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Hewlett Packard is your Imaging & Printing Solution



February, 2014

Baron Laser Concepts, Inc.

HP Business Partner

Managing the Cost of your Office Environment

HP and Managed Print Services



Mobile business solutions

Beyond great hardware – HP provides complete mobile solutions



HP BIOSphere

Provides built-in BIOS protection & simplified client management



HP Client Management

A fully managed PC environment - deployment, security updates, & more



HP Mobile Printing

Easy, secure mobile printing from smartphones, tablets, & notebooks – at work or on-the-go¹



HP Page Lift

Enhance images captured by mobile devices²



HP Wireless Hotspot

Turn your HP device into a hotspot³



Mobile Connect

Provides integrated mobile broadband; no contracts, no fees⁴



HP Services

A range of solutions to meet your specific IT needs

Benefits

- Data, user, & device protection
- Efficient global fleet management
- Services tailored to your business needs
- Global expertise & consistency



**Configuration, shipping,
& deployment**



**Warranty & enhanced
support, & Priority
Services**



**Protection services &
on-site repair**



Lifecycle management



**Managed Services &
workflow solutions**

Managed Print Services

Delivering proven business value

HP's 3-part MPS approach

- Optimize infrastructure**

Put the right devices in the right places to increase user efficiency & satisfaction & reduce costs.



- Manage environment**

Manage, monitor & simplify your imaging & printing environment – help IT staff & users work more effectively.



- Improve workflow**

Digitize & streamline paper-intensive processes to accelerate business results and increase operational effectiveness.



Lets Look at the Product Line of HP Printers that will help you control your office cost environment



Commercial printing portfolio

Enterprise

HP Officejet Pro X

Up to twice the speed³
& half the cost⁴



Low operating cost & fast print speeds
Workgroup management
Mobile printing¹

HP LaserJet

Dependable performance



Industry-leading print quality & durability
Advanced management
Secure mobile printing¹

HP LaserJet flow

Advanced MFPs & integrated
document management



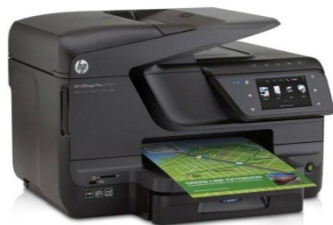
Easy setup in existing environments
Advanced search engine
Anywhere access to cloud-based
documents

Commercial printing portfolio

SMB

HP Officejet Pro

Affordable versatility



Low operating cost & easy management
Print, scan, copy, & share files

HP Officejet Pro X

Up to twice the speed & half the cost



Low operating cost & fast print speeds
Workgroup management
Mobile printing¹

HP LaserJet

Dependable



Industry-leading print quality & durability
Advanced management
Secure mobile printing¹

HP LaserJet flow

Advanced MFPs &



Easy setup in existing environments
Advanced search engine
Anywhere access to cloud-based printing¹

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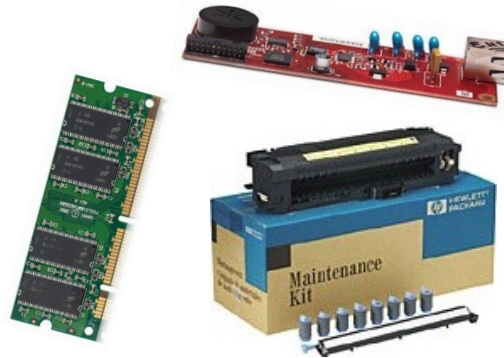
Printing supplies & accessories portfolio

Paper handling & print servers



Standard & specialty paper trays
Wired & wireless print servers

Long life consumables & other accessories



Printer maintenance kits
Printer memory
Fax & other printing accessories

Original HP Ink & Toner & HP specialty media



Toner cartridges & fusers
Ink cartridges
Specialty media

Product availability varies by region and country.



HP LaserJet monochrome printers

Family lineup

It's hard to beat the simplicity and reliability of black-and-white printing with HP.

Desktop



- HP LaserJet Pro P1606dn for \$299**
- RMPV: 250–2,000
 - Networked, two-sided printing for small offices



- HP LaserJet Pro P1102w for \$159**
- RMPV: 250 to 1,500
 - Affordable, wireless printing, energy saving with HP Auto-On/Auto-Off Technology and HP Smart Install¹

Small workteam



- HP LaserJet P3010 series \$599 - \$849**
- RMPV: 1,500–5,000
 - Reliable, high-performance laser printing



- HP LaserJet Pro 400 M401 series \$299 - \$449**
- RMPV: 750–3,000
 - Set up anywhere in the office using built-in wireless networking^{2,3}



- HP LaserJet P2035 for \$249**
- RMPV: 500 – 2,500
 - Compact, fast print speeds with professional-quality output

Workgroup



- HP LaserJet Enterprise 700 M712 series \$1,899-\$2,849**
- RMPV: 5,000–20,000
 - Simplify IT management, safeguard data; control costs; upsize and accelerate printing



- HP LaserJet Enterprise M603 series \$1,449 - \$2,399**
- RMPV: 5,000–20,000
 - Ultimate high-use workgroup printer delivers advances in productivity, manageability, and security.



- HP LaserJet Enterprise M602 series \$999 - \$1,449**
- RMPV: 3,000–15,000
 - Keeps workflow moving with fast output and precision paper handling



- HP LaserJet Enterprise M601 series \$699 - \$899**
- RMPV: 3,000–12,000
 - Robust, high-use workhorse with reliable performance and intuitive manageability.

Departmental



- HP LaserJet Enterprise M806 Printer series for \$3,399-\$5,299**
- RMPV: 10,000–50,000
 - High-speed, high-volume printer with versatile paper-handling options

1. HP Smart Install works with Windows® only.

2. Available on M401dw model only.

3. Wireless performance is dependent upon physical environment and distance from access point, and may be limited during active VPN connections.



HP LaserJet monochrome printers

Desktop lineup

Getting the right printer for the right price doesn't have to involve sacrifices.



HP LaserJet Pro P1102w for \$159

- RMPV: 250 to 1,500 pages per month
- Affordable wireless HP LaserJet printing
- Up to 19 ppm with first page out in 8.5 seconds
- Ideal for business users who want an easy-to-use printer with the ability to print wirelessly¹ and from mobile devices with HP ePrint^{2,3} and AirPrint^{TM,4}



HP LaserJet Pro P1606dn \$209

- RMPV: 250 to 2,000 pages per month
- Networked, two-sided printing for small offices
- Up to 26 ppm with first page out in 7 seconds
- Ideal for small offices where a shared, fast, desktop laser printer helps reduce environmental impact.

1. Wireless performance is dependent upon physical environment and distance from access point.

2. Requires an Internet connection to the printer. Feature works with any connected Internet- and email-capable device. Requires HP Web Services Account Registration. Print times may vary. For a list of supported documents, and image types, see hp.com/go/eprintcenter. And for additional solutions, see hp.com/go/mobile-printing-solutions.

3. Mobile device must be wireless-enabled. Printer must be HP ePrint-enabled. Feature may require driver or apps, available for download at hp.com/go/eprintcenter.

4. Supports the following devices running iOS 4.2 or later: iPad®, iPad® 2, iPhone® (3GS or later), iPod touch® (3rd generation or later). Works with HP's AirPrint™-enabled printers and requires the printer be connected to the same network as your iOS device. Wireless performance is dependent upon physical environment and distance from the access point. AirPrint, the AirPrint Logo, iPad, iPhone, and iPod touch are trademarks of Apple® Inc., registered in the U.S. and other countries.



HP LaserJet monochrome printers

Small workteam lineup

Get more of what you want: speed, performance, networking and manageability.



HP LaserJet P2035 Printer for \$249

- Compact printer featuring fast print speeds and professional-quality.
- Up to 30 ppm (letter)
- Ideal for small work teams needing a fast, easy-to-use, value-packed, black-and-white printer.
- RMPV: 500 to 2500



HP LaserJet Pro 400 M401 series for \$299-\$449

- Set up anywhere in the office using built-in wireless networking,^{1,2} and share printing resources on a network.
- Up to 35 ppm (letter)
- Ideal for printing on the go with mobile options including business apps to access and print from the Web.^{3,4}
- RMPV: 750 to 3000



HP LaserJet Enterprise P3010 series for \$599-\$849

- Get secure, high-performance, high-quality printing with advanced security features.
- Up to 42 ppm (letter)
- Ideal for the IT department manager in managed office environments supporting small work teams of 8-10 users.
- RMPV: 1500-5000

1. Available on M401dw model only.

2. Wireless performance is dependent upon physical environment and distance from access point, and may be limited during active VPN connections.

3. Available on M401dw model only.

4. Requires a wireless access point and an Internet connection to the printer. Services may require registration. Availability varies by country, language, and agreements, and requires a firmware upgrade. For details, hp.com/go/eprintcenter.



HP LaserJet monochrome printers

Departmental lineup

HP's power-packed printers for your high-volume department



HP LaserJet Enterprise M806 Printer series for \$3,399-\$5,399

- RMPV: 10,000–50,000 pages
- Handle big print jobs fast, with extra-large input capacity and versatile paper-handling options.
- Up to 55 ppm (letter), 56 ppm (A4); up to 28 ppm (tabloid/A3)¹
- Ideal for boosting productivity and efficiency across your business—print big jobs fast and from virtually anywhere. Easy upgrades help protect your investment.

1. Measured using ISO/IEC 24734, excludes first set of test documents. For more information see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.



HP LaserJet MFPs

Family lineup

Work faster, accomplish more and do it with ease. Go the distance with HP.

Desktop



HP LJ Pro 200 MFP M276nw for \$449

- RMPV: 250–1,500
- Streamline office tasks with a wireless-enabled color MFP.



HP CLJ Pro MFP M177fw for \$349

- RMPV: 250 to 950
- Print, copy, and scan in vibrant color—and send faxes

Color
Monochrome



HP LJ Pro M1536dnf MFP for \$299

- RMPV: 500–2,000
- Print two-sided documents, scan and archive important papers, plus copy and fax.



HP LJ Pro M127 MFP series \$209 - \$249

- RMPV: 200–800
- Equip your office to do it all—on budget.

Small workteam



HP LJ Enterprise 500 color MFP M575 series for \$2,299 - \$3,199

- RMPV: 2,000–6,000
- World-class solutions for deploying, managing and safeguarding your printing fleet.



HP LJ Pro color MFP M570dn for \$1099

- RMPV: 1,500–4,000
- Produce high-impact color and expand performance potential



HP LJ 300/400 color MFP series \$599 - \$749

- RMPV: 1,000–2,500
- Versatile investment, professional color



HP LJ Enterprise 500 MFP M525 series \$1,799-\$2,599

- RMPV: 2,000-6,000
- Top-flight manageability, world-class security; Major player, minor footprint.



HP LJ Pro 500 MFP M521dn for \$899

- RMPV: 2,000–6,000
- Elevates efficiency and productivity



HP LJ Pro 400 MFP M425dn for \$499

- RMPV: 750–3,000
- Increase productivity—even on the go

Workgroup



HP LJ Enterprise 700 color MFP M775 series for \$4299-\$6649

- RMPV: 2,500–7,500
- Expand possibilities with affordable productivity; robust scanning and security



HP CLJ Enterprise flow MFP M880 series for \$8,999-\$9,299

- RMPV: 5,000–25,000
- Streamline workflows and accelerate document tasks—with advanced finishing options and file sharing



HP CLJ CM4540 MFP series for \$3,799 - \$5,549

- RMPV: 5,000–9,000
- Market-leading manageability and extensibility with advanced security features to help protect data



HP LJ Enterprise 700 MFP M725 series for \$3,599 - \$5,899

- RMPV: 5,000—20,000
- Expanded printing options, enhanced business workflows, robust paper capacity, top-grade manageability, and broad scanning options.



HP LJ M4555 MFP series for \$2,799 - \$4,499

- RMPV: 5,000–20,000
- Printing, copying, scan to USB, color digital sending, faxing and advanced paper handling

Departmental



HP LaserJet Enterprise flow M830z NFC/Wireless Direct Multifunction Printer for \$8,499

- RMPV: 15,000–50,000
- Accelerate business workflows and connect multiple users—boost productivity and avoid delays with easy document sharing



HP LaserJet Enterprise 500 color MFP M575 series

Benefits



**HP LaserJet Enterprise 500 color MFP
M575dn**

Get powerful productivity in show-stopping color—from a desktop MFP featuring an 8-inch touchscreen. HP Quick Sets enable one-touch workflows. Preview and edit images prior to scanning. Centrally manage your environment. Help protect sensitive business information.

- Productive, easy-to-use desktop MFP
- Streamlined workflows and robust scanning features
- Top-flight manageability, security, and extensibility features
- Outstanding energy- and paper-saving features

[Data sheet](#)



HP LaserJet MFPs

Workgroup lineup

Power, quality, reliability—what high-performance workgroups need.



HP LaserJet M4555 MFP series for \$2,799- \$4,499

- Productive, dependable performance with advanced security for sensitive information.
- RMPV: 5,000–20,000
- Up to 55 ppm letter and first-page-out in less than 9.5 seconds
- Ideal for workgroups needing market-leading management solutions and resource-conserving features.



HP LaserJet Enterprise 700 MFP M725 series \$3,599-\$5,899

- Enables large-volume printing—up to A3—with a 4600-sheet maximum input capacity¹
- RMPV: 5,000–20,000
- Up to 40/41 ppm letter/A4 and first-page-out in less than 10 seconds
- Ideal for workgroups who need a reliable MFP with robust manageability and security features.



HP Color LaserJet CM4540 MFP series \$3,799-\$5,549

- Enabling deep workgroups' productivity humming
- RMPV: 5,000–9,000
- Up to 42 ppm and first-page-out in as fast as 11.5 seconds printing and 12 seconds copying
- Ideal for manageability and extensibility with advanced security features to protect data.



HP LaserJet Enterprise 700 color M775 series \$4,299-\$6,649

- Boosts productivity; streamlines workflow with robust scanning and security that grows with you
- RMPV: 2,500–7,500
- Up to 30 ppm letter and first-page-out in less than 10.5 seconds
- Ideal for workgroups needing low acquisition costs; and workflow capabilities with high ADF; Easy Select control panel.



HP Color LaserJet Enterprise flow MFP M880 series \$8,999-\$9,299

- Handle demanding tasks in fewer steps, using advanced workflow capabilities on HP's top-of-the-line A3 color MFP.
- RMPV: 5,000–25,000
- Up to 45 ppm (letter), up to 46 ppm (A4); up to 22 ppm, A3/tabloid
- Ideal for workgroups who want to streamline workflows and accelerate document tasks—with advanced finishing options and file sharing.

1. Maximum paper capacity of 4600 sheets requires the purchase of optional paper tray accessories.



HP LaserJet MFPs

Departmental lineup

HP exceeds your department needs with power-packed imaging and printing devices.



HP LaserJet Enterprise flow M830z with NFC/Wireless Direct MFP for \$8,499

- RMPV: 15,000–50,000
- High-volume Laser Multifunction Printer provides high-speed black-and-white printing/copying up to ledger size (A3) plus a range of paper-handling and finishing options, including Hole Punch.
- Print speed: up to 55 ppm (letter), 56 ppm (A4); up to 28 ppm (tabloid/A3)¹
- Ideal for departments that want to accelerate business workflows and connect multiple users—boost productivity and avoid delays with easy document sharing.

1. Measured using ISO/IEC 24734, excludes first set of test documents. For more information see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.



HP Officejet and Officejet Pro printers

Officejet Personal MFPs lineup



HP Officejet 2620 All-in-One Printer for \$79

- Affordably print everything you need, and easily fax, scan, and copy up to 35 pages with the automatic document feeder.
- Up to 7/4 ppm black/color (ISO)¹
- Ideal for printing professional color and black-and-white documents at a low cost per page,² plus a full range of copy and scan tools with advanced paper-handling options.



HP Officejet 4630 e-All-in-One Printer for \$99

- Efficiently fax, scan, and copy multiple pages hands free. Print wirelessly from mobile devices.⁴
- Up to 8.8/5.2 ppm black/color (ISO)¹
- Ideal for tackling any home-office project efficiently, producing high-quality photos and documents, plus printing wirelessly from your mobile devices.⁴



HP Officejet 7000 e-All-in-One series – H711 for \$149-\$169

- Print professional color for a low cost per page. Reliable color performance with enhanced productivity.
- Up to 15/8 ppm and 16/9 ppm black/color (ISO)¹
- Ideal for home or small offices with efficient web connectivity with HP ePrint allowing you to print from virtually anywhere.³



HP Officejet Pro 8600 e-All-in-One series – N911 for \$299-\$399

- Deliver professional color for up to 50% lower cost per page than lasers²
- Up to 20/16 ppm black/color (ISO)¹
- Ideal printing professional color for less than lasers, boosting productivity with versatile output, mobile printing and networking options.

1. After first page. For more details, see hp.com/go/printerclaims.

2. Majority of color laser AiOs <US\$600, March 2011. For details: hp.com/go/officejet. OJ Pro ISO yield with highest-capacity cartridges based on continuous printing; see hp.com/go/learnaboutesupplies.

3. Requires an Internet connection to the printer. Feature works with any connected Internet and email-capable device. Print times may vary. For a list of supported documents, and image types, see hp.com/go/eprintcenter. And for additional solutions, see hp.com/go/mobile-printing-solutions.

4. Requires an HP ePrint account registration and an Internet connection to a HP web-enabled printer. For a list of eligible printers, supported documents and image types, and other HP ePrint details, see hpconnected.com. Mobile devices and PCs require Internet connection and email capability. May require wireless access point. Separately purchased data plans or usage fees may apply. Print times and connection speeds may vary. Wireless performance is dependent on physical environment and distance from access point. Wireless operations are compatible with 2.4 GHz routers only.



HP Officejet and Officejet Pro printers

Small Workteam MFP Lineup



**HP Officejet Pro 276dw
MFP for \$399**

- Simplify office tasks with versatile functions and easy networking.
- Up to 20/15 ppm black/color (ISO)¹
- Ideal for businesses to deliver professional color and black-and-white documents at a low cost per page, plus a full range of copy and scan tools with advanced paper-handling options.



**HP Officejet Pro X476dn
MFP for \$649**

- Delivers versatile functions and easy manageability.
- Up to 36 ppm black/color print and copy
- Ideal for businesses to equip offices with the next generation of printing using a workgroup-ready MFP with proactive manageability and time-saving features.



**HP Officejet Pro X476dn
MFP for \$649**

- Delivers versatile functions and easy manageability.
- Up to 36 ppm black/color print and copy
- Ideal for businesses to equip offices with the next generation of printing using a workgroup-ready MFP with proactive manageability and time-saving features.



**HP Officejet Pro X576dw
MFP for \$799**

- Delivers print brilliantly and at breakneck speed.
- Up to 42 ppm black/color print and copy
- Ideal for businesses to empower workgroups by printing at record speeds and the ability to print from your smartphone or tablet.

1. Either after first page or after first set of ISO test pages. For details see hp.com/go/printerclaims.



**Let us Look at the New
Office Pro X series Printer**

**The Fastest Inkjet Printer
and
Less expensive to operate
than the Laserjet**



Introducing the **HP Officejet Pro X476/X576 Multifunction Printer series**

A printing revolution—“*the world’s fastest desk top printer*”

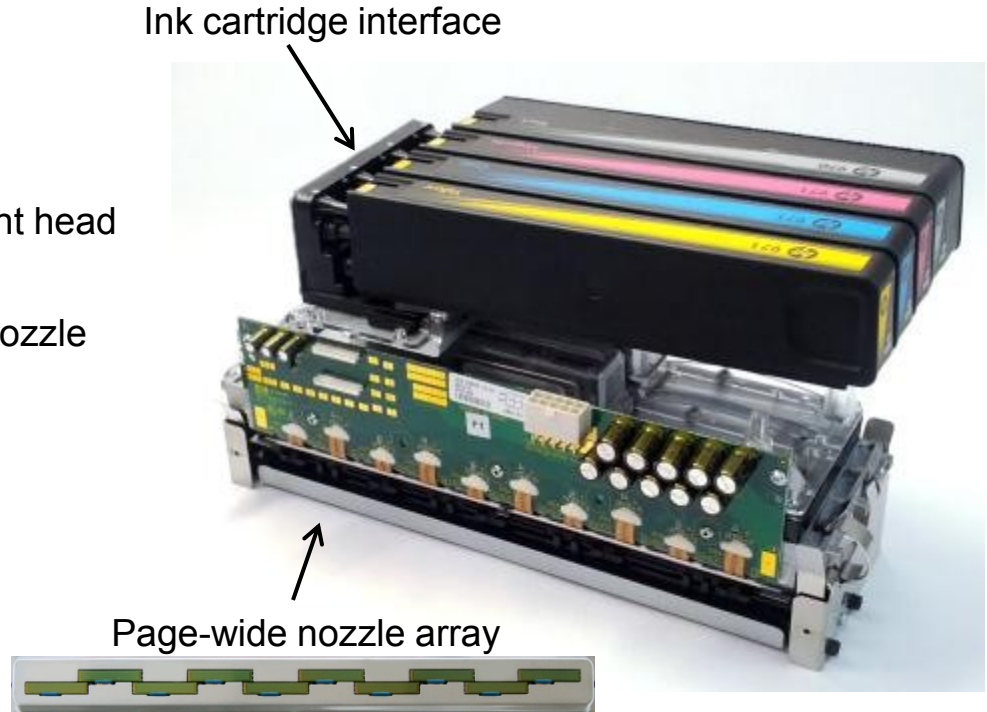
- Up to twice the speed¹ and half the cost² of lasers
- Empower workgroups with easy-to-manage MFP.
- Connect and print—at the office or on the go.¹⁶
- Conserve resources without sacrificing performance.
- Print professional-quality —using HP PageWide Technology.
- Print at record speeds up to 70 ppm³—certified by Guinness World Records as the world's fastest desktop printer.¹¹



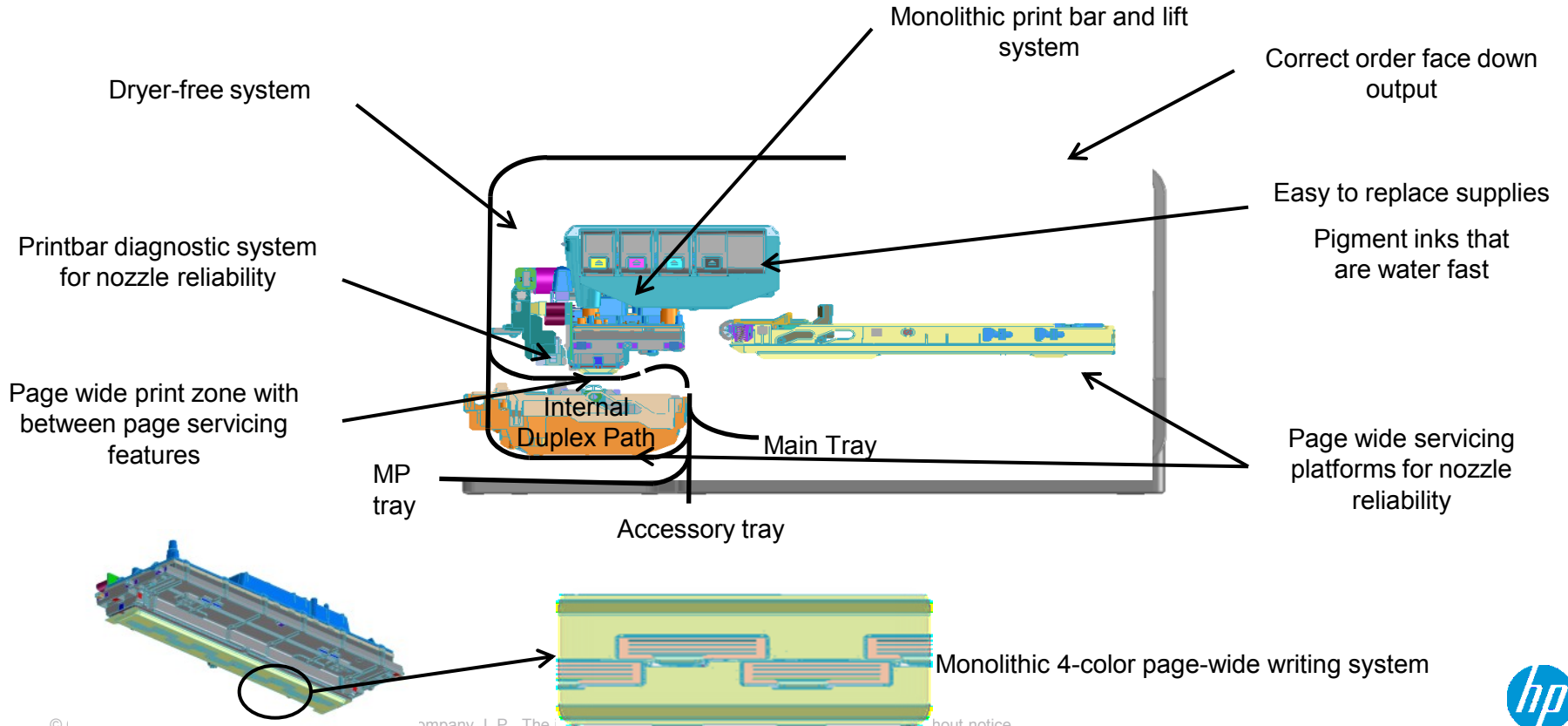
HP PageWide Technology

Integrated printhead and ink delivery system

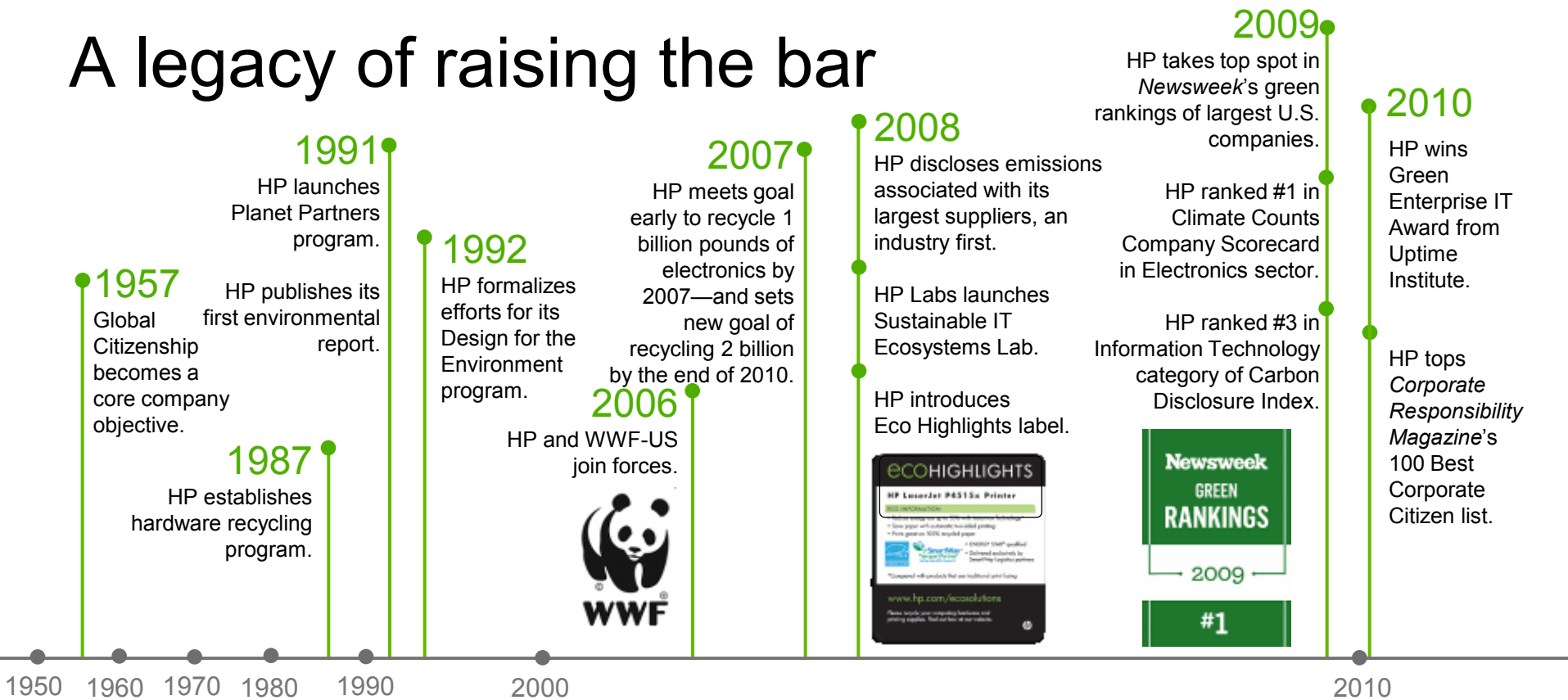
- 8 ½ inch array of 42,240 nozzles
 - Prints page in single pass with fixed print head
 - Only the paper moves
 - Built in redundancy for quality—every nozzle has an adjacent back up
 - No consumables except ink



Breakthrough ink technology



A legacy of raising the bar



Consider your printing and its impact on the environment.

- Consider the entire life cycle.
 - Quality and reliability are important factors that determine a product's environmental impact.
 - Look for credible recycling programs from your cartridge supplier.
- Understand what's behind environmental claims.
 - Ask what happens to their cartridges at end of life.
 - Ask what they are doing to reduce their product's impact on the environment.



ecosOLUTIONS

Quality matters.

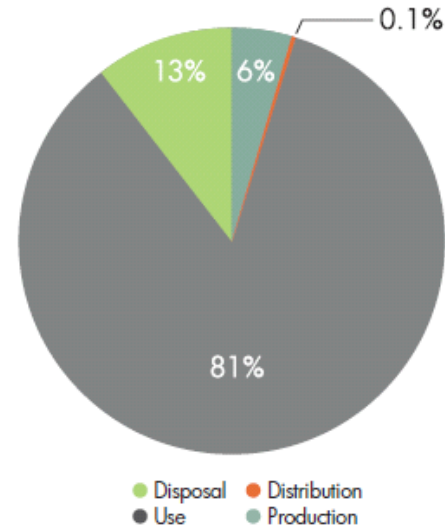
- Most of the environmental impact of printing occurs during USE as a result of paper consumption.¹
- Print cartridge reliability and quality is critical to minimize reprints and reduce environmental impact.
 - In testing by QualityLogic:²
 - An average of one in three pages produced by remanufactured

cartridges was of limited or no use because of inconsistent print quality.

- More than 96% of pages produced by Original HP cartridges were acceptable for all uses.

- Reprinting pages wastes money, paper and energy, increasing the cartridge's environmental impact.

Total waste in life cycle stages by percent (North America)



¹ Four Elements Consulting, "LLC, LaserJet Cartridge Life Cycle Environmental Impact Comparison Refresh Study," September 2008

² QualityLogic Inc. 2007 study compared Original HP LaserJet cartridges with remanufactured cartridges sold in North America for the HP LaserJet 2300 and HP LaserJet 4350 printers. For details see: www.qualitylogic.com.



Thank you for your time.

Contact Your HP Business Partner

Baron Laser Concepts, Inc.

856-299-0485

**Let us Optimize your Office Environment
through
Managed Print Services**

