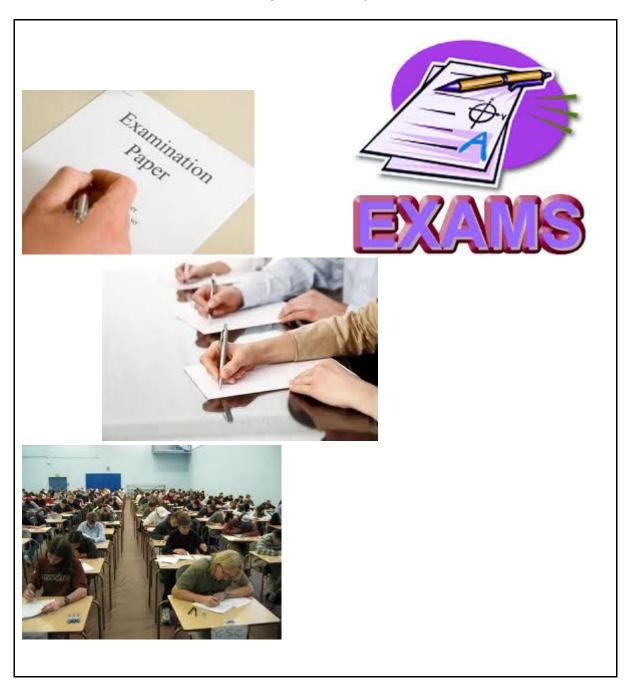


The examination period has become a stressful time not just for the students who sit the papers but also for college principal, Examination In charge and those who print them. Producing exam material is not easy task: the work demands 100% accuracy, total flexibility and absolute traceability; work is seasonal, lead times are short and security is high; make a mistake and Parents, Government bodies asks questions, miss a deadline and the education system is compromised.



- Chosen best Model for colleges to print question paper in just 2 steps-with speed of 40 copies per Minute, Automatic Back to Back, Automatic set making with only 2 steps as per university norms of printing question paper inside college.
- World's fastest high speed processor of 1200 MHZ inside the Copier to process Printing Jobs very fast.
- User friendly colour touch Display on copier- which acts as guide for easy operation of equipment.
- Capability to stack -4500 sheet of Paper in equipment against half in other brands (No need to waste time in refill paper during question paper printing).
- Normal life of photocopier is 11 lakhs- Life of Xerox 5740- 25 lakhs.
- 1 GB inbuilt Memory- to process documents with speed from DADF/ RADF which can hold 100 sheets.
- Direct service- from Xerox India- Rated as top best in the Industry.
- Inbuilt 160 GB Harddisk.
- Lowest Power consumption of 1230 watts in the industry.
- Day one FSMA-Per copy FSMA- 40 paisa instead of 45 paisa, Which cover Tonner, Drum, Spare parts, attending breakdown calls, service.
- Warranty- FSMA, By entering into FSMA you not only get complete peace of mind, but also life time warranty on equipment.
- Total security and authentication- Document, Data and Authentication of Person accessing equipment or network.



It is Xerox's privilege to guide your prestigious institutes to select right kind of equipment for printing 4000 Question papers in 1 ½ hours by considering 5 factors Speed, Process, Running cost, Security, Error free question papers:-

1) What Equipment to choose Digital Duplicator or Digital Copier/Printer for printing University papers In-house?

Limitation of Digital Duplicator -

- Digital Duplicator can only print constant Data applications (single Document- Multiple copies) at High speed, but when it comes to Variable Data applications (Multiple documents-single copies- Mark sheet, certificates) educational Institute need to depend upon slow printers. Constant Data includes applications like question paper, circulars, forms and Variable Data Includes Marsheets, certificates.
- Appealing speed of 90 copies Per minute But fact speak, Digital Duplicator
 has got printing capacity of 6 lakhs copies per month (equivalent to printing
 volumes of all the Mumbai colleges -per examination question paper printing
). The Potiential of printing 6 lakhs copies per month capability is being
 wasted by printing few thousand copies per month by investing lakhs of
 Rupees.
- In Digital Duplicator Ink cartridge, Master Roll are the regular consumables in initial years. Thermal Head (More than Rs 1.25 Lakhs A3 Models), Drum (More than Rs 70,000/- for A3 model), Paper feed Rollers, are Hidden consumables required after few years. If Educational Institute calculates per copy cost after utilizing all 5 consumables with additional comprehensive AMC cost- The per copy cost on Digital Duplicator is very High. Approx 50- 60 paisa per copy for 100 copies generated from 1 original. The real economy is achieved when above 500 copies generated from single original.
- Security a big concern- The Waste Master of Question paper during examination is preserved in same printing room and not thrown by educational institute, to avoid paper leakages -after leakage incident took place in one of prestigious college in Mumbai.
- Print Resolution is 300 x 300 Dpi and in A3 Models- 600 x 600 dpi and never 1200dpi to 1200 dpi.
- Wastages and blank printing very high becomes major problem for students in question paper not sorted.
- Never choose computer Interface to join Digital equipment for printing directly from computer- one error print will waste Rs 26/- A3 Master and Rs 18 –B4 master. A trial copy is always required for perfect printing of question paperwill increase lot of wastages of Master and huge wastage cost.

It is advisable to choose High speed Digital copier/ Printer of A3 size.

An Intelligent Xerox equipment adding security/Protection to Document, Data & Network with 1.2 GHZ Inbuilt processor, Energy star rated, Inbuilt Duplex & RADF. (Value Addition No-1)

<u>Model: XEROX WC 5740. (Features Advantage & Benefits) with value addition</u> to customer (Highlighted Red- Value Addition & edge over competitive brands)

- ✓ Speed 40 copies per minute –A4 Paper size
- ✓ A3 size Digital Copier/Network Printer/ Colour scanner. (Mono Printing & Copy).
- ✓ 4 paper tray- to frequent prevent refill during examination printing.
- ✓ Both Post script and PCL drivers provided with equipment.
- ✓ 1 GB Inbuilt Memory
- ✓ <u>1.2 GHz Processor</u>-To speedily process printing jobs instead of your pc/server on network- to avoid network congestion. (Value Addition-2).
- ✓ <u>Inbuit Duplex &100 pages DADF</u> Instead of scanning single document and generating copies. DADF can hold 100 sheets in one go-start generating copies. Saves lot of time for staff. 100 pages DADF (Value Addition-3)
- ✓ 1200 Dpi Print Resolution (Value Addition-4)
- ✓ <u>Secured print</u>- No need to fire prints and run to equipment for accessing confidential documents. Users can now access documents by punching their passwords any time during day, week, month, year.....as far their convenience (like bank ATM to remove cash....)

(Value Addition -5)- Document, Data & Network Security.

World Class Security

Robust security features run the full gamut of entry & exit points to ensure the safety of critical information.



Page 10 Sangoh Marketing Overview

For Internal Use Only





✓ Security made simple 256 bit hard disk encryption offers complete protection for any data stored on the device, along with Image Over-write capability.

- ✓ Prevent unauthorized access. Powerful features such as standard network authentication
- ✓ Power Save and Toner Save modes help you spend less on electricity and consumables.
- ✓ 1 GB Ram- Benefit of memory in photocopier is multiple documents can be scanned in one go-The teaching facility don't have to wait till- all the documents are generated by Xerox WC 5745.. The equipment after scanning, will automatically generate required multiple sets or copies. Saves waiting time of teaching facility.
- ✓ Print (Get laser prints at just 40 paise plus taxes instead of Rs 2/- on laser printer)-Helps you save Rs 1.60/- per laser print.
- ✓ Energy Efficient Rated :-Consumers are conscious about 5 star rating before purchasing any power equipment (Airconditioner, Refrigrator) to ensure running cost is not high. Xerox Copier model consumes 45 % less Power than competitive brands in copier Industry. Making Xerox copier more efficient and gives returns on investment very fast. (Huge Value Addition-8)
- ✓ The innovative touch screen on front panel makes walk-up operation easy as can be. It features a 7-inch full-color display with bright icons and intuitive navigation for optimal ease-of-use. (Value Addition-9)



Successfully Adopted by :-

- 1) Mulund college of commerce
- 2) Podar college
- 3) Gurunanak college
- 4) Bhandup B.ed college
- 5) HR college- 2 units