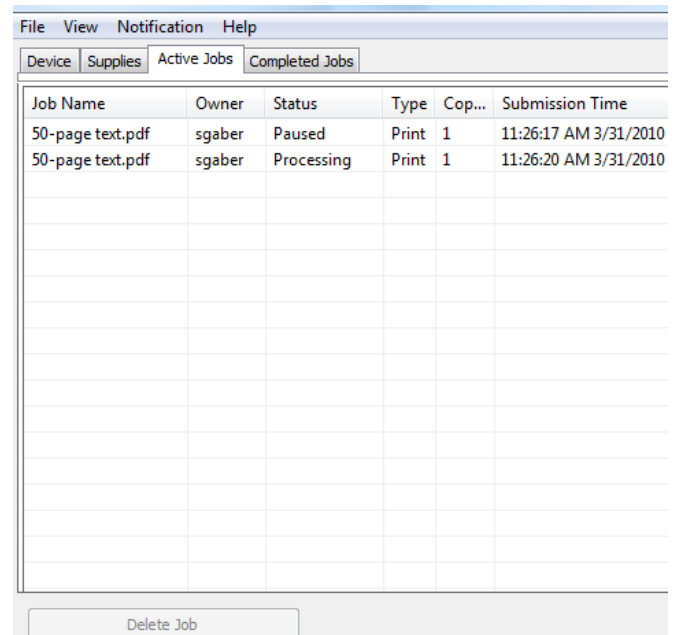
**Sample Set:** Prints one copy of the job as a sample and holds the remaining copies of the job at the printer until you release them from the printer's control panel.



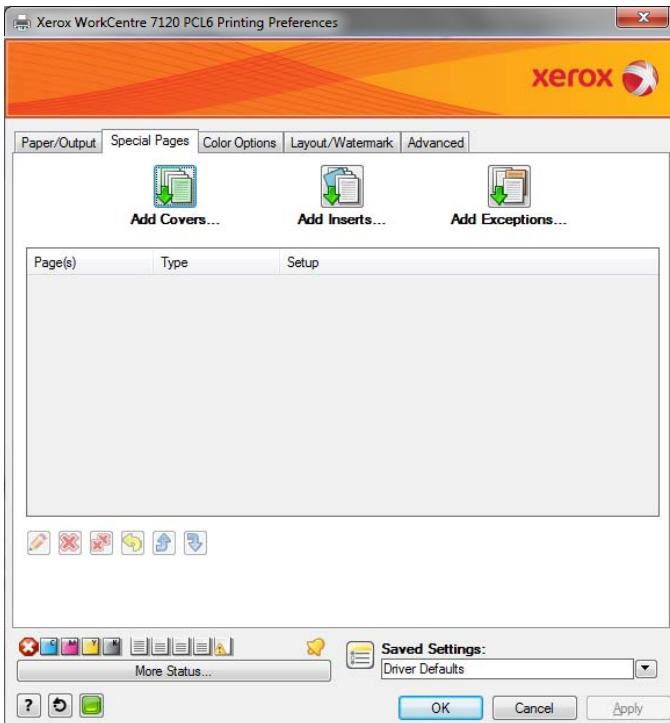
**Delay Print:** Prints the job at the time specified by the user. When this job type is selected, the Delay Print dialog box appears so users can specify a time to print.



**Store File in Folder:** This feature stores the job on the printer's hard drive. Users can then print the job on demand from the printer's control panel or from CentreWare® Internet Services. When this job type is selected, the Store File in Folder dialog box appears so users can assign a job name, folder name and, if desired, enable secure saved job by providing a passcode with up to 20 digits.

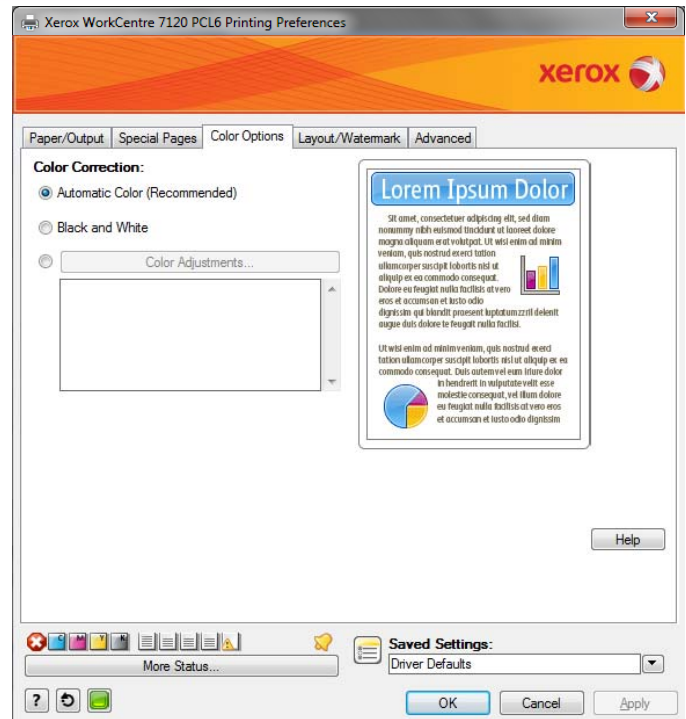


Users can get a detailed status update of the device by selecting the more status button, which is a bi-directional communication between the PC and device.

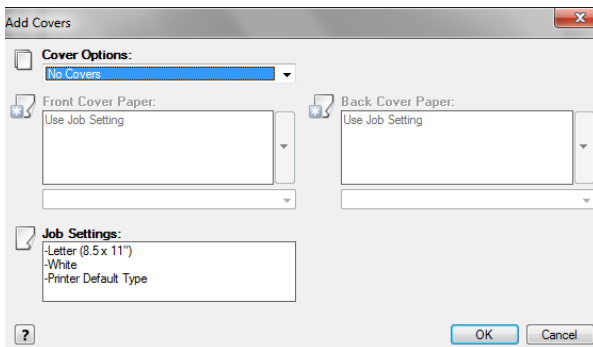


The Special Pages tab enables users to add, modify, or delete cover pages, inserts, or add exception pages.

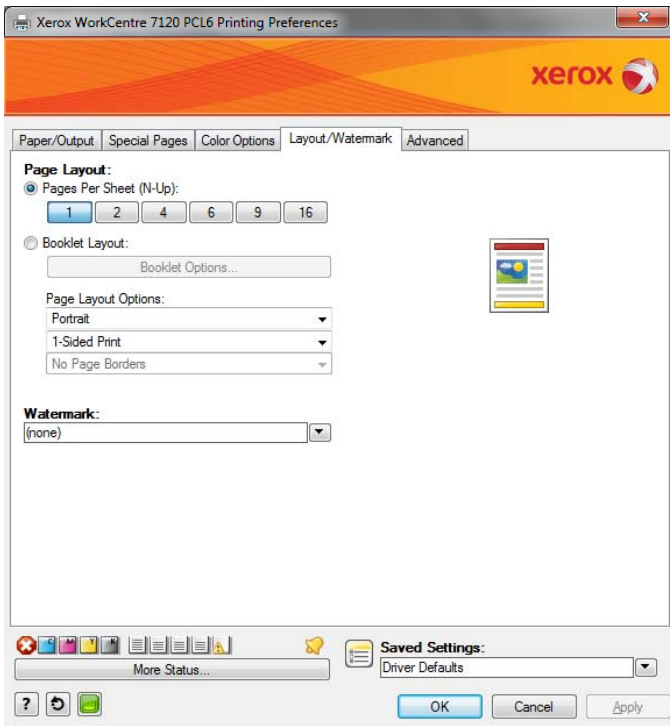
The center table in the dialogue screen provides a summary of the special pages set for the print job. Up to 250 inserts and up to 250 exception pages can be included in the table.



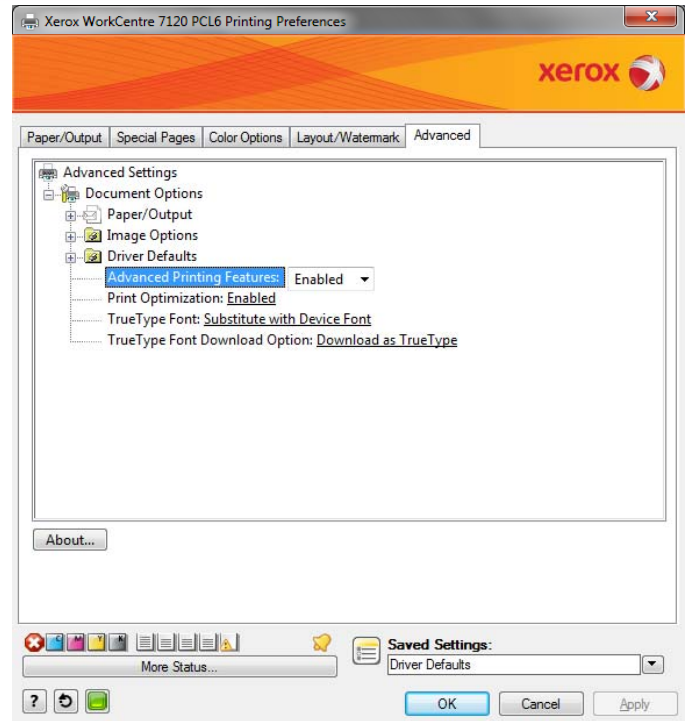
The Color Options tab allows users to choose color correction. The Color Adjustments button enables users to adjust the color in their print job. This feature provides users with color matching options used to match the printer's colors as closely as possible to those of a computer screen or a printing press, or converting the colors to grayscales.



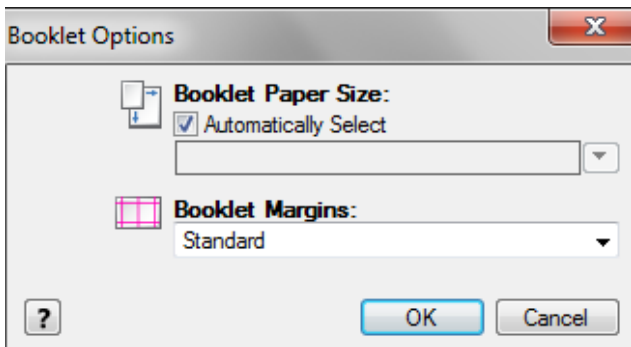
Users can create their own front and back cover sheets and select the type of paper they are printed on.



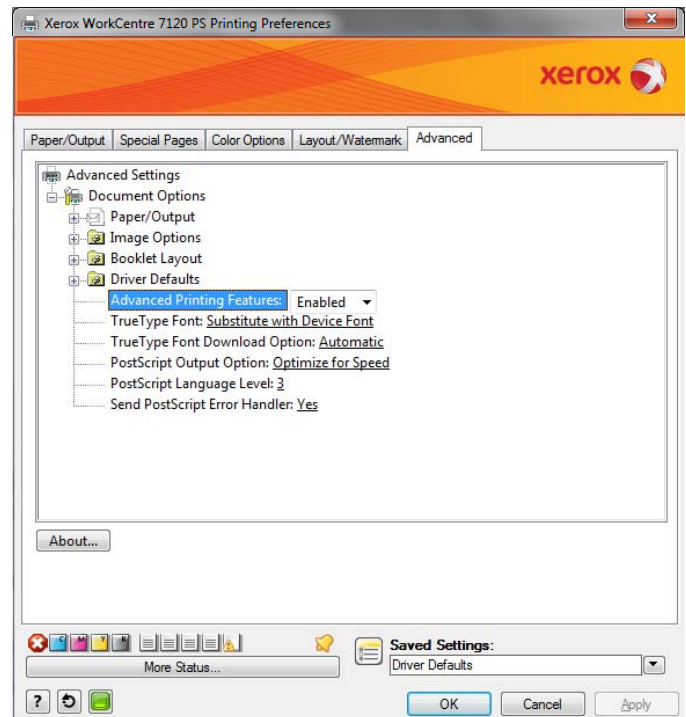
The Layout/Watermark tab contains some added options that insert effects to the print jobs such as Page Layout (N-up), Booklet Layout, and Watermarks.



**Above and below:** The Advanced options tab provides users with the ability to select advanced printing options that are rarely changed. The PostScript driver has the added feature of booklet layout.



With the Booklet options, users can change paper sizes and are given the option of adjusting both the Gutter and Creep.





The About button provides the print-driver version information.

## ROUTINE MAINTENANCE

The Xerox WorkCentre 7120T displays animated, step-by-step instructions for routine tasks, such as clearing paper misfeeds or replacing toner. BERTL found these animated screens very helpful when performing these routine maintenance tasks.

| Maintenance Checklist                                 |     |
|---|-----|
| Load ink/toner while running?                         | Yes |
| Requires rear access for maintenance items?           | No  |
| Requires side access for access to maintenance items? | No  |
| All-in-one imaging units?                             | Yes |
| User-disposable waste item(s)?                        | Yes |

## REPLACING TONER CARTRIDGES



In order to replace the WorkCentre 7120T's toner, the user must first open the front panel by simply pulling this door down.



**Above and below:** Once the front panel is open, the user can then replace the toner cartridge by sliding the unit out for replacement.



## CHANGING THE WASTE CONTAINER



**Above and below:** In order to replace the WorkCentre 7120T's toner waste container the user pushes these two orange levers down and pulls out the container.



## CHANGING DRUM CARTRIDGES



In order to replace the WorkCentre 7120T's drum cartridges, the user must first unlock and pull down this panel.



**Above and next page:** Once the unit is exposed, the user then unlocks the orange levers and slides out the image drums for replacement.



## MISFEED ACCESS

If a misfeed occurs on the WorkCentre 7120T, its location is indicated on the touch screen, which displays the misfeed-access area.



In order to access any misfeeds that may occur in the duplex automatic document feeder, the user lifts up this cover.



**Above and next page:** When a finisher is attached; all misfeeds can be cleared by opening the doors and following the instructions on the panels and using the green levers to direct them out.



**Above and next column:** To access the duplex misfeed area, the user pulls down this door. Once open, the user can clear any misfeeds.





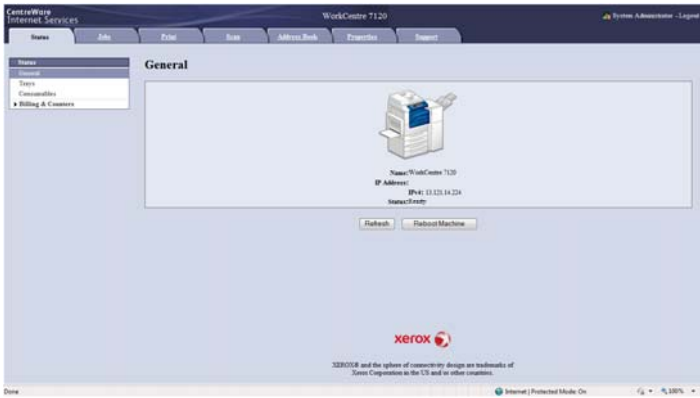
The WorkCentre 7120T has two paper transport misfeed areas.

## CLIENT UTILITIES AND DEVICE MANAGEMENT

In order to take the best and most efficient advantage of a device and its capabilities, as well as ensure maximum uptime, clients need an efficient way to access and monitor the device. Xerox offers many features and options to help productivity for all users.

### CentreWare® Internet Services – Integrated Device Web Page

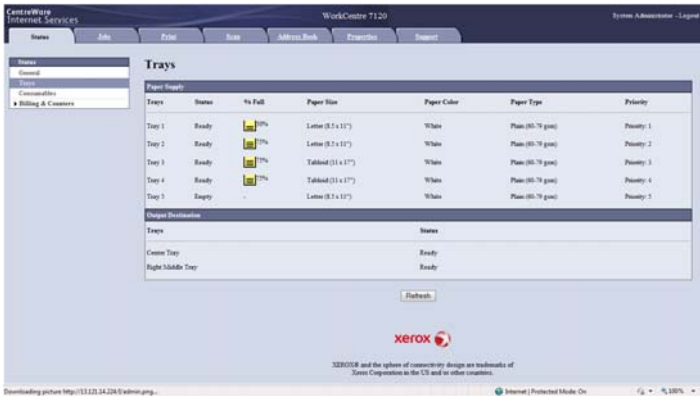
|                              |  |
|------------------------------|--|
| <b>Device Status</b>         | Web server embedded on device controller <ul style="list-style-type: none"> <li>• Tray status/contents</li> <li>• Consumables status</li> </ul>  |
| <b>Print Queue Viewing</b>   | Complete job print queue management promote and delete   |
| <b>Job Submission</b>        | Print-ready files (PS, PCL, TIFF, PDF, XPS), Output feature selection  |
| <b>Device Administration</b> | Allows simple, remote installation setting of configuration options and management of the device   |
| <b>Browsers</b>              | Netscape Navigator®, Mozilla Firefox®, Microsoft® Internet Explorer and Apple® Safari™   |
| <b>MeterAssistant</b>        | Automates the process of collecting and submitting meter reads for tracking and billing of Xerox device usage. Eliminates the need for time-consuming end-user involvement and ensures that meter reads are submitted to Xerox on time. Device Direct or via Smart eSolutions Client for Windows or via CentreWare® Web. |
| <b>SuppliesAssistant</b>     | Automatically orders supplies for Xerox output devices based on actual usage, eliminating the need to manually manage supplies inventory. Device Direct or via Smart eSolutions Client for Windows or via CentreWare® Web.   |



Xerox provides several solutions for monitoring the device and jobs. Among them is CentreWare® Internet Services, a web-based solution that enables clients to view device status and configuration, and enables administrators to manage and configure system and network settings.



Users have the ability to log on to the CentreWare® Internet Services and submit a print job directly from the web interface.



With CentreWare® Internet Services, clients can view current device status and installed paper sizes, types, and status levels.



Administrators can configure the system so that specified users are automatically sent an e-mail message indicating that a specified status condition has occurred, such as toner is low. Administrators can also set up the system so that dealer service personnel are automatically sent an e-mail message indicating that a certain page count has been reached, and that the system requires service.



From CentreWare® Internet Services, users can check the status of the following consumables: toner levels, waste toner container, drum cartridges, etc.



Administrators can conveniently clone device settings among similar Xerox devices. This can save administrators a considerable amount of time and eliminate mistakes when making settings. This function is a valuable time saving utility when administrators must configure a fleet of Xerox devices.



Network administrators can easily configure TCP/IP network settings and protocols within CentreWare® Internet Services.



Smart eSolutions provide administrators with secure automatic meter reads and supply replenishment information. Administrators have the option of accessing this information directly from the device or via the web client interface.

| Device Management Options                   |  |
|---|--|
| <b>Management Support</b>                   | SNMP Version 1, SNMP Version 2c and Version 3 trap over TCP/IP and IP MIB access (IETF-MIB II RFC 1213), Host Resources MIB RFC 2790, Printer MIB RFC 1759 v. 2  |
| <b>IP Filter</b>                            | Allows administrator to control print access to device via IP address. Restricts access to device to/from network.   |
| <b>Xerox CentreWare® for Unicenter TNG</b>  | Provides added identification to the general discovery performed by Unicenter TNG and the ability to see the WorkCentre under a Unicenter TNG Business Process View  |
| <b>Xerox CentreWare® for Tivoli Netware</b> | Provides for the identification of Xerox ColorQube®, WorkCentre® and Phaser® printers and multifunction printers in the general discovery performed by Tivoli NetView  |
| <b>Xerox CentreWare® Web</b>                | A web-based server application for network administrators that permits web browser-based device management from any workstation, whether running Windows, UNIX or any other operating system: Works with any SNMP-managed printer from any manufacturer <ul style="list-style-type: none"> <li>• Provides help with device discovery and installation, health checks and troubleshooting, and device upgrades, as well as basic accounting and asset management</li> <li>• Requires Windows XP, Vista, Server 2003, Server 2008 or Internet Explorer 6.0 and higher</li> </ul> |

|   |   |
|---|---|
| <p><b>Xerox CentreWare® for Microsoft System Center Operations Manager (SCOM)</b></p> | <ul style="list-style-type: none"> <li>• Provides the identification of Xerox printers on the network and populates the SCOM database</li> <li>• Automatically changes the status and color in the printer icon to reflect the printer status in each view. Events and alerts are also available in the Operator console</li> <li>• Easily access embedded web server through the icon displayed in the Xerox agent</li> <li>• Manage Xerox devices on network by displaying all discovered printers in a folder in any available Operator console view</li> <li>• Provides full use of Management Packs, Administrator and Operator console to ease management process</li> <li>• Using SNMP trap-capable Xerox devices enables unsolicited device feedback for device events (for example, machine out of toner)</li> </ul> |
| <p><b>Xerox CentreWare® for Microsoft Management Console (MMC)</b></p>                | <p>CentreWare® MC Snap-in supports printer discovery and management via a Microsoft Management Console (MMC) link to an embedded Web server. It is a general-purpose management display framework for hosting administrative tools.</p>   |
| <p><b>Xerox CentreWare® for HP OpenView</b></p>                                       | <ul style="list-style-type: none"> <li>• Provides for the identification of Xerox WorkCentre multifunction systems in the general discovery performed by HP Openview</li> <li>• Provides traps and message updates to the Open View alarm browser and the ability to launch CentreWare® Internet Services for device management directly from OpenView</li> </ul>   |
| <p><b>Xerox Device Manager</b></p>  | <p>Xerox Device Manager collects and manages the data that drives fact-based decisions for your enterprise device management environment. It is a single tool to install print queues and configure, manage, monitor and report on both networked and locally connected devices regardless of vendor across your enterprise. Xerox Device Manager provides:</p> <ul style="list-style-type: none"> <li>• Device monitoring and troubleshooting</li> <li>• Extensive reporting and discovery of new devices</li> <li>• Usage collection, chargeback, and billing capabilities</li> </ul>   |
| <p><b>Xerox Device Types for SAP R/3</b></p>  | <p>Simplifies printing in SAP R/3 environments by providing users of SAP R/3 3.x, 4.x, 4.5x, 4.6x, SAP Enterprise 4.7x, ERP applications with enhanced WorkCentre printing functionality (PostScript and PCL):</p> <ul style="list-style-type: none"> <li>• One- to two-sided printing</li> </ul>   |

|  |   |
|--|---|
|  | <ul style="list-style-type: none"> <li>• Finishing provides single or dual stapling</li> <li>• Tray pull location from any tray</li> <li>• # of copies – provides the ability to print multiple copies</li> <li>• Paper Type and color – provides ability to select paper types and colors, such as transparency, red, etc.</li> <li>• Print security via PIN ID capability</li> <li>• Job Based Accounting (JBA) – Provides capability to add JBA UserIDs to SAP print jobs</li> <li>• Printer banner sheet – Provides the ability to enable/disable printer banner sheets</li> <li>• Barcode printing – Xerox standard PostScript device types available at <a href="http://www.xeroxofficesapsolutions.com">www.xeroxofficesapsolutions.com</a> supports Intelligent Barcode Printing with Xerox Barcode Pro PS. This Barcode Pro PS can be purchased at <a href="http://www.font.net">www.font.net</a></li> </ul> |
| <p><b>Xerox SAP R/3 Intelligent Barcode Utility (Optional)</b></p> | <p>Provides built-in process intelligence that allows the printing of barcodes on any appropriately configured PostScript printer on the SAP R/3 4.1x, 4.5x, 4.6x and within Latin-1 (ISO8859-1) SAP system code pages only. Used in conjunction with Xerox PostScript Device Types for SAP R/3 environment and Xerox Font Center Barcode Fonts. Utility enables automated checksum calculation, placement of start/stop characters, encoding of data string and data compression.</p>  |
| <p><b>Xerox Barcode Pro PS</b></p>                                 | <p>Enables intelligent PostScript printing on Xerox multifunction printers by storing Xerox software as well as the barcode fonts on the printer hard disk. Enables the printing of barcodes from any application (client or mainframe) that supports PostScript printing. Automatically calculates the check digit, places start/stop and middle bar characters in the data string, compresses and encodes the data string, and rotates the barcode through 90 or 270 degrees.</p>   |

## WHAT WE LIKED

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- Exceptionally easy-to-use with a well designed large color touch screen layout.
- The control panel's hard keys are large, well-organized and clearly labeled, while the touch screen features large text for easy viewing, as well as a simple design for easy navigation. The touch screen is virtually the same as those found on other Xerox devices, which will make it especially easy for Xerox users to quickly acclimate to it.
- All consumables are quick and easy to replace along with clearing any misfeeds.
- The WorkCentre 7120T's touch screen displays the most common and frequently used copier settings on the Copy screen. This enables copy users to quickly and easily make typical settings without having to navigate through sub-menus, and significantly reduces the time to make copy-job settings. BERTL was able to make frequently used copier settings in a matter of only 1 to 4 key presses. Some functions required up to 6 key presses (see "Selections Required for Frequently Used Copy Functions" chart on page 15).
- The Xerox Extensible Interface Platform (EIP) software platform found inside the WorkCentre 7120T device enables personalized solutions that users can access right from the device touch screen.
- For network and device management, Xerox provides users with the CentreWare® Web Software Suite. CentreWare® Internet Services provide an easy-to-use Web-based interface, and can be used to view detailed system and consumables' status. It also enables administrators to manage and configure device and network settings. This web-based solution enables administrators to monitor and manage a fleet of devices from any workstation on the network.
- Network-management and configuration of the Xerox WorkCentre 7120T can easily be handled via CentreWare® Internet Services Network Setup Utility. Administrators can clone multiple devices with settings obtained from one device.
- CentreWare® Internet Services provides automatic e-mail alerts when the system requires attention.
- Both PCL and PostScript drivers are relatively easy to use and logically organized. Both drivers have nearly the same exact user interface. This will enable users to quickly and easily switch between drivers and allow them to find the settings they need from one driver to another with ease.
- Both PCL and PostScript feature bi-directional communication, so that users can view device status directly within the print drivers.
- Users can customize their print-driver settings to commonly used features to save time and efficiency.

- Driver support is delivered for: Microsoft® Windows® XP SP1 and above (32- and 64-bit), Windows Server 2003 (32- and 64-bit), Windows Vista (32- and 64-bit), Windows Server 2008 (32- and 64-bit), Windows 7 (32- and 64-bit), Mac OS® 10.3 and above, AIX 5 v5.3, HP UX 11.0, 11i v2, Solaris 8, 9, 10, Linux® FedoraCore 1, 5, RedHat Enterprise Linux 4 and SUSE 10/11.
- Advanced scanning capabilities include: Scan to Email, Scan to Folder, Scan to PC and Scan to searchable PDF
- Internet fax transmits faxes digitally via the internet with support for SMTP and POP3.
- Send and receive two-sided fax documents. Supports printing received faxes on 11" x 17" paper.
- Users can send faxes directly from applications on their desktop using the LAN Fax option as well as incoming faxes can be viewed as thumbnail images on the user interface.
- Network Server Fax enablement — allows faxes to be sent and received digitally over the network.
- Cutting edge security features include: Secure Print, Password protected PDFs, Data Security Kit and ISO 15480 certification is pending.
- Easy, accurate billing and supplies replenishment with Xerox's Smart eSolutions MeterAssistant® collects and submits meter reads and SuppliesAssistant® enables automatic ordering of ink to save time.
- Control costs and access to copy, print, fax and scan functions with Internal Auditron and Xerox Standard Accounting.

## WHAT WE WOULD LIKE TO SEE

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- BERTL found that the WorkCentre 7120T was extremely easy to use and maintain on a daily basis.

## MEDIA INPUT

The Xerox WorkCentre 7120T comes standard with four 520-sheet drawers and a 50-sheet bypass tray totaling at a maximum paper capacity of 2,130 sheets. A wide range of paper sizes and weights are supported which include sizes up to 11 x 17 inches and paper weights up to 140 lbs index (256 gsm). Advanced finishing options are available on this device to fulfill any task. The Integrated Office Finisher can staple up to 50 sheets. For more advanced finishing options users can choose the Office Finisher LX which has a 2,000-sheet stacking capability, 50-sheet 3-positioning stapling, optional hole-punching, and booklet making.



| Media Handling Checklist                             |  |
|--|--|
| Minimum/Maximum Media Weight                         |  |
| Duplex Automatic Document Feeder                     | 13 to 32 lb Bond / 38 to 128 gsm           |
| Four Front Loading Trays - Paper Trays 1, 2, 3 and 4 | 16 lb Bond to 140 lb Index / 60 to 256 gsm |
| Bypass Tray  | 16 lb Bond to 80 lb Cover / 60 to 216 gsm  |
| Envelope Tray  | 20 lb Bond to 24 lb Bond / 75 to 90 gsm    |
| Stacking Trays                                       | 16 lb Bond to 140 lb Index / 60 to 256 gsm |
| Integrated Office Finisher                           | 16 lb Bond to 80 lb Cover / 60 to 220 gsm  |
| Office Finisher LX                                   | 16 lb Bond to 80 lb Cover / 60 to 220 gsm  |
| Feeds maximum media weight from all sources?         | No   |
| Offset Stacker                                       | Yes  |
| Finisher   | Yes  |
| Hole Punch   | Yes  |
| Saddle Stitch  | Yes  |

The Xerox WorkCentre 7120T shown here is equipped with the following:

**Standard:** Four 520-sheet paper drawers and a 50-sheet bypass tray

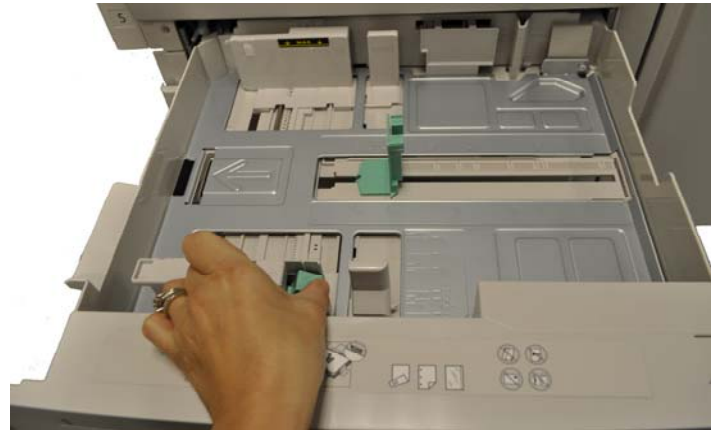
**Optional:** 2,000 page Office Finisher LX

## LOADING MEDIA

| Paper Loading Checklist                      |     |
|--|-----|
| Maximum media weight from all media sources? | No  |
| Drop-in loading of a full ream of paper?     | Yes |
| Corner separators in paper trays?            | No  |
| Spring-loaded ramps in paper trays?          | No  |
| Geared media size side guides?               | No  |
| Captured rear media guide?                   | No  |
| Automatic paper size detection?              | Yes |



The 50-sheet bypass tray can be adjusted by sliding these levers into place. Users can purchase the optional envelope tray for envelope printing.



**Above and next column:** In order to adjust the 520-sheet paper drawers to accommodate different paper sizes, the user squeezes and slides these green guides into place. BERTL found it easy to adjust all the paper drawers.



The Xerox Office Finisher LX has a stacking capacity of 2,000 sheets for longer uninterrupted jobs.

## MEDIA OUTPUT AND FINISHING

The Xerox WorkCentre 7120T offers two optional high-performance finishers that give documents a professional look and feel. Users can choose from the Integrated Office Finisher or the Office Finisher LX with an optional hole punch and booklet maker. Both models offer stapling and high capacity stacking.

| Integrated Office Finisher |  |
|----------------------------|--|
| Stacking Tray              | 500 sheets of 20 lb Bond (75 gsm) 8.5 x 11 in./A4 or 250 sheets of 20 lb Bond (75 gsm) 11 x 17 in./A3  |
| Sizes                      | 3.5 x 3.9 in. (89 x 98 mm) to 11 x 17 in. (A3/297 x 420 mm)  |
| Weights                    | 16 lb Bond to 80 lb Cover / 60 to 220 gsm  |
| Stapling                   | Single Auto stapling:<br>50 sheets maximum:<br>Letter/A4/B5-size sheets (less than 90 gsm or two sheets of 220 gsm covers)<br>30 sheets maximum:<br>Legal/Tabloid/A3/B4-size sheets (less than 90 gsm or two sheets of 220 gsm covers) |

| Office Finisher LX |  |
|--------------------|--|
| Stacking Tray      | 2,000 sheets unstapled or 1,000 sheets single staple or 750 sheets dual staple (24 lb Bond / 90 gsm Letter/A4)               |
| Sizes              | 7.2 x 8.3 in. (182 x 210 mm) to 11 x 17 in. / A3   |
| Weights            | 16 lb Bond to 80 lb Cover / 60 to 220 gsm  |
| Stapling           | Single and dual Auto stapling (50 sheets maximum less than 90 gsm) Letter, Legal, Tabloid, A3, A4, B4 and B5 sizes supported |

| Hole Punch for Office Finisher LX |                                    |
|-----------------------------------|------------------------------------|
| North America                     | 3-hole punch<br>2-hole Legal punch |
| Europe                            | 2-hole punch<br>4-hole punch       |

| Booklet Maker for Office Finisher LX |  |
|--------------------------------------|--|
| Capacity                             | 40 booklets (1-15 sheets per booklet – 80 gsm or less; 2-10 sheets per booklet – over 80 gsm)                      |
| Sizes                                | Letter – 8.5 x 11 in. (A4/210 x 297 mm) Legal – 8.5 x 14 in. (216 x 356 mm) Ledger – 11 x 17 in. (A3/297 x 420 mm) |
| Saddle-stitch Stapling               | 2-15 sheets / 8 – 60 page booklet 16 lb Bond to 24 lb Bond / 55 to 90 gsm  |
| Score/Crease                         | 1-15 sheets / unstapled  |

## WHAT WE LIKED

- 50-sheet bypass tray is easily adjusted to accommodate different paper sizes.
- For envelope printing users can get the optional envelope tray.
- Easy to adjust and fill paper drawers.
- Maximum paper capacity up to 2,130-sheets for longer uninterrupted jobs.
- Versatile media handling and flexibility, with the ability to print on stock as heavy as 140 lbs. index (256 gsm) and paper sizes up to 11"x17".
- Advanced finishing options that include; booklet-making, stapling, and hole-punching.
- Output bin (when Office Finisher LX is installed) can hold up to 2,000 sheets for large jobs.

## WHAT WE WOULD LIKE TO SEE

- BERTL was very satisfied with the WorkCentre 7120T's paper-handling capabilities.



During BERTL's extensive testing of the Xerox WorkCentre 7120T, this office-color, laser-based MFP designed for mid-size to large workgroups performed exceptionally well. BERTL observed the following when testing the Xerox WorkCentre 7120T:

- Tested simplex monochrome network-print speed with the PostScript driver was as fast as 20.6 ppm, matching Xerox's rated speed of 20 ppm.
- Tested simplex color network-print speed with the PostScript driver was as fast as 16.6 ppm, closely matching Xerox's rated speed of 20 ppm.
- Tested duplex monochrome network-printer productivity was up to 20 ppm with the PCL6 driver.
- Tested duplex color network-printer productivity was up to 16.2 ppm with the PostScript driver.
- Tested black-and-white copier productivity was up to 19.1 cpm in simplex mode and up to 19.0 ppm in duplex mode, closely matching Xerox's rated copy speed of up to 20 ppm.
- Tested color productivity in simplex mode was as fast as 19.3 ppm, and as fast as 19.0 ppm in duplex color mode.
- Image quality produced from the Xerox WorkCentre 7120T was great when compared to competitor devices in its class.
- Ease of maintenance is effortless, replacing consumables, easy misfeed access, and paper tray loading.
- PCL and PostScript drivers feature bi-directional communication, so that users can view device status from the print-drivers.
- Various Scan-to functions let users share information at the touch of a button. These include: Scan to Email, Scan to Folder, Network Scanning and Scan to searchable PDF.
- Users can send faxes directly from applications on their desktop using the LAN Fax option as well as incoming faxes can be viewed as thumbnail images on the user interface.
- Xerox's CentreWare® Internet Services, which provides detailed device and consumables' status, network configuration, access management and accounting controls for administrators, is easy to use and very capable.
- Xerox Extensible Interface Platform (EIP) enables enterprises and developers to develop custom applications, accessible from the touch screen, that can automate and streamline frequent workflows, such as scan-and-distribute.
- Security features include; Secure Print, Password protected PDFs, Data Security Kit and is undergoing ISO 15480 certification.
- Versatile media handling and flexibility, with the ability to print on stock as heavy as 140 lb. index (256 gsm) and paper sizes up to 11"x17".
- Ability to expand paper capacity to up to 2,130 sheets.
- Duty Cycle up to 50,000 pages per month.
- Advanced finishing options that include; booklet making, stapling and hole-punching.
- The Xerox WorkCentre 7120T has superior energy features which include fast warm-up, first copy out times, duplex and combine copy modes, low power consumption, low noise levels, paperless faxing and is Energy Star compliant.
- Managers will appreciate Xerox's support services, the WorkCentre 7120T's ease of use and maintenance, support and training; job tracking/accounting capabilities; and the ease of device monitoring.

Considering the Xerox WorkCentre 7120T's excellent overall performance in testing, ease of use, and color image quality, BERTL awards the Xerox WorkCentre 7120T its Four and a half *Outstanding* rating and highly recommends this device for large offices that require a reliable and fully functional color multifunction printer.

OFFICE

## About BERTL

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The success of an organization depends on its ability to manage its information and assets. An effective workflow process requires the complex integration of information, devices, software and people.

IT managers, office managers, and other knowledge-management professionals need to know what digital imaging devices would best serve their specialized workflow processes.

BERTL's services are designed around this real-world framework, delivering business consumers the independent analysis and insight needed to make critical decisions about digital imaging's role in their organization.

## Independent Analysis and Insight

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BERTL's reports, comparative data, and strategic guides look at digital imaging through the eyes of the business user. The research examines not only the technical features, but also vertical market applications, and business benefits. The impact on worker productivity is a primary concern.

BERTL is 100% independent. Business users worldwide trust BERTL for objective, unbiased analysis of digital imaging systems.

## BERTL Services

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### Reports and Star Ratings

BERTL analysts provide detailed reports on the technical and practical benefits of thousands of color and monochrome workgroup, office, graphic arts, and production devices.

### Product Specifications

DataCheck Gen II provides the most current competitive data on printers, copiers, MFPs, fax devices, wide format printers, scanners, and more.

### News, Interviews, and Analysis

The ITchat online magazine provides insight into the dynamics and trends of the digital imaging marketplace through interviews, feature articles, and software reviews.

## BERTL Awards

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BERTL analysts recognize the leading devices and software solutions in the annual BERTL's Best awards. BERTL also honors the performance of manufacturers in the annual Readers' Choice selections.

## Contact BERTL

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