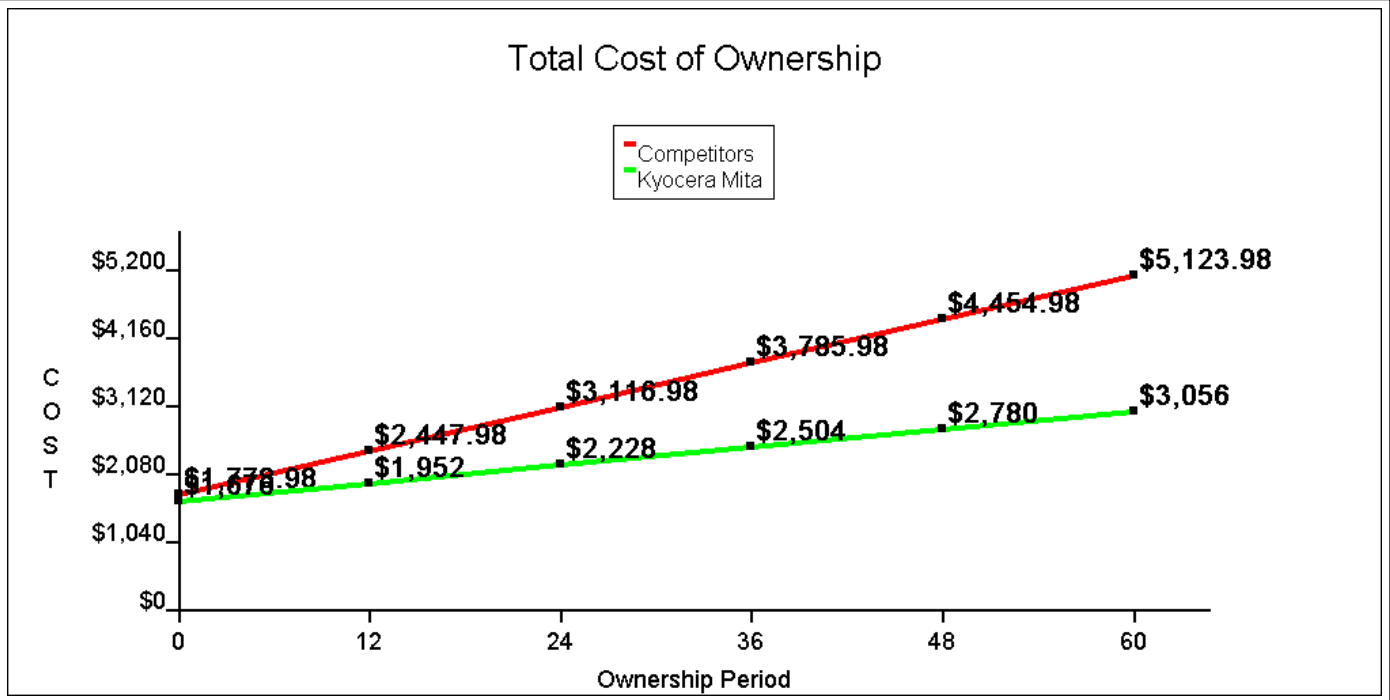


A Total Savings of 2,067.98 was determined in this scenario.



	Competitive Models	Kyocera Mita Models
Printers Cost	1,778.98	1,676.00
Mono Consumables	3,345.00	1,380.00
Color Consumables	0.00	0.00
Maintenance	Information Not Available	0.00
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Total	5,123.98	3,056.00

Competitive Printers in this Scenario

MANUFACTURER	MODEL	QTY	MONTHLY VOLUME
Hewlett Packard	LaserJet4250DTN	1	5000

Kyocera Mita Printers in this Scenario

MANUFACTURER	MODEL	QTY	MONTHLY VOLUME
Kyocera-Mita	FS-4000DN	1	5000

The above information is based upon data provided and verified by Current Analysis, Inc. The coordinates of the TCO graphs are determined by calculating the cost of equipment, supplies and maintenance over the period of time provided by the user, and based upon routine maintenance and published yields. The graphs are to assist customers in comparing products, but are not product representations or warranties. Kyocera Mita believes that the information provided is accurate; however, it is not responsible for any errors, inaccuracies, or variances because of changes in prices, yields or specifications.

