

Everyday Color Delivered

Innovation Changes Everything

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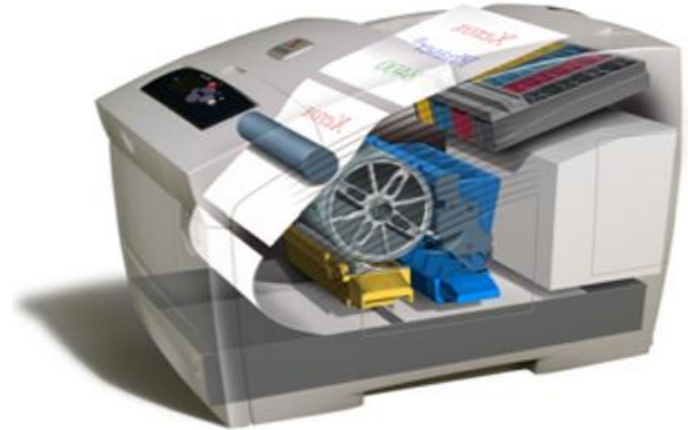
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Solid Ink Engine: Let's Look Inside...

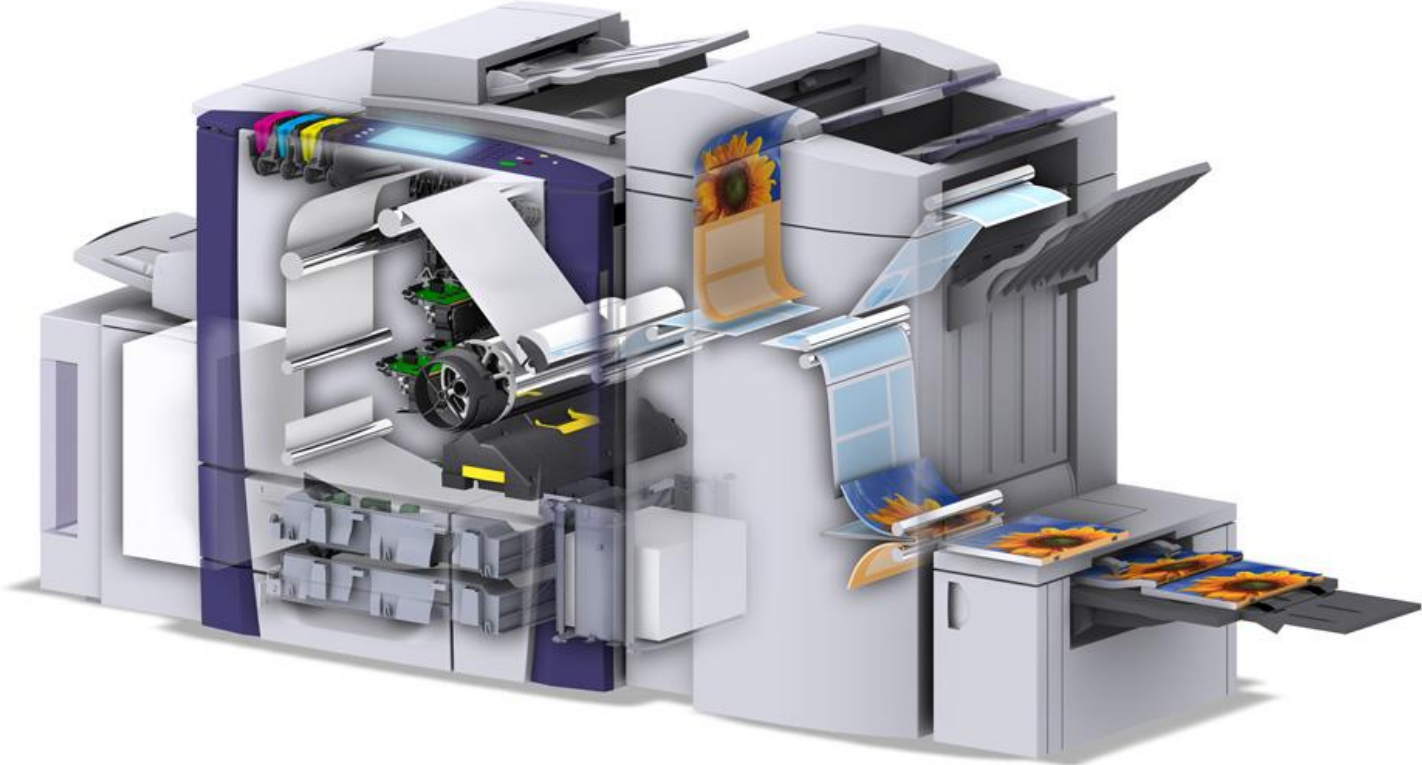


How Does Solid Ink Deliver This...

- Simple, robust, highly reliable technology and design
- Life of product marking elements
 - Minimal customer interventions
 - Minimal waste
- A “pay for what you use” marking technology
- Cartridge free inks
- Variable resolutions = flexible speeds
- Scalable technology = a full portfolio of products



A Digital Offset Printing Press for the Office



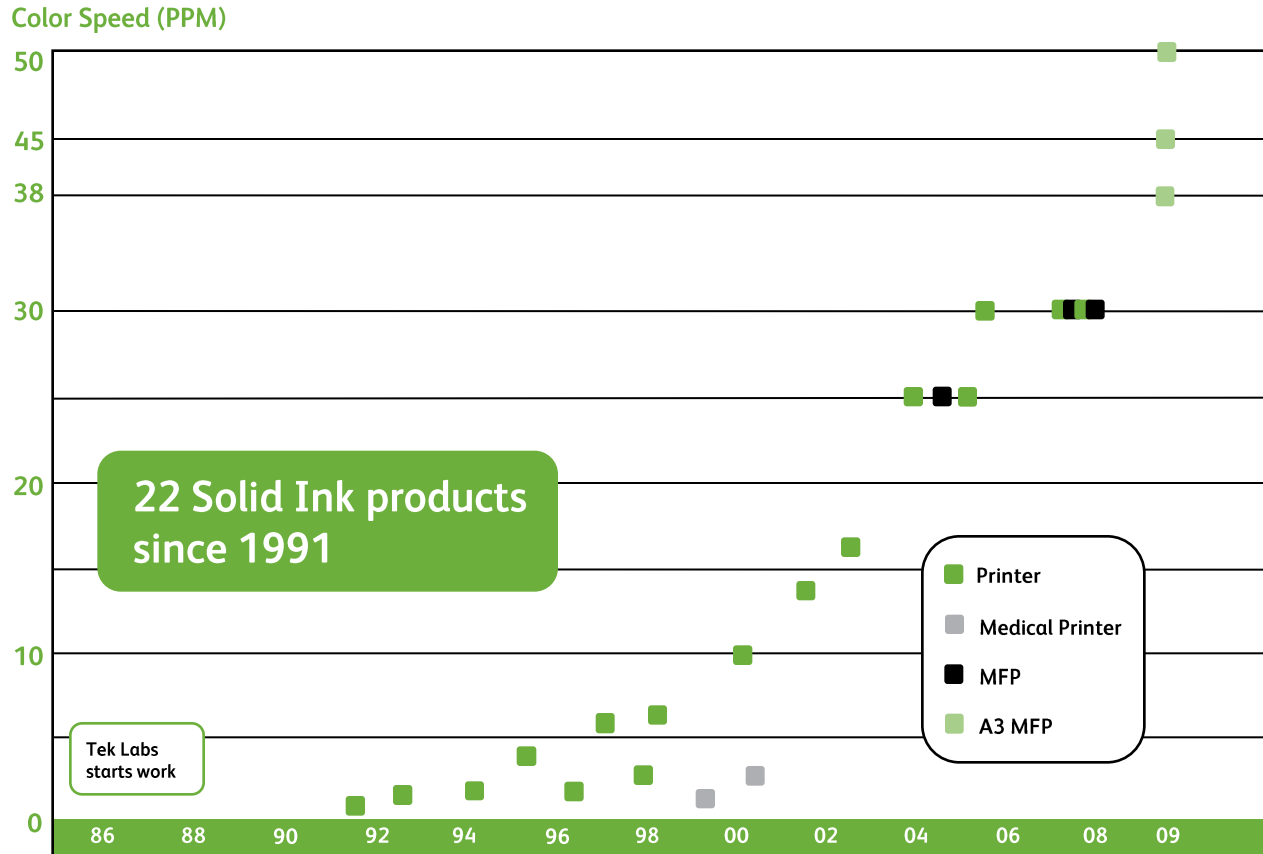
Solid Ink Mission: Make Color as Easy as B&W

Everyday Color

- Breakthrough total cost of ownership
- Productive, reliable and easy to use
- Cartridge-free and environmentally responsible



Solid Ink Technology Timeline



20 years of Solid Ink Product Development Continual improvements in performance and reductions in cost Currently almost 1 Million units in the field Over 6 Billion Pages produced on Solid Ink devices every year

The Solid Ink Advantage Begins With Cartridge-Free Inks

Cartridge-free Solid Ink sticks

- True, 100 % consumable
- Easy drop-in ink load
- Top-off while run – at your convenience
- No mess
- High yield

Solid Ink is not water based

- Instantly “dry”
- Media independence
- No thin media show-through
- No media curl

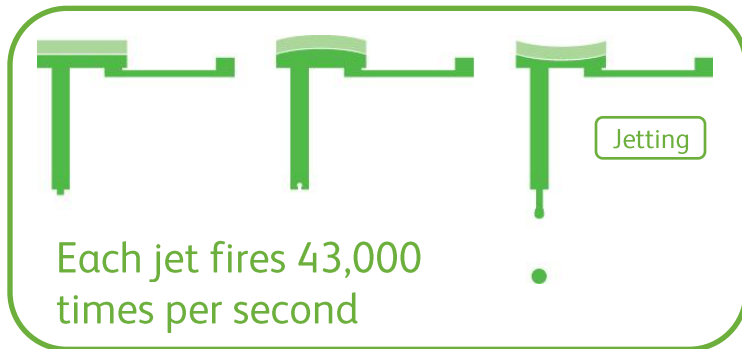
*Based on ISO/IEC 24711



Advanced Solid Ink Print Head Technology

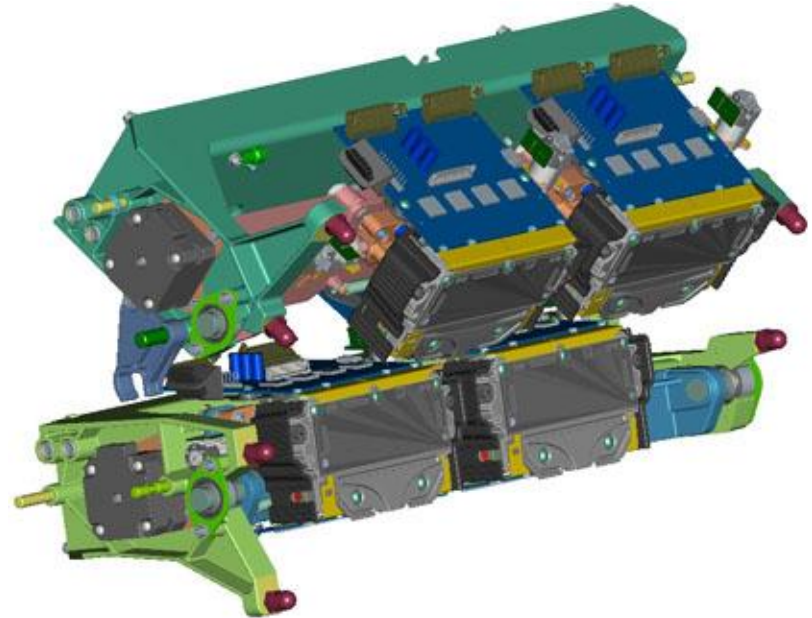
Modular Piezo-electric Print Heads

- Scalable to fit multiple systems
- Each printhead is four-color (C,M,Y,K)
- 300 DPI jet density
- Drop size & operating frequency tunable by jet
- “Automatic” ink feed connectivity
- Five year life at high duty cycle

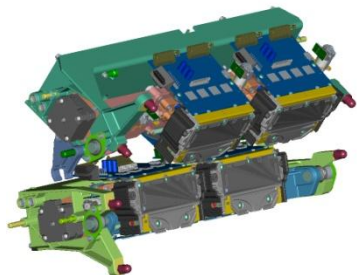


Staggered Full Width Array (SFWA)

- Provides more jetting surface area coverage
- Provides lower manufacturing and service costs
- Provides Scalability
- 880 jets per head
 - = 3520 jets per ColorQube
 - = 150,000,000 drops per second

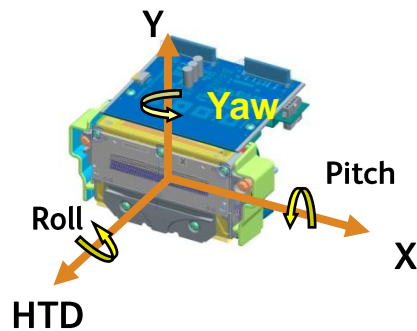


Around The Drum...



Upper
SFWA,
2 Heads

Lower
SFWA,
2 Heads



Ink-on-Drum Sensor

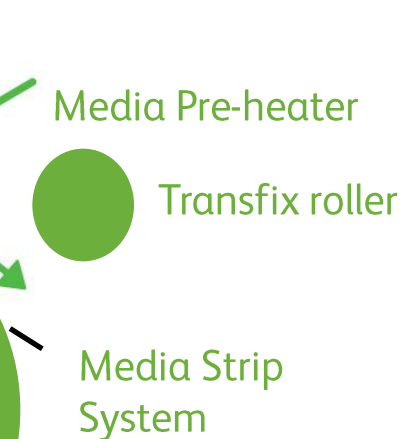
Simple Scan bar

Analyzes printed pattern

- Head alignment
- Automatic calibration

Abatement Plenum

Vacuum system for
Paper Dust Removal
(Printhead Reliability)



Anodized
Aluminum
Drum
(life of
product)

Cleaning
Unit



The only Customer Replaceable Unit

Applies Release Agent
200,000 print life

The Result: Consistent Image Quality

- Vivid, saturated colors
- Pleasing, uniform gloss
- Unmatched color consistency
- Superior media independence
- Automatic calibration
- 90 % Less Waste
- Less consumables cost



Solid Ink Mission: Accomplished



1. Great color for a great price



2. Easy to use



3. Cartridge-free and environmentally responsible

Everyday Color...
Delivered!



Created From the Best of Xerox Office Technology

- Proven Solid Ink technology from our best selling color printers
- Reliable, cost effective modules from our best selling monochrome MFPs
- New controller combines WorkCentre capability and Phaser ease of use



Scalable Technology = Bright Solid Ink Future Multiple Printhead Arrays, Production Applications, etc.



High Efficiency Solid Ink

- Less to manufacture
- Less to order
- Less to transport
- Less to store



The Next Generation of Solid Ink
99 items, 242 pounds*



Canon IR5180:
225 items, 965 pounds*

*Total material needed to print 22k pages per month over 4 year life

The Solid Ink Advantage Environmentally Preferable

90% Less Waste

Total waste produced printing
22,000 pages per month over
4 year life



ColorQube™ 9200 Series: 88 pounds

Canon IR5180: 815 pounds