

# 11<sup>th</sup> Annual Awards

2006

**BERTL's  
BEST**



## Best 50 to 59 ppm Monochrome Office MFP **Lexmark X854e MFP**

The honor of the 2006 BERTL's Best award in the category of Best 50 to 59 ppm Monochrome Office MFP is bestowed upon the Lexmark X854e MFP. Its blend of extensive standard productivity-enhancing features, user-friendly design, and a price point that leaves the competition in the dust enables busy workgroups to work smarter, faster, and more cost effectively.

# 2006

Lexmark has entered a new arena with the X854e MFP—its first 50+ ppm offering. The X854e MFP features the company's new integrated, all-in-one MFP design (a change from the previous modular MFPs). It complete with full multifunction capabilities right out of the box: print, copy, scan, and fax functionality are all standard.

With an engine speed at 55 ppm, this ledger/A3-capable device includes a 625MHz processor, 256MB standard RAM, and an 80GB hard disk drive. The generous standard paper supply of 3,100 sheets can be increased to 5,100 with the optional 2,000-sheet large capacity tray and can handle paper weights up to 110 lb. Index (via the 100-sheet multi-purpose tray). Duplexing is standard, thanks to a 75-sheet auto document feeder. A multi-position stapling/hole punch finisher is optional.

The walk-up capabilities of the X854e MFP really have BERTL singing its praises. The device features Lexmark's e-Task full-color, large, tilting touch screen control panel with a user-friendly interface that even first time users can navigate with ease.

While open architecture may be the new buzz word in the MFP world, Lexmark is several generations into its own open architecture MFP interface providing users with the ability to completely customize the walk up experience, down to creating one-touch buttons on the home page.

Lexmark has also introduced its new Embedded Solutions Framework (eSF), a platform that allows the development of Java-based applications directly on Lexmark MFPs, enabling a whole new level of workflow solutions to be incorporated.

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## Best 50 to 59 ppm Monochrome Office MFP | Lexmark X854e MFP

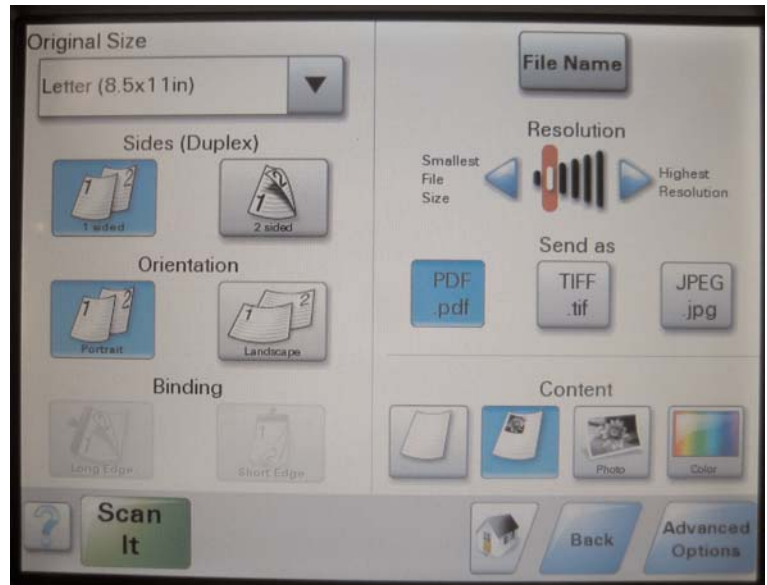
Another outstanding feature available to walk-up users is the convenient USB Direct interface on the control panel. BERTL has been asking for this feature for years. Lexmark was the first to introduce it on its printers and has now also incorporated it into its next generation MFP products. This handy feature enables PDF, TIFF, and JPEG files to be printed directly from or scanned directly to a USB flash drive.

With government regulation compliance a major concern in today's office environment, Lexmark provides cutting edge security on the X854e MFP. Advanced user authentication is standard to LDAP, NTLM, and NDS databases using SSL, Kerberos, and MD5 secure communication. Print files can be encrypted or restricted with a PIN and the hard disk drive data can be wiped. Other security features include IPsec, SNMPv3, IP and port access control, and much more.

The X854e MFP features strong network and administration capabilities with a wide range of connectivity options including internal Gigabit Ethernet, 802.11g, and Fiber Ethernet. Plus, the award-winning MarkVision Professional device management suite drives control from the desktop.

Printing includes both PCL and PostScript PDLs as standard. With Lexmark's strong printing background, a number of innovative advanced printing capabilities are also available. ImageQuick Web and FTP bookmark pull printing on-demand capability allows users to set up automated printing of important information at set times. Direct PDF printing is also included as standard, supporting PDF 1.5 (some competitors are still using PDF 1.4). Direct PDF printing allows users to send PDF files straight to the device without first having to open the file in the Acrobat application or RIP the file into PCL or PostScript.

Another feature in Lexmark's favor is the scanning functionality on the X854e MFP. Even though the device is monochrome, the scanner is capable of full color data capture (at 27 ppm), converting hard copy into full color or monochrome documents into PDF, TIFF, JPEG multi-page or single-page files. Standard scan functionality includes TWAIN, ad hoc scan to SMB profiling from the desktop, scan to FTP, and scan to email.



The scanner provides full-color data capture. Hard copy documents can be converted in color or monochrome PDF, TIFF, or JPEG multi-page or single-page files.

For those looking for greater functionality Lexmark Document Distributor can be added allowing users to create integrated solutions working at an API level with back end systems such as document management applications, form processing applications, OCR/OMR engines, etc. The device is also the first in its class to offer standard scan preview capability, allowing jobs to be previewed to verify settings, document orientation, and placement, adding to its already user-friendly nature.

In the copy area Lexmark has added some features not included on previous generation products: job build, mixed originals, job interrupt, and job cancel. Serviceability has also been enhanced on the X854e MFP with more user-replaceable parts. There is no need for a service engineer visit to replace supplies which is unusual for a device in this segment.

Lexmark continues to astound by incorporating an extensive level of functionality and features into an extremely user-friendly product at an affordable cost making it truly worthy of its BERTL's Best status.

## Spotlight on Lexmark

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Since its inception as a spin off from IBM in 1991, Lexmark has grown to become a \$4.4 billion company. The company reported 12 percent annual revenue growth over the last five years alone. The company maintains a presence in over 150 countries and is still growing.

Lexmark initially grabbed the market's attention with the launch of the first 4,800 x 1,200 dpi and 3,600 x 1,200 dpi resolution laser and inkjet printers on the market, as well as its introduction of stand-alone printers and inkjet printers sold for under \$100.

In 1994, the company introduced its MarkVision network management software, widely considered the best of its kind at the time and still an integral part of the Lexmark product strategy. Unlike some of its competitors, Lexmark develops and owns the technology inside its products, allowing its product line the benefit of less research and development time before the introductions of new products.

Since 1991, Lexmark and its products have earned close to 2,000 awards and industry accolades across the globe.

As a member of the Energy Star Program, Lexmark is a concerned champion for a healthy environment. The company has ensured that all its printers are Energy Star qualified, and provides less packaging around its products. Lexmark was also one of the first printer manufacturers to incorporate energy-saving modes into the printers in its product line.

The company also supports Section 508 Disability Act regulations. For example, the company has made certain that all operating panels are located no further than 24 inches from the front of its machines.

## BERTL's Best Office Awards

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### Recognizing the Best in Digital Imaging Technology and Innovation

For 11 consecutive years, BERTL has recognized the best devices and software in the digital imaging marketplace with BERTL's Best awards. Winners are selected after rigorous analysis of the hundreds of digital imaging devices, software, and management utilities in the world-wide marketplace.

This year, the awards are presented in three segments.

<b>Office Awards</b>	<b>Spring, 2006</b>
<b>Software and Solutions Awards</b>	<b>Dates to be announced</b>
<b>Production Awards</b>	<b>Dates to be announced</b>

BERTL's Best Office awards honor digital imaging and document management solutions for business offices of all sizes and vertical sectors. Imaging solutions covered by these office awards include:

<b>Digital Duplicators</b>	<b>General Office Monochrome</b>
<b>Executive Office MFPs</b>	<b>Innovation Awards</b>
<b>General Office Color</b>	<b>Software and Utilities</b>

BERTL's analysts review current product lines and new product introductions to identify the select group of devices and software that stand apart from the others.

Overall business process value is the key consideration in judging which product is BERTL's Best. BERTL analysts take the role of the end user and ask: "How well does this product work in my real-world business setting?"

BERTL combines its wide-ranging knowledge of the competitive landscape and contact with buyers about their product and supplier experiences to identify worthy products. BERTL analyzes network management utilities, concurrency and contention, print and copy productivity, image quality, return on investment, competitive advantage, accessibility, design and build quality, standard functions, modularity of design and upgrade path, installation, and more.

BERTL is 100 percent independent. It receives no funding from the industry and all product evaluations and reports are published at BERTL's own expense for its subscribers.

BERTL publishes the world's largest library of business competitive intelligence for the digital imaging market at [www.BERTL.com](http://www.BERTL.com).