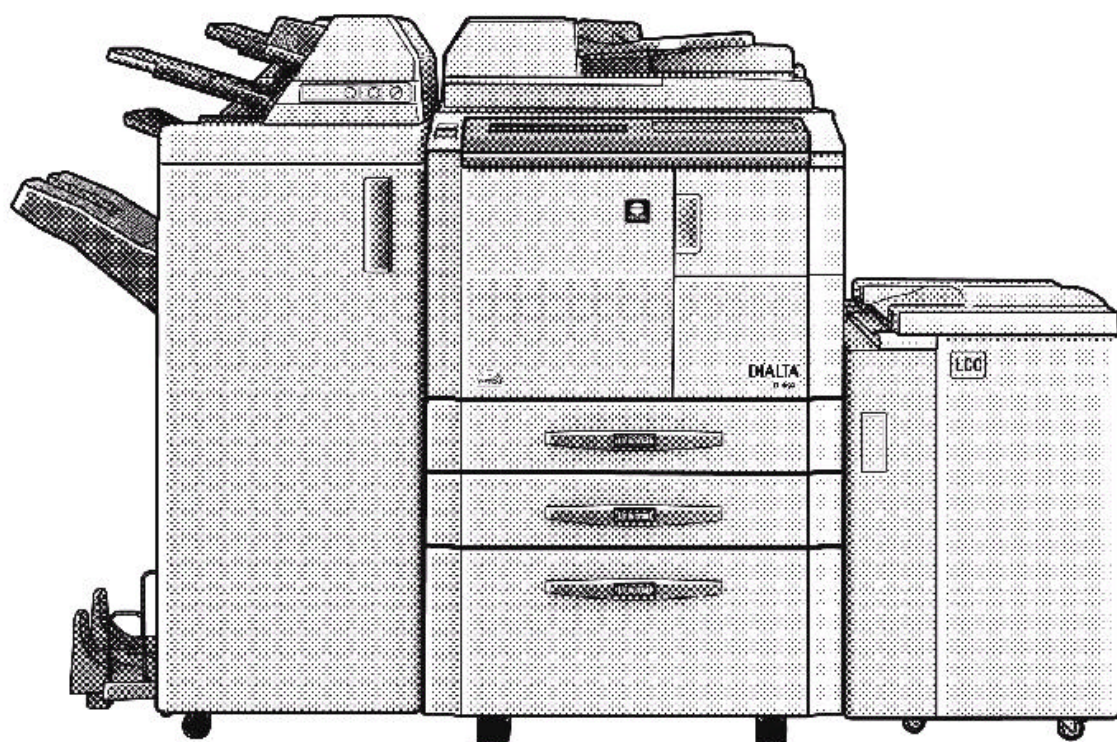


# DIALTA™ Di 650

**Product Guide**  
For Sales Personnel

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**MINOLTA**

The essentials of imaging

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# 1. Introduction

Minolta proudly introduces the new DiALTA Di650 multifunctional copier with printer\* and scanner\* functions. The Di650 delivers high-speed, high-quality, digital imaging with advanced finishing capabilities.

The Di650 is ideal for offices that perform heavy volume copying, Central Reprographic Departments (CRD's) and Print-for-Pay (PFP) businesses. The Di650 incorporates CS Digital Technologies - Minolta's unique, comprehensive innovations that bring a new level of user convenience and satisfaction to image information products.



The high-speed Di650 copies at 65 pages per minute with a first copy speed of just 3.1 seconds. Scanning and printing are performed in outstanding 600dpi resolution, while Minolta's newly developed polymerized toner ensures razor-sharp text, fine lines, and smooth halftone reproduction.

A variety of advanced functions make the Di650 suitable even for CRD and PFP applications. These include the use of Up to 12x18 paper and heavyweight paper up to 110lbs as well as copying and printing onto tabbed sheets. Users can add a host of optional advanced finishing functions that include stapling and punching, folding functions that include Three-fold, and a Cover Inserter that inserts preprinted or colored covers during binding.

Adding the optional Pi6500Pro printer controller allows the Di650 to also serve as a PCL or Adobe PostScript 3 network printer and scanner. Used as a printer, the Di650 offers the same highly productive finishing functions as when it is used as a copier. When used as scanner, scanned images that have been stored in the controller's HDD can be retrieved from the client's PC.

The Di650's network management tools, such as PageScope, PageScope Light and Fiery WebTools, enable users to easily manage connected printers. All of which work to provide complete and reliable connectivity in a network printing environment.

Using CS Digital Technologies and a multitude of quality imaging features, the Di650 improves overall document productivity.

\*Optional Function

## 2. Market Trends and Di650 Positioning

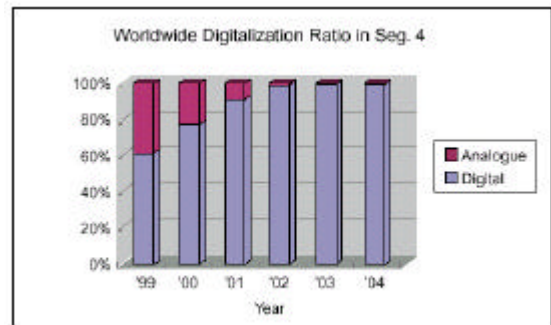
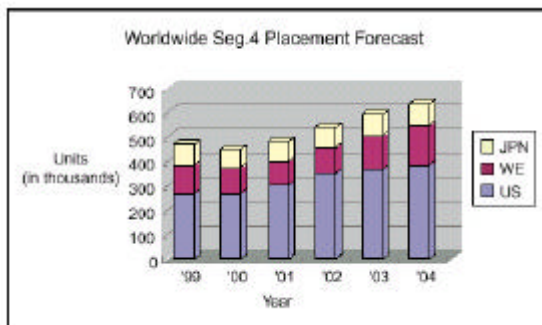
### Market Trends

1

#### Projected Scale of Market

Segment 4 sales for 1999 totaled 500,000 units worldwide (US: 260,000). Forecasts call for growth of about 5% per year in the US market with demand remaining at around current levels elsewhere.\*

Digitalization continues to advance with the digital rate reaching 60% in 1999, and forecasts calling for it to reach almost 100% in 2002.\* The printer controller attachment rate has also reached 60%. Given this background, the industry's leaders are not only bolstering their digital copier lines and improving their printer controller hardware, they are also focusing on "networking." This includes strengthening their scanning functions, network management functions, and network document management functions - all of which are becoming key points in system purchases.



DataQuest\*

### Target Customers

1. High-volume users in ordinary offices
2. Print for Pay(PFP) outlets
3. Central Reprographic Departments (CRDs) and print shops.

#### Product Highlights for this target:

- 600dpi scanning and printing
- High-image quality thanks to new polymerized toner
- Fast first-copy time of 3.1 seconds
- Use of 12" x 18" and heavyweight paper up to 110lbs
- Copying and printing onto tabbed paper
- Cover Insertter
- Highly efficient scanning function (Scan to HDD)

## 2. Market Trends and Di650 Positioning

### Market Background Information

Before proceeding with the Market Overview information, please take time to review the following subsections as background information. Dataquest originally published this information on June 12, 2000 entitled, "North America Copier Forecast: 2000."

- Copier Segmentation
- Distribution Channels

#### ***Copier Segmentation***

In 1999, Dataquest realigned its copier segment definitions to better match the segmentation used by the printer group. The affected segments are PC, 1, 3, and 4. The biggest impact was on Segments PC and 1. Previously, the delineation between the two segments was blurred. Now there is a clear-cut division between Segment PC and Segment 1 based purely on speed. Moreover, it is obvious that high-end personal copiers perform more like Segment 1 copiers. Dataquest now defines the copier market according to the following segmentation scheme:



Segment PC	1 to 10 copies per minute (cpm)
Segment 1	11 to 20 cpm
Segment 2	21 to 30 cpm
Segment 3	31 to 40 cpm
Segment 4	41 to 69 cpm
Segment 5	70 to 90 cpm
Segment 6	91 cpm and above

#### ***Distribution Channels***

**OEM** - Channel distribution through a vendor that does not manufacture the product on its own.

An OEM generally adds its own label to the product and backs up any warranties.

An example of this category is Lanier.

**Branches/direct sales force** - Channel distribution direct to the end user from company-owned facilities. An example of this category is Xerox.

**Dealers** - Channel distribution through office equipment dealers.

This is a channel favored by Japanese vendors. An example of this category is Canon USA.

**Distributors** - Channel distribution through a wholesale distributor that, in turn, sells to sub-dealers.

**Retail** - Channel distribution through a retail chain or outlet. An example of this category is Office

**Others** - This includes channel distribution through telemarketing, direct mail, Xerox sales agents, and other methods.

## 2. Market Trends and Di650 Positioning

### Technology Definitions

Dataquest's analysis of the North American plain paper copier market is inclusive of both analog and digital copier technologies. The two technologies are defined as follows:

#### Analog Copiers

Image capture and transfer, using optical or "light lens" technology in which the image is flash illuminated on the platen, then transferred to the photoconductor through a series of lenses and mirrors. The latent image is then transferred from the photoconductor to paper through the electrophotographic process.

#### Digital Copiers

Image capture using digital scanning and image transfer using electronic impulses in which the image is scanned from the platen and digitized into electronic data. The electronic data is processed to enable the image to be transferred to the photoconductor. The electronic image data is then transferred to the photoconductor through the light impulses of a laser or LED in order to "write" the image to the photoconductor material. The latent image is transferred from the photoconductor to paper through the electrophotographic process, as with an analog copier.

### Digital versus Analog Technology

The copier marketplace is well underway with its most radical period of change since the mid '70s. The accelerating, transition to laser-based output engines capable of performing multiple hardcopy generation and information management tasks in computer network environments increasingly impacts the traditional copier marketplace. The light/lens (also known as analog) plain paper copiers that have been a key office technology product for over twenty-five years are shrinking in the marketplace with the imaging method known as "digital."

As you learn to sell and support digital solutions, you may continue to sell the proven state-of-the-art light/lens Minolta CS/Pro Series copiers very successfully in today's market, and through the next few years. You can prosper by understanding the fundamental nature of the technology changes, by carefully tracking the progress of pioneering technologies and applications toward acceptable mainstream market price/performance levels, and by learning the specific strengths and weaknesses of both digital technology itself and of currently available digital machines.

These tasks must be part of your everyday professional growth strategy. Minolta, unlike some other manufacturers, today offers both light/lens (analog) and scanner/laser (digital) products. The truth of modern selling has not changed: successful and long-term business relationships are built on fulfilled customer needs. Customers in your territory today are being encouraged by some of your competitors to choose digital devices despite the fact that there may be no intrinsic advantage when the customer's particular needs are closely examined.

As is often the case during periods of change, there is much misinformation in the air. Do not let your customers be fooled into thoughtlessly buying an unsuitable or unnecessarily costly piece of equipment based solely on the power of buzzwords and exaggerated claims of market success. On the other hand, do not lose out on the opportunity to provide a truly unique solution to your customers' needs that may not have been available with only analog technology. You can and should make the difference.

## 2. Market Trends and Di650 Positioning

- The following subsections will cover:**
- **Detailed Digital Copy Process**
  - **Analog Strengths**
  - **Digital Strengths**

### Detailed Digital Copy Process

Detailed below is the process of making a digital image in the electrostatic printing method. In many ways digital imaging is similar to analog xerography. The main difference is how the image is received from the original and transferred onto the drum. As it relates to the Minolta DiALTA Di650 copier/printer/scanners, the process is as follows:

1. **Light Sensitive Drum** - A layer of light sensitive material is coated onto an aluminum cylindrical drum (photoconductor). The eventual latent copy image will be formed on this light-sensitive layer.
2. **Electrification** - Rotating brushes are used to create a negative DC electric charge layer on the light sensitive drum.
3. **Photoelectric Converter** - Light from the copier lamp is shone onto the original document. Mirrors and lenses reduce the reflected light image and direct it to a CCD (Charged Coupled Device) sensor. The CCD sensor converts the light into electric signals, which are then sent to the HGB circuit board.
4. **HGB Circuit Board** - The HGB (High-density Generation Board) is the circuit board where an analog-to-digital conversion process is used to convert the electric signals to 8-bit digital image data. Various correction processes are used to optimize the image, which is then sent to the MFB
5. **MFB Circuit Board** - The MFB (Multi-Function Board) is the circuit board where the image sent from the HGB circuit board is compressed, stored in memory, and then expanded.
6. **Laser Exposure** - Laser light emitted by laser diodes (LD) forms a static latent image on the surface of the light-sensitive drum.
7. **Developing Unit** - The latent image formed on the light sensitive drum is exposed to negatively charged toner particles that adhere to the latent image, forming a visible image. The cleaning unit recycles toner particles that fall from the drum surface.
8. **Paper Feeder** - The paper feeders supply the print engine with printing media (paper, card stock, transparencies, labels, etc.).
9. **Image Transfer** - A transfer roller is given a positive charge pulling the visible image from the lightsensitive drum and transferring it to the printing media surface.



## 2. Market Trends and Di650 Positioning

### **Analog Strengths**

#### **Analog Copy Quality**

Many competitors' digital print engine sales pitch begins with the false claim that their digital image quality is intrinsically better. This is not necessarily true. The fact that a digital system must first "digitize" an otherwise continuous image can be the weak link in digital quality. This is especially true when compounding a digital scanner's resolution and dividing it by any electronic enlargement (400-dpi scan at 200% enlargement results in output of only 200-dpi).

#### **Analog Value**

Value is derived from dividing the perception of performance by price. The value proposition that is the basis of the digital sale is potential multi-functionality -- the copier may also turn into a printer, a fax, or a scanner. Yet industry consumer advisors warn buyers not to invest in features that are either unneeded or not of the caliber required for the task. In other words, a "free" printing function is worthless if your current printer is suitable, and a cheap scanning function may not be up to the demands of office users. The fact that all hardcopy output eggs are forced into one basket is another negative for many-when and if the digital MFP (Multi-Functional Product) fails, all work stops if there is no backup.

#### **Analog Convenience**

How convenient is a copier/printer/fax that confronts confused customers with a potentially complex control panel? How valuable is a machine that is blocked by a long fax reception with two print jobs waiting behind when business pressures demand five double-sided stapled copy sets in the conference room now? Is a printer with a less-than-top-quality controller a good buy just because the business can stock one less supply item?

#### **Analog Concurrency and Contention**

Concurrency and contention are potential weak points in the multi-function proposition. Solutions to these problems are still in the development stage for many digital competitors.

Concurrency refers to the ability to scan in a copy job even though a print or fax task is in process. This is not yet a common feature, and some current machines will actually seize control of the machine from the person standing at the copier entering a copy job when a fax or print job is received. The DiALTA Di650 (when connected with the optional Pi6500 print controller) can scan while printing, rip while printing, and store jobs in its print queue if Concurrency becomes an issue.

Contention is an issue that revolves around what happens when Concurrency occurs. Which events take priority over others (first started, first out, batch versus continuous processing, interrupt possibilities, etc.). With an analog copier, this is a non-issue since it is a single-purpose device and not subject to Concurrency. The only queues that can occur are those of walk-up users, not remote users on a network or telephone line. The DiALTA Di650 handles contention very well. It does not include fax capabilities so this is not a Concurrency or contention issue.

#### **FYI:**

Contrary to the burgeoning popular opinion, analog copiers are not necessarily "inferior" to digital copiers. They each have their own strengths.

CAP Ventures Inc. sales statistics for 1999 show that nearly 53% of all copiers sold in the US were analog-based systems. Indeed, Dataquest forecasts that analog copiers will continue to be a significant part of total copier sales in the coming years although obviously with a diminishing role.



## 2. Market Trends and Di650 Positioning

### Digital Strengths

While analog-based copiers still have many strengths, the advent of digital technology brings new capabilities and new strengths to market.

### Digital Image Processing

The ability to manipulate an image after it has been digitized is one area that analog copiers can never compete.

After digital machines scan the image, it is processed to create a wide variety of quality, productivity, and creative affects.

**The list below should serve as a quick indication of some of digital copiers' unique capabilities over analog systems:**

- **Electronic Sorting including Criss-cross** - Allows criss-cross sorting for added convenience.
- **Intelligent Text, Photo, and Text/Photo Modes** (image processing and enhancement) - Can produce better quality images through image processing/enhancement.
- **2-up and 4-up Modes** - Also known as storyboarding, which places several pages onto one with several layouts to choose from.
- **Booklet Creation** - Electronically creates proper pagination for booklet making automatically without complicated setup.
- **Image Stamping** - Combine an electronically stored image with another scanned image such as a letter onto letterhead paper.
- **Number Stamping** - sequentially number pages, add print dates, and/or control numbers to output.
- **Image Repeat** - Fill a page with small original to maximize the number of images on the output (great for business cards and notebook/binder spines).
- **Independent X/Y Reduction** - Stretch a document to fill a page or purposely distort an image on one axis versus another.

### Digital Reliability

One of the potential benefits of digital technology is higher reliability. There are several reasons for this. One is Scan Once, Print Many technology that allows originals to be handled only once regardless to the number of sets desired. Yet another reason is “trayless duplexing”, also called “stackless duplexing”. Paper in this circular paper path is never stacked in a duplex tray, therefore, it never comes in contact with other charged and heated sheets when being put into, or pulled from the stack. This reduces the chance of static charge build-up on the paper and, therefore, greatly lowers the risk of paper jams.

## 2. Market Trends and Di650 Positioning

### Digital Productivity

Digital copiers can be more productive than many analog-based copiers. This becomes most evident on more complex jobs whether a large number of originals, sets, and/or duplexing. Contributing technologies that increase productivity include, but are not limited to the list below. Each is covered in greater detail in the Product Overview Section of this guide.

- **Scan Once, Print Many** - Originals are handled only once.
- **Job Queuing** - Jobs can be scanned in or print/processed in the background allowing printing from one job to another to be continuous without downtime.
- **Trayless Duplexing** - Shorter paper path allows quicker output of single sheets.
- **Electronic Sorting** - Jobs can be outputted one complete set at a time enabling long runs to be completed without constant off-loading a mechanical sorter.
- **Automatic Image Rotation** - Images are automatically rotated and printed onto Letter-C (portrait) paper when possible to take advantage of the faster print speed.
- **Proof Copy** - Eliminates the need to rescan originals to print out additional sets. A "proof set" can be created to insure the job is correct prior to printing a large number of sets.
- **Job Building** - Allows jobs with page counts exceeding the document handler's capacity to be scanned into the memory "building" an overall larger document for copying. Jobs no longer must be split into sub jobs.

### Digital Convenience

While analog copiers can provide more convenience in some situations, digital copiers can provide the following unique advantages in the area of convenience:

- **Criss-cross Sorting** - The preferred method of sorting and separating non-stapled sets of letter sized paper for easy handling.
- **Auto Rotate** - A user need not know which way they are supposed to place an original in the document handler (portrait versus landscape), the copier will automatically rotate the image if necessary to optimize speed.
- **Scan Once, Print Many** - Scan originals once to get a virtually limitless number of copy sets.

### Digital MFP Capability

One of the most compelling reasons to switch from analog copiers to digital is their ability to combine multiple functions into one platform. This can save not only space but potentially acquisition cost, cost of operation, one source purchasing, and boosting overall productivity. Popular functions in an MFP (Multi-Functional Product) include:

- **Print** - Generally the basis for all MFP's, the ability to output.
- **Copy** - Add a scanner and the printer is easily converted into a copier.
- **Fax** - With a printer, scanner, and control panel already present, adding a fax/modem board is a feature on some MFP's.
- **Scan** - With a document scanner included already for copying, converting the unit into a network scanner is also an option on some digital MFP's.

## 2. Market Trends and Di650 Positioning

***NOTE:** Be certain to read carefully the issues involved with adding additional functions to an MFP in the following section. Depending on the customer and their applications, an MFP may or may not be the right choice much less what should be in an MFP if chosen.*

### Choosing the Right Imaging Technology

Both analog and digital based copiers offer unique benefits to potential customers. As you can see, the best value is most often available from sales people who take the time to understand their customers' needs. Find your customers' genuine wants and needs, be sure that you understand and explain issues like convenience, concurrency, contention, and productivity, learn the competitors' strengths and weaknesses. Only then will you be able to prescribe the best solution for your customers' Segment 5 copier needs whether they be the DiALTA Di650 described in this guide or perhaps the Minolta EP8015 combined with Minolta-QMS printers and/or MinoltaFax products.

### Multi-Functional Products

The term "multi-functional product" (MFP) can mean different things to different people with none of them necessarily being incorrect. Understanding what "multi-functional" can mean in a product and how it relates to your customers' needs is key in providing them with the best business system solutions.

### MFP Definition

Simply stated, a multifunctional product is one that is designed to perform "more than one task." By far, combining copying with printing is the most common form of MFP on the market in Segment 4. The third most common function at the high-end of MFPs is scanning. . The DiALTA Di650 is an MFP that falls into this category of being capable of copying/printing/scanning. Other MFPs may add the capability of faxing.

Many times multifunctionality may be standard while other times it may be part of an optional upgrade path. The Di650 is a standard digital copier with optional printing and scanning when connecting with the Minolta Pi6500 print controller.

### To Fax Or Not To Fax

After combining printing and copying, the next most popular asked for function in an MFP is fax capability. Yet many customers at this point aren't fully aware of what they are asking for nor the consequences.

### Reasons For Incorporating Fax

There are two overriding reasons to add fax capability to a copier/printer platform. The first is purely a limitation of space. Although unusual in most offices, some don't even have the space for adding a single fax machine. In these rare occurrences, where it is more than a mere convenience of saving a little space, combining the fax functionality in the MFP may be a major criteria in which is bonafide.

The second compelling reason to include fax capability to a copier/printer is if you receive a heavy volume of incoming faxes and want to take advantage of a lower cost-per-copy typically found in copier/printers that are rated for higher volumes.

## **2. Market Trends and Di650 Positioning**

### **Reasons Against Adding Fax Capability**

Beyond the two reasons above, the drawbacks can outweigh any other stated reasons for desiring a fax MFP. Numerous independent analysts have questioned the intrinsic value of integrating fax into a copier/printer/scanner platform. One reason is the all or nothing proposition that if the system goes out of order, not one, two, but three functions may be lost. Having a separate fax machine can distribute the risk if space and print volume allow.

Another serious issue is user concurrency and contention. This is potentially both a human and system problem. First, by adding fax to an existing copier/printer/scanner platform is that depending on its utilization and the types of applications, human queues may occur while vying for usage. What happens while someone is using it for scanning in a large copy job while someone else wants to send a simple fax? Secondly, can the MFP itself concurrently perform several tasks a one time such as receive a fax, RIP a print job and scan in a copy job all at once.

If a fax-enabled MFP system can perform multiple tasks concurrently, which items take precedent? If this is user selectable, what about the individual user that may be ill effected by the upfront choices? Should a printer user wait for a long fax j ob to print, or should a fax recipient wait a long time for a copy job to finish? The more functions that are put on a system, results in more potential conflicts which must be resolved.

Lastly, but certainly not to be minimized, is the further complexity of adding fax capability to a multifunctional copier/printer/scanner. Some endusers are already befuddled by programming and using today's fax machines with little understood features such as polling, broadcasting, relay faxing, speed dials versus rapid dials, among others. Incorporating both advanced digital copier functionality and full fax capabilities on a control panel has rarely been done well without undue complications. Incorporating fax into a copier/printer/scanner platform in a user-friendly fashion is a daunting challenge and one that few have succeeded with. Usability is often sacrificed by adding fax capability into a MFP that already may be perceived to be complicated. The DiALTA Di650 is a copier/printer/scanner MFP only and does not have fax capability.

### ***What's Best For The Customer?***

If your customer is demanding fax to be included in their MFP, be certain the are asking for it for the right reasons. Informing them as to the true benefits and drawbacks may lead them to making a more educated decision. Help them make the right decision whether it includes the DiALTA Di650, Di650 or not - it will go a long way with your business relationship with them.

### 3. DiALTA - CS Digital Technologies

# DiALTA

## Digital intelligence

DiALTA<sup>TM</sup> is a combination of the term "digital intelligence" and the Italian word *lealta*, meaning "accuracy" and "fidelity." DiALTA is currently being used worldwide as the moniker for the Di Series, Minolta's monochrome digital stations that feature CS Digital Technologies.

DiALTA represents Minolta's new philosophy of providing increased customer satisfaction through our CS Digital Technologies. We've reexamined the 6 features essential in all business equipment-image quality, productivity, operability, reliability, connectivity and environment to create Minolta's unique image information products. The DiALTA Series, using these innovative CS Digital Technologies, provide efficient document work for complete customer satisfaction.

### 3. DiALTA –CS Digital Technologies

#### Image Quality

In addition to 600dpi scanning and print resolution in 256 gradations, the Di650 uses Minolta's newly developed polymerized toner to minimize scattering, to deliver razor-sharp text and fine-line reproduction. The unit's Auto mode detects text and gradation areas to provide optimal imaging. Users can also select Text, Photo or increased Contrast modes to best suit the content of the original.

#### Productivity

The Di650 comes equipped with a non-stacking automatic duplexing system for efficient two-sided copying. Its high-capacity paper supply, holding up to 6,600 sheets, handles high-volume copying jobs. The Tandem Copy function even allows simultaneous printouts from two Di650 copiers, delivering up to 130 copies/min (8 1/2 x 11 portrait). The addition of advanced, optional finishing functions, such as folding and cover insertion, further increases productivity.

#### Operability

The large LCD is easy to see and operate, and the control panel can be set at one of two different angles for maximum ease of use. Also, a grip-type handle makes it easy to open and close the Di650's paper drawers from above.

#### Reliability

The high-rigidity frame ensures dependable durability and optimal image precision. The elevating paper lift tray reduces jams regardless of the number of remaining sheets. And a separation roller with a torque limiting reverse rotational drive, minimizes double-sheet feeding.

#### Connectivity

Compatible with a variety of network environments, the Di650 can also be used as a high-speed network printer or scanner.

#### Environment

Recycled materials are used in certain areas of the Di650. This environmentally committed copier also supports the Toner Recycling System, which eliminates the generation of toner waste by removing toner on the photoconductor.



# 4. Features and Functions

## 1 Image Quality

### 1) 2 Laser Diodes (LD's) in One Chip Reduce the Skew of Two Laser Beams

The Di650 houses two LDs (laser diodes) that are integrated into one chip. This significantly reduces the skew of two laser beams. Also, no adjustments are needed when there is a change in environmental conditions. This one chip system also helps to achieve the Di650's compact body



### 2) Floating Scanner Block enables Improved Scanning Accuracy

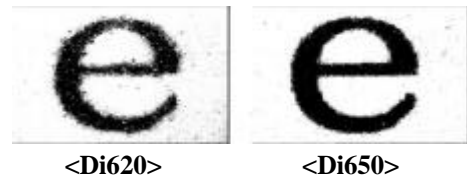
The scanner block is joined to the engine frame by two lengths of rubber in the front, and shoulder screws in the rear. Even if the engine is off balance, the scanner block will minimize this effect to improve scanning accuracy.

### 3) Revolutionary Toner Technology

The Di650 not only scans and prints at true 600 x 600 dpi resolution (vs. 400 x 400 dpi on the Di620), it also incorporates Minolta's newly developed polymerized toner.

The result:

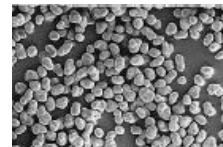
- Virtually no toner scattering in the text.
- Quality image reproduction and copy regeneration.
- Improved reproduction of thin lines and dots.
- Smoother gradations for halftones.



The Polymerization method of image transfer is different from the conventional method. The first step synthesizes resin particles to approximately one hundred nanometers (approximately one billionth of a meter) in diameter via emulsion polymerization. Next, the particles are chemically coagulated and fused in precise ratios with additives for coloring.

#### Features:

- Smaller toner particles
- Smoother surface
- Uniform size and shape

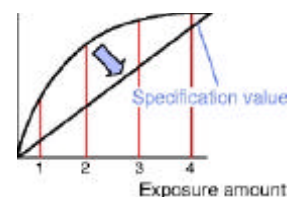
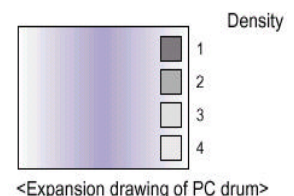


<Polymerized toner>

### 4) Stabilized Gradation

#### Gradation adjustment system

- Measures the four different densities on the PC drum by laser exposure.
- If any measured value is different from that of its specification the Gradation Adjustment System will automatically adjust the amount of laser exposure and correct the aging inferiority caused by various environmental factors like temperature and humidity.





## 4. Features and Functions

### 5) Optimal Image Originals

#### Auto (Text/Photo), Text, Photo, Increase Contrast modes

The Di650 features "Auto Mode" which automatically distinguishes text and gradation areas to provide optional imaging. The machine also offers "Text Mode", "Photo Mode" and "Increase Contrast Mode", for clearly reproducing letters written in pencil.

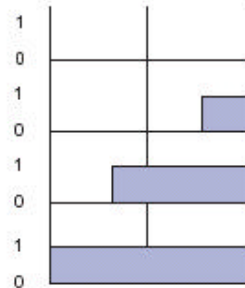
Auto Mode	1Dot 1Bit + Error Diffusion (Detects the Text, Halftone and Photo areas, then the filtering process is conducted accordingly.)
Increase Contrast Mode	1Dot 1Bit + Error Diffusion
Photo Mode	2Dot 2Bit + Error Diffusion
Text Mode	1Dot 1Bit + Error Diffusion

Note: The following are processed using 1Dot 1Bit + Error Diffusion, regardless of the original mode

- Memory Mode + Image Overlay
- Memory Mode + Registered Image Overlay
- Memory Mode + 2 in 1 / 4 in 1 / Booklet Mode

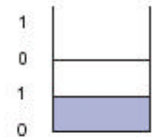
<2 dots/2 bit processing>

Image data after processing



<1 dot/2 bit processing>

Image data after processing

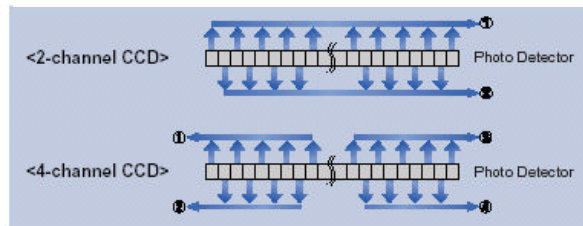


\*Processing is symmetrical to the above pattern.

### 2 Productivity

#### 1) 65 copies/min (8.5" x 11" portrait) in 600dpi via use of 4-Channel CCD System.

Compared to the previous 2-channel CCD system model (Di620), the Di650 uses a 4-channel CCD system where the optical information from the scanner is converted into electronic information. Now, image transfer time has been cut in half due to the electronic information output line being doubled, thus increasing the scanning speed of originals. As a result, the Di650 achieves 65 cpm speed at true 600 x 600 dpi resolution.



#### 2) High Speed Finishing

##### *100% productivity*

When copying in staple mode, paper is stacked in the staple unit. After the first paper is sent through for stapling, subsequent papers stand by in the transport route, before entering the staple unit. This finishing method saves 0.92 seconds, while stapling is completed in 0.45 seconds. This enables 100% engine speed and productivity to be achieved.

#### 3) High Productivity in Duplex Copying Mode

##### Non-stack duplex copying

The Di650 is equipped with a duplex copying function that uses the system's memory for copying on both sides of the paper without stacking the pages. Up to 4 sheets of copy paper can be transported through the system at one time, with each side of each page being correctly copied as it flows through the system. This digital duplex copying system greatly improves copying productivity.

## 4. Features and Functions

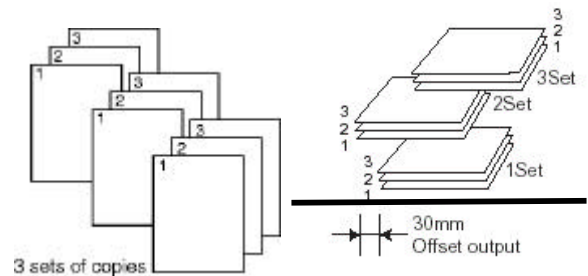
### 4) Flexible Finishing Options

When equipped with the optional Finisher (FN-6), the Di650 performs a variety of finishing functions.

#### Sorting / Grouping

Sort and Group outputs are available.

This function can also be activated with Stapling and/or Punching functions.



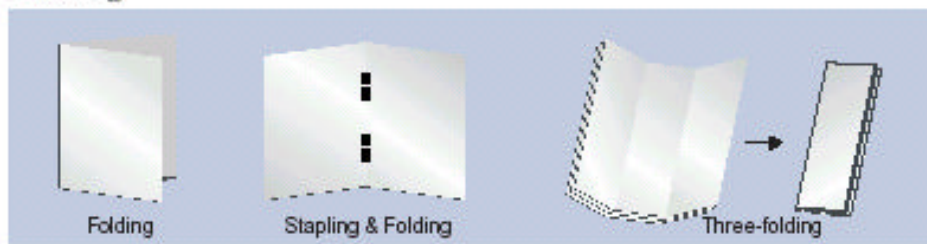
#### Stapling

Stapling points are as follow:

- 1) 1 Parallel Staple
- 2) 1 Corner Staple
- 3) 2 Parallel Staples
- 4) Stapling & Folding

Copy paper size and stapling	11" x 17"		8.5" x 14", 8.5" x 11", 8.5" x 11R	
	2 Parallel Staples/ Stapling & Folding	1 Parallel Staple/ 1 Oblique Staple	2 Parallel Staples/ Stapling & Folding	1 Parallel Staple/ 1 Oblique Staple
2~9 sheets	50 sets	50 sets	100 sets	100 sets
10~20 sheets	50 sets	50 sets	50 sets	50 sets
21~30 sheets	30 sets	30 sets	30 sets	30 sets
31~40 sheets	25 sets	25 sets	25 sets	25 sets
41~50 sheets	20 sets	20 sets	20 sets	20 sets

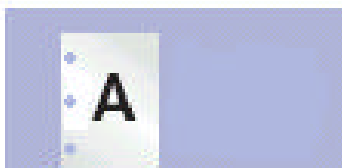
#### Folding



Max. capacity for center fold is 15 sheets (20 lb. Bond). The Di650 can even Fold / Saddle Stitch Legal-sized paper!

Max. capacity for Tri-fold is 3 sheets.

#### Hole-Punching\*

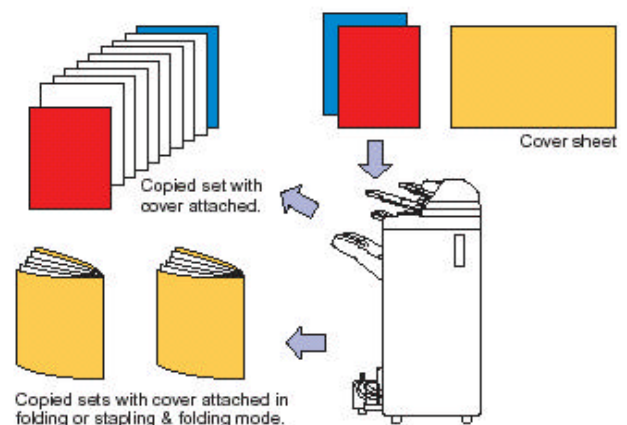


When optional PK-2 Punch Kit is installed, the Di650 can produce output with 3 holes on the left margin of the page.

#### Cover insertion

When the optional Cover Inserter is attached to the FN-6 Finisher, pre-printed or colored paper can be inserted as cover sheets. This greatly increases bookmaking efficiency. Also, this can be used with Folding, Saddle Stitching and Tri-folding functions.

Note: Images cannot be copied onto the cover sheet.

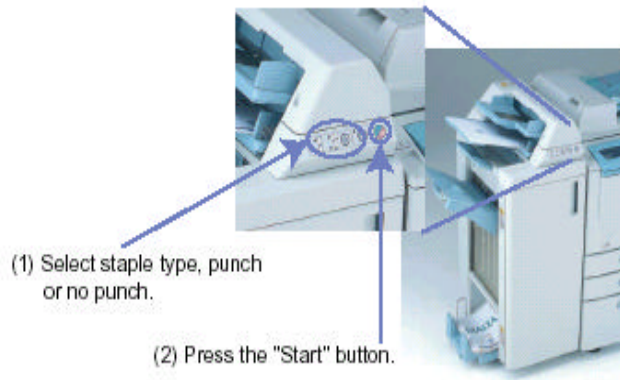


## 4. Features and Functions

### 5) Manual Finishing

#### Manual stapling / Punching

Copied paper can be stapled or punched with the following procedure, if inserted from the lower tray of the Cover Inserter.



The following combinations are available.

	3-Hole Punch
1 Parallel Staple	NO
1 Corner Staple	YES
2 Parallel Staples	YES
Stapling & Folding	NO

### 6) Universal Paper Drawers

**All cassettes are designed for universal paper sizes to maximize productivity**

Since all cassettes are designed for universal paper sizes, users can easily load up on the same size paper in all the cassettes for convenient large volume copying.

**Paper size range in all drawers = 5" x 8" to 12" x 18"**

This feature allows for "full-bleed" copying and printing of 11" x 17" originals.

**Paper weight range in all drawers = 16 lb. Bond to 110 lb. Index**

Thick stocks can even be incorporated into booklets via the Cover Inserter and/or Center Fold options.

## 4. Features and Functions

### 3 Operability

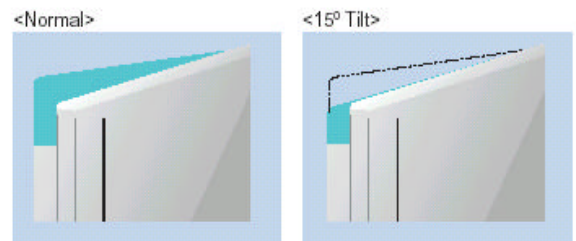
#### 1) Improved Serviceability

Combining maintenance parts (paper feeding roll, fuser and PC Drum) into a single unit makes maintenance and replacement faster and easier.



#### 2) Operating Panel with 15° tilt

This user-friendly design allows the operation panel to tilt up to 15°. This feature is especially convenient for wheelchair bound users and to eliminate glare from overhead lighting.



#### 3) Easy open close trays

The Di650 has adopted a cassette tray grip design that enables you to grasp its handles from above, to conveniently open and close even its bottom tray.



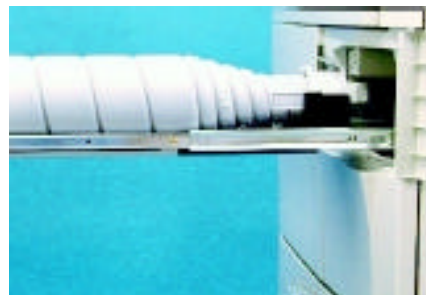
#### 4) The Use of Bearings in Drawer Areas

The Di650 uses bearings in areas such as paper cassette tray and toner unit drawers for smoother operability.

#### 5) Refilling the Toner During Copying

The Di650 allows you to refill toner while making copies.

This function is especially convenient during large volume copying.



### 4 Reliability

#### 1) Frame Durability

The thickness of the base plates on the Di650 have been doubled and constructed like a box, hence strengthening base areas.

Supports are also made using a box frame construction, enabling wide openings and strengthening machine framework on a whole. This increases durability and decreases vibration.

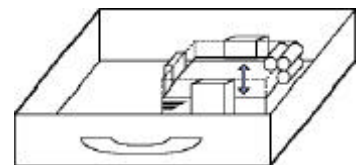
The framework is screws (vs. welded) yet it has the same strength as the welded framework at a fraction of the cost and with increased recycle-ability

#### 2) Caster Shafts Strengthened

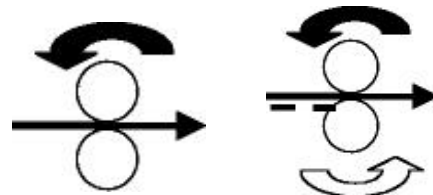
This prevents damage of caster shafts when moving the machine on the floor or taking the machine in and out of the elevator.

#### 3) Improved Paper Feeding Reliability

While the trays of conventional machines only push paper up in the paper pick-up section, the *entire base of the Di650's tray pushes the paper up* to achieve stable and efficient paper feeding, regardless of the amount of the paper in the tray.

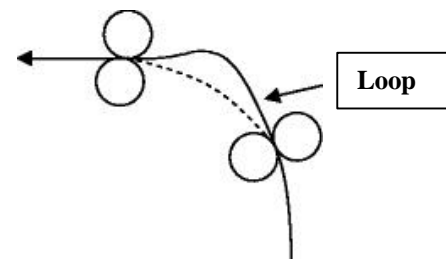


When two or more sheets of paper are simultaneously fed, the top and bottom paper feeding rolls detect the difference in torque, prompting the bottom roll to reverse itself. This system helps prevent double feeding as well as paper jams.



#### 4) Skew Adjustment

Paper that is sent from the mid roll is stopped at the registration roller and forms a small loop. It is then sent through the system with this small loop. This high precision paper transportation technology prevents paper distortion and paper wrinkles previously caused by the registration roller.



#### Original center feeding

Usually, paper sent from the paper pick up roll is stopped at the registration roller. However, by maintaining continual paper movement, the registration roller generates the small loop that revises the skew.



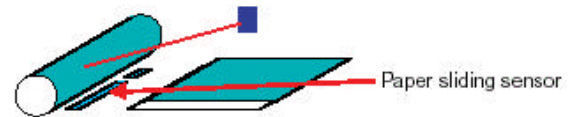
## 4. Features and Functions

### 5) Image Registration

#### Registration sensor in the crosswise direction

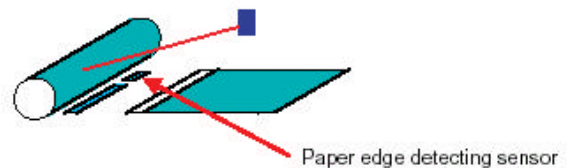
The Di650 employs a center paper feeding system that controls paper centering. Occasionally, paper shifts in the crosswise direction of the paper feed rolls or registration roller sections. If paper slides, the system will compensate by shifting the image on the drum.

The paper skew sensor (line sensor) detects subtle sliding in the CD direction. The amount of sliding is revised by changing the position where the laser beam starts to irradiate onto the photo conductor, thus adjusting the image position.



#### Registration sensor in the feeding direction

Conventionally, the registration roller is activated according to the position of laser beam irradiation. However, this causes unevenness in irradiation due to an unstable clutch drive.



With the Di650, the paper edge is detected after the registration roller is activated and the paper is transported through the system. This enables stable and precise timing of the laser beam irradiation.

### 6) Enhanced Durability of User Handling Section

The toner unit, paper transport unit and all paper drawers maintain smooth operation and high durability by employing drawer rails that feature bearings.



### 7) Stable Image Quality

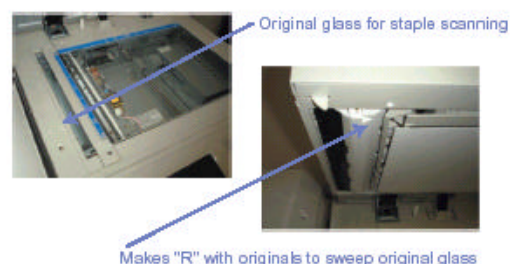
The Di650 is equipped with a number of cooling fans that protect against image deterioration, which could be caused by high temperatures inside the main unit.

This fan, exclusive to the Di650, prevents fusing heat from damaging photoconductor drums. It draws in fresh air from the left side of the main unit to the cleaner area.

An additional fan located in the post fusing section cools copy paper in the post fusing section after copying one side (in double-sided copy). • Others: Ozone Absorbing Fan, Inside-Scanner Circulating Fan and EDH Stepping Meter Cooling Fan.

#### Self-cleaning function

The Di650 scans originals by feeding them above the fixed scanner. It also sweeps dust from the original glass left by paper feeds, thus reducing the possibility of black marks appearing on copies.





## 4. Features and Functions

### 5 Connectivity

#### 1) Network Printer

##### Functions Pi6500Pro

- CPU: Intel Celeron/366MHz
- RAM: 64MB (Max.128MB)
- 600 x 600dpi Printing
- 65 pages/min (8.5" x 11" Portrait): 100% Engine Speed Productivity
- RIP Once: Can achieve high-speed, multi-set printing with one RIP.
- PCL6, PostScript 3 Standard
- Compatible to a Variety of Network Environments TCP/IP, Apple Talk, IPX/SPX, SNMP, SMTP, HTTP

##### GUI Printer Driver

- Facilitates printer settings with the GUI (Graphical User Interface) printer driver.
- Displays printer configuration and page layout of all pages, enabling you to confirm the paper feeding tray and output layout (PCL6 driver).



##### Paper Ejection Accessory

- Finisher FN-6: 1 Parallel Staple, 1 Oblique Staple, 2 Parallel Staples, Stapling & Folding, Punch\*, Three-fold
- \* Requires Punch Kit (PK-2)

#### 2) Network Administration

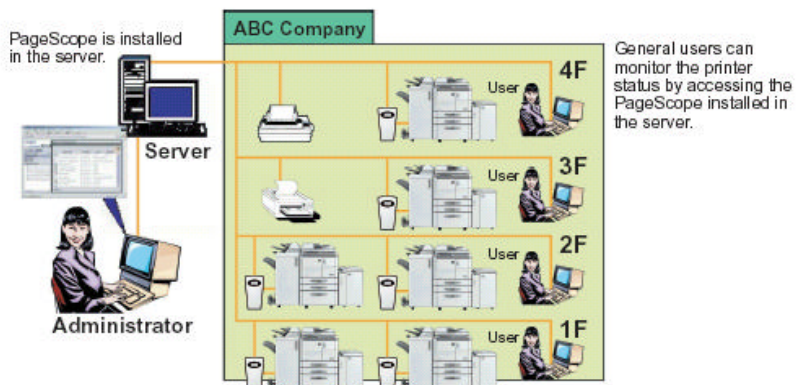
##### PageScope

PageScope is a web-based network utility, which allows users to monitor and manage any maker's printers having MIB, under one network umbrella. It is installed in the server on the network, and all the administrated printers and users can access it. It monitors the status of all the printers and creates a large-scale network-printing environment.

In this monitor function, users can check the product configuration and status of printers, the paper size of each paper feeding cassette and the amount of paper in the cassette. Furthermore, with this complete administration function, users can set printer parameters and IP addresses, check the **count of** printed paper on a daily basis, and via E-mail, inform the administrator when it is in trouble.

##### PageScope provides you with the following advantages

- It is useful when the management of all the printers in the large network is required, including both Minolta and competitors' printers.
- Administrators and users can remain at their PCs to manage and monitor any printers on the network.
- PageScope's server program contains a specific application web server, thus no commercial web server software is needed. This enables less-expensive, less-time consuming and less-complicated software installation.

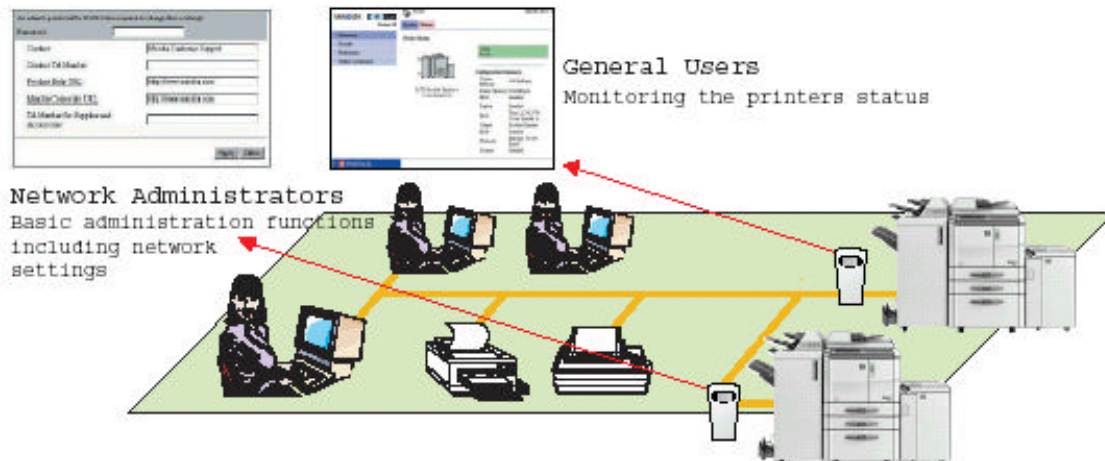


## 4. Features and Functions

### PageScope Light

PageScope Light is a web-based network utility, which allows users to monitor the status of Minolta's printers (only), and set up the network-related configuration. Both network administrators and general users can access printer information by simply inputting the printer controller's IP address.

PageScope Light can be implemented relatively simply without the need for a dedicated server, making it suitable for use in a small network environment.



### Main functions of the Pi6500Pro's PageScope Light

**System Summary:** Displays the main unit's status and configuration.

**Detail:** Displays the main unit's details.

**Preference:** Allows you to change passwords and languages.

**Online Assistance:** Allows you to set contact agency for service and maintenance.



### 2. Printer

- **Operational Panel:** Displays the same content as the main unit's LCD panel.
- **Test Print:** Prints out the configuration sheet and font list.
- **Font Information:** Displays the PCL and font list.



## 4. Features and Functions

### 6 Environment

#### 1) Compliant to Environmental Standards

ENERGY STAR (for US and Japanese Markets)



The Di650 is designed to meet the standards of the "International ENERGY STAR Plan." The International ENERGY STAR Plan is executed under an international agreement to reduce the amount of energy used by electrical equipment when idle. The plan also aims to develop and promote products designed around specifications for efficient energy consumption.

#### 3) Displaying Material Names

The materials' names for the following parts are displayed to facilitate the recycling of used equipment by making it possible to sort resin parts according to their materials.

Information displayed		Materials	
		ISO displayed	SPI displayed
Parts with materials' names displayed (in compliance with BAM standards)	Consumable bottles/ waste toner bottles	Yes	Yes
	Other parts with materials' names displayed	Yes	No

#### Example of a basic ISO materials display

Full material name: Acrylonitrile-butadiene-styrene  
Uses: Cassettes, covers

>ABS<

#### Example of an SPI code\* display

Full material name: Polyethylene-Terephthalate  
\*This symbol is part of a system proposed by the US plastics industry to encourage the recycling of plastic bottles and containers.



#### 4) No Use of Harmful Materials

##### Photoconductor drum

OPC (Organic Photoconductor) is used rather than toxic substances such as cadmium or selenium.

##### Plastic resin parts

To eliminate or minimize the generation of dioxins and hydrogen chloride, which are harmful to both people and the environment, Minolta rigorously restricts the use of any parts or materials containing substances that can emit dioxins or hydrogen chloride.

Restricted substances	Basis for restriction
All chlorine-based flame-retardant	<ul style="list-style-type: none"> <li>● Dioxins regulation (German governmental regulations)</li> <li>■ BAM Standards</li> </ul>
Bromine-based flame-retardant PBBs	
Bromine-based flame-retardant PBDEs	
PVC (polyvinyl chloride)	Social trends in Europe*

\*Movements to eliminate the use of PVCs are underway in some parts of Germany and the Netherlands.

## 4. Features and Functions

### 5) Use of Recycled Materials

Standardization for the use of recycled resin materials are gradually becoming unified through various international standards and regulations that make their use mandatory, such as the Blue Angel Mark (BAM) and Nordic Swan, as well as through governmental procurement programs. Minolta's new series of digital copiers reflect this trend with the use of recycled resins in some of their "Digital Green" parts, as well as some exterior and interior components.

### 6) Energy Saving Functions

The Di650 is equipped with three power saving functions that reduce power consumption based on specified time intervals.

#### Auto Low Power

Automatically reduces power to below 255W after a specified period of copier inactivity.

- Default: 15 min
- Alternate Settings: 5/10/15/30/60/90/120 min

#### Auto Shut-Off

Automatically reduces power to below 20W after a specified period of copier inactivity.

- Default: 90 min
- Alternate Settings: 15/30/60/90/120/240 min

#### Weekly Timer

Activates the copier for a specified amount of time.

(Can be operated using a password even during the period of inactivity)

### 7) Toner Recycling System

Toner used in the Di650 is recycled 100%. Un-transferred toner that remains on the photoconductor is removed by the cleaning blade, carried through the recycle duct, and resent to the developing unit. This process eliminates the generation of waste toner.

### 8) Quiet Operation

Less than 79dB(A) during operation (BAM compliant), and less than 55dB(A) when idle.

### 9) Low Ozone Emission

The Di650 maintains a low ozone emission level that complies with BAM standards.

### 10) Polymerized Toner

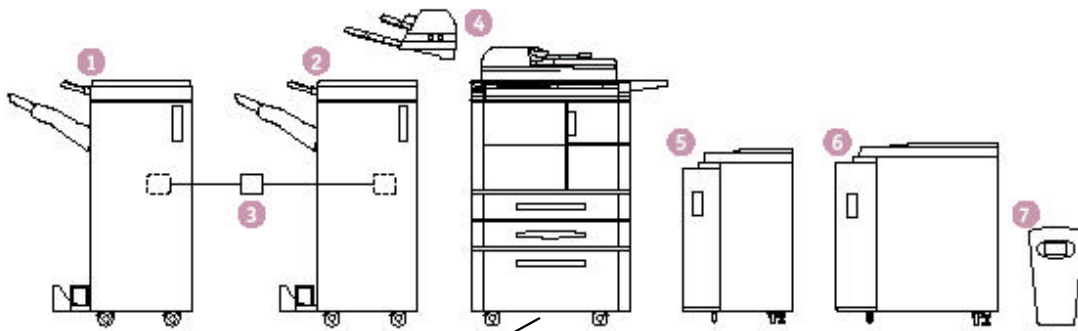
Reduced harmful emissions:

Carbonic acid gas, oxidized nitrogen and oxidized sulfur, have all been reduced by 30% in the polymerized toner production procedure, when compared to conventional pulverized toner.

Improved toner consumption efficiency:

Toner consumption has been reduced with the smaller and more uniform toner particle.

## 5. System Overview



### **Di650 Print Engine**

65 ppm (8-1/2" x 11" portrait), true 600 x 600 dpi resolution, 64 MB Memory (Standard), (2) 500-sheet universal paper drawers, (1) 1,500-sheet paper drawer, 100-sheet manual bypass.

#### **1.) Basic Finisher (FN-112) <Optional>**

Permits sorting and stapling of copy and printer printouts.

#### **2.) Advanced Finisher (FN-6) <Optional>**

Permits sorting, grouping, stapling, folding and and post-insertion of copy and printer printouts.

#### **3.) Punch Kit (PK-2) <Optional>**

Enables 3-Hole Punching when installed on the FN-112 or FN-6.

#### **4.) Cover Inserter B <Optional>**

Enables insertion of pre-printed or colored covers during binding when installed on the FN-112 or FN-6.

#### **5.) Large Capacity Cassette (C-403) <Optional>**

Holds up to 4,000 sheets of 8-1/2" x 11" paper (portrait).

#### **6.) Large Capacity Cassette (C-404) <Optional>**

Holds up to 4,000 sheets of up to 12" x 18" paper.

#### **7.) Printer Controller (Pi6500Pro) <Optional>**

When installed, enables the machine to perform printing and scanning functions.

#### **• Hard Disk Drive Kit (HDD-2) <Optional>**

#### **• 64MB Memory Expansion (M64-1) <Optional>**

#### **• 128MB Memory Expansion (M128-1) <Optional>**

#### **• 256MB Memory Expansion (M256-1) <Optional>**

Expands the memory capacity of the machine to maximum of 320MB\*.

\* The 64MB Memory that comes standard is non-removable. Therefore, any of the above can be installed into the one available expansion slot to provide total memory configurations of 128MB, 192MB and 320MB respectively.

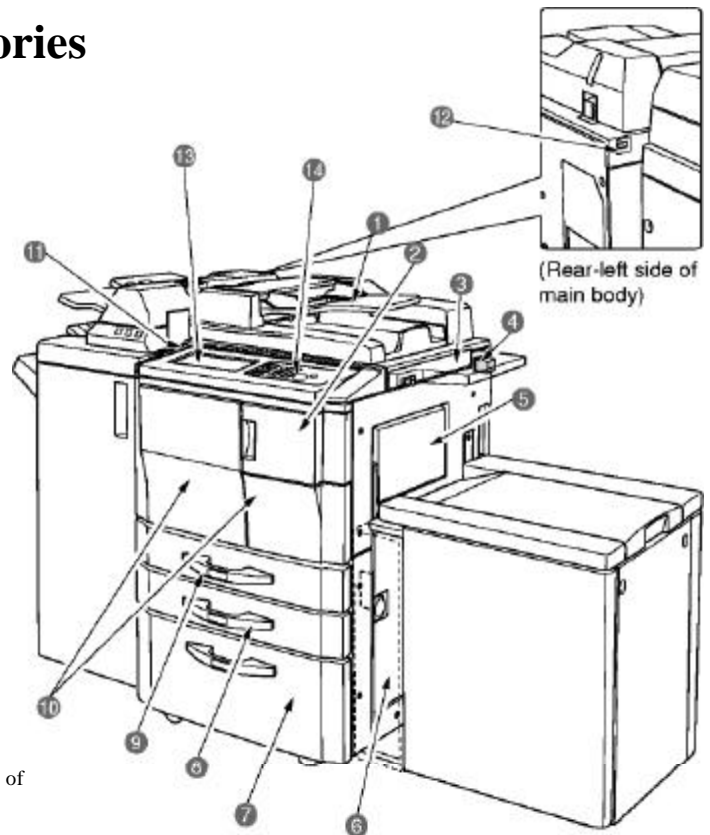


# 6. Parts Identification

## 1) Machine Parts and Accessories

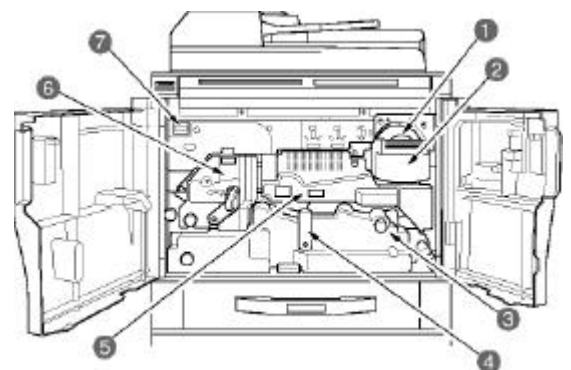
### Copier Exterior

- 1) EDH (Electrical Document Handler):**  
Automatically feeds multiple originals individually onto the platen glass for copying.
- 2) Toner access door:** Opens for toner replacement.
- 3) Work table:** Provides a convenient workspace for documents both before and after copying.
- 4) Key counter (option):** Displays the number of copies made on the machine.
- 5) 100-sheet bypass tray:** Used for small quantity copying.
- 6) Right side door:** Opens to allow the removal of misfed paper.
- 7) Tray 3 (universal tray):** Is user-adjustable and holds 1,500 sheets of 5" X 8" to 12" X 18" paper.
- 8) Tray 2 (universal tray):** Is user-adjustable and holds 500 sheets of 5" X 8" to 12" X 18" paper.
- 9) Tray 2 (universal tray):** Is user-adjustable and holds 500 sheets of 5" X 8" to 12" X 18" paper.
- 10) Front doors:** Opens to the internal copier to allow the clearing of misfed paper.
- 11) Power switch:** Turns the copier power On/Off when pressed.
- 12) Main power switch:** Turns the machine's power On/Off and operates it as a copier/scanner/server/printer.
- 13) LCD touch screen:** Displays interactive operation screens.
- 14) Control panel:** Controls copier operations.



### Copier Interior

- 1) Toner cartridge:** Holds toner, and is to be replaced when supplying toner.
- 2) Toner cartridge holder lever:** Can be pulled forward to withdraw the toner cartridge holder and replace the toner cartridge.
- 3) Conveyance/Fixing unit:** Passes paper through the drum unit and fuses the toner onto the copy paper. It is to be withdrawn for the removal of misfed paper.
- 4) Lever A:** Can be moved to withdraw the conveyance fixing unit for the removal of misfed paper.
- 5) Drum unit:** Forms the copy image.
- 6) Fixing unit:** Fuses the toner onto the copy paper.
- 7) Total counter:** Indicates the total number of copies and prints made.



## 6. PARTS IDENTIFICATION

### 1) Machine Parts and Accessories

#### Options

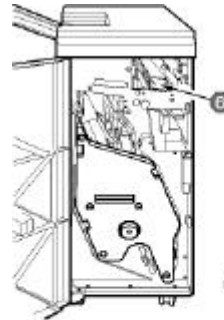
##### Finisher (FN-6)

- 1) **Finisher door:** Opens to the internal Finisher to allow the clearing of misfed paper, replacement of staples and the emptying of the Punch kit trash basket.
- 2) **Booklet mode outlet:** Ejects finished copied sets when selecting Folding mode, Stapling & Folding mode, or Tri-folding mode.
- 3) **Booklet tray:** Holds sets ejected in Folding mode, Stapling & Folding mode, or Tri-folding mode.
- 4) **Primary (Main) tray:** Holds sets ejected in Non-sort mode, Sort mode (offset), Staple sort mode, or Group mode (offset).
- 5) **Secondary (Sub) tray:** Holds sets ejected in Non-sort mode or Group mode with face down/up mode.



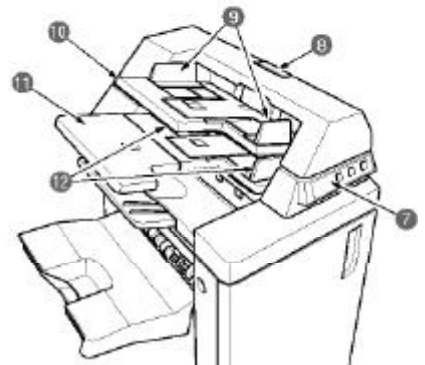
##### Punch Kit (PK-2)

- 6) **PK-2 Punch kit (option):** Punches holes in printouts for filing.



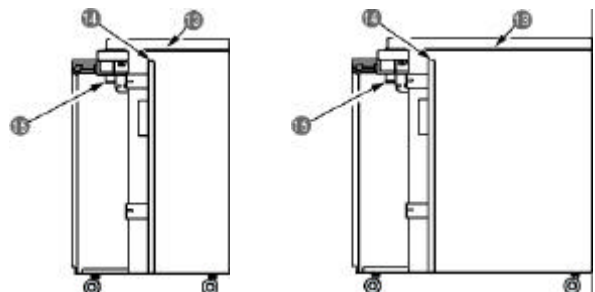
##### Cover Inserter

- 7) **Cover Inserter control panel:** Controls cover Inserter operations.
- 8) **Upper unit release lever:** Can be moved to slide the upper unit of the cover Inserter for the removal of misfed paper.
- 9) **Upper tray guide plates:** Hold cover sheets in a fixed position.
- 10) **Upper tray:** Holds cover sheets for use in cover sheet output mode.
- 11) **Lower tray:** Holds cover sheets for use in cover sheet output mode, or a copied set in manual Stapling/Punching/Tri-folding mode.
- 12) **Lower tray guide plates:** Holds cover sheets in a fixed position.



##### Large Capacity Cassette (C-403) / (C-404)

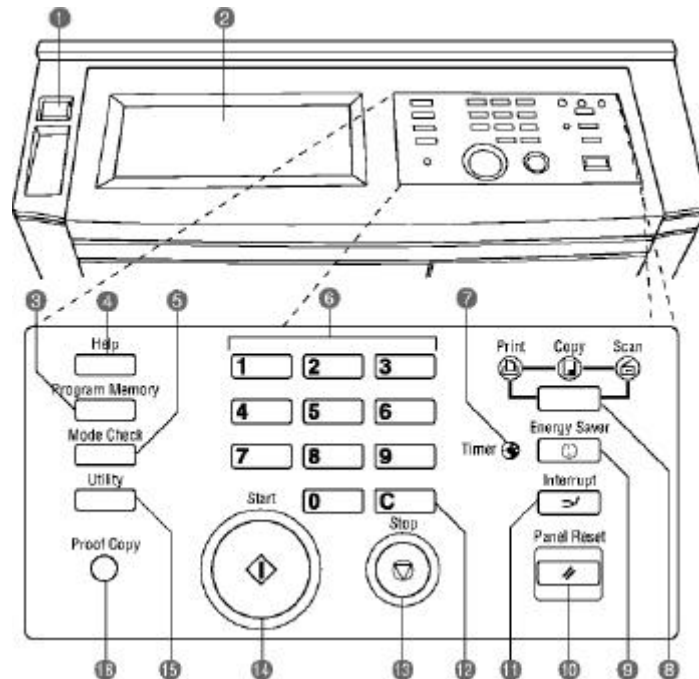
- 13) **LCC top door:** Opens to allow paper loading.
- 14) **LCC left side door:** Opens to allow the removal of misfed paper.
- 15) **LCC lever:** Can be moved downward to facilitate the easy removal of misfed paper.





## 6. PARTS IDENTIFICATION

### 2) Control Panel Keys and Indicators



#### 1) Power Switch

Turns copier power On/Off when pressed.

#### 2) LCD Touch Screen

Displays machine and copy status, help information, interactive screens, and touch keys for selecting all functions..

#### 3) Program Memory

Displays screens for selecting job store/job recall functions.

#### 4) Help

Displays the help screen for a currently selected function, or accesses the Key Operator Mode Screen.

#### 5) Mode Check

Displays a screen showing all settings selected for the current job.

#### 6) Keypad

Enters numeric values.

#### 7) Timer

Illuminates when the timer function is set.

#### 8) Mode

Switches the machine's operation mode to copy, scan, and print in turn.

#### 9) Energy Saver

Activates the energy-saving mode during period of copier inactivity, or activates timer interrupt mode when the weekly timer function is active.

#### 10) Panel Reset

Restores copier to Automatic mode settings or to Key Operator settings.

#### 11) Interrupt

Stops in progress copying to allow copying from the platen glass.

#### 12) [C](Clear)

Allows the resetting of the print quantity.

#### 13) Stop

Stops the copying sequence and deletes the stored memory.

#### 14) Start

Activates copying or scanning.

#### 15) Utility

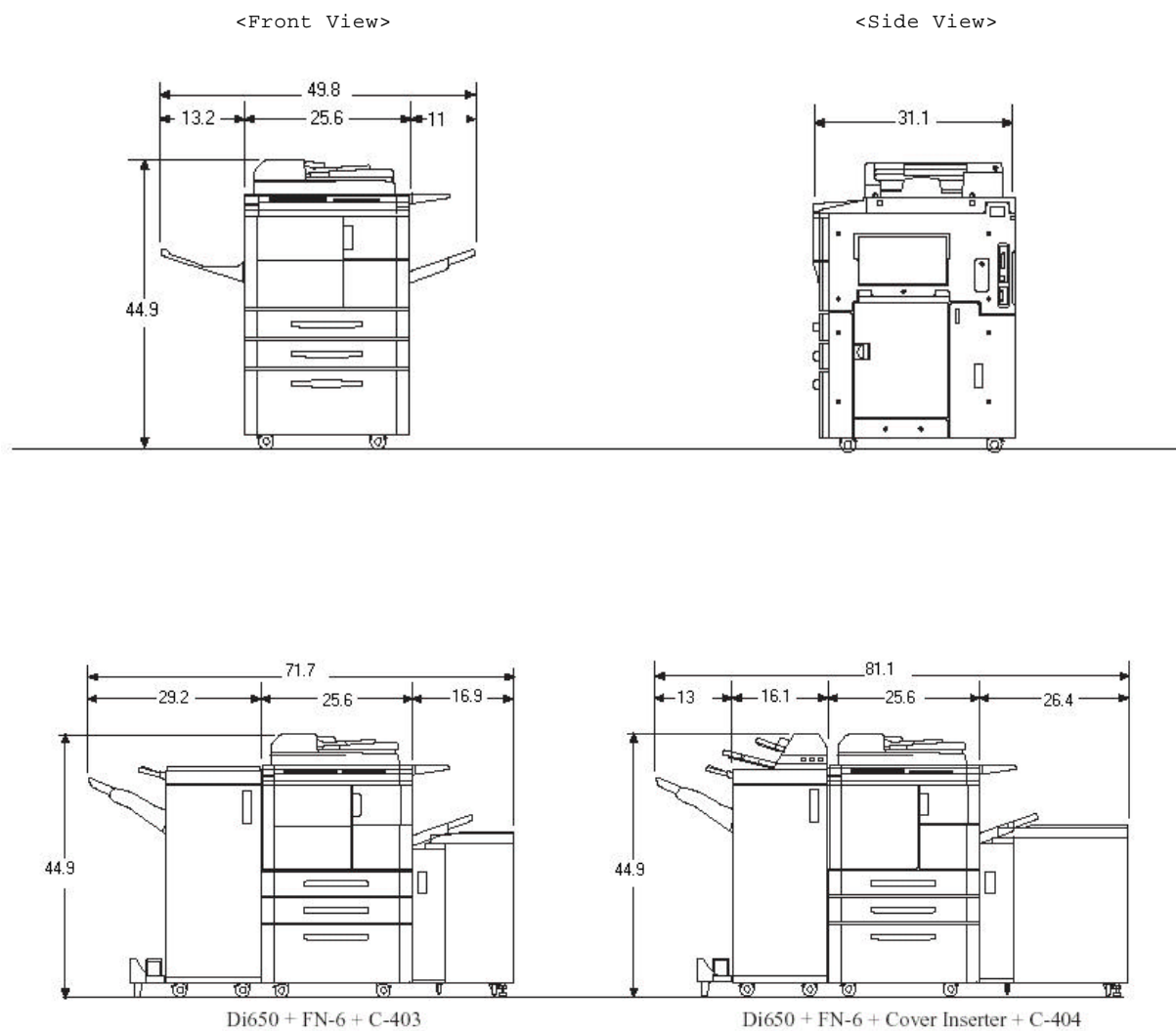
Displays the Counter Screen or accesses programming modes for setting special functions.

#### 16) Proof Copy

Prints out a single set of copies to confirm whether the current settings are selected properly.

# 7. Space Requirements

Dimensions (unit: inches)



## 8. Comparison with Competitors

### Di650 vs. Canon IR 6000

Manufacturer	Minolta	Canon
Model	Di650	IR 6000
SRP		\$21,500
Launch Date	Dec-01	Aug-01
Also sold as:	Konica 7165	None
Recommended Monthly Volume	300,000	230,000
<b>Functionality:</b>		
Copier	Standard	Standard
Network Printer	Option	Option
Printer	Option	Option
Fax	No	No
Scanner	Option	Option
<b>General Features:</b>		
First Copy Time	3.1 sec	3.8 sec
Copy Speed (8-1/2" x 11")	65 cpm	60 cpm
Copy Speed (11" x 17")	38 cpm	30 cpm
Warm-up Time (minutes)	6 min	6 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	5 / 4150
Min. / Max. Paper Weights	16 - 110 lb	17 - 110 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	50 / 17 - 110 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	6 / 7650
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	4-1/8" x 5-7/8"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	600 x 600 / 600 x 600
Feeder Speed (sheets/min)	65	55
Feeder Capacity	100	100
Feeder Paper Weights	16 - 110 lb	13 - 32 lb
Mixed-sized Originals	Yes	No
Max. Qty. Select	9,999	999
Footprint (cubic feet)	21.7	19.2
Weight (lbs)	445	462
Power Requirements	120V / 20A	115V, 15A
<b>Finisher</b>	Option	Option
Max. Finishing Capacity	3,000	2,000
Stapler Capacity	50	50
Stapler Positions	6	6
Hole Punch	Option	Option
Folding	Option	Option
Post Sheet Inserter	Option	No
<b>Copier Features:</b>		
Book Copy	Yes	Yes
Booklet Mode	Yes	Yes
Copy Control (# of Accounts)	1,000	100
Full Bleed 11" x 17" Copying	Yes	No
Image Overlay	Yes	No
Job Programs (#)	30	9
Job Time	Yes	Yes
Tandem (copy / print)	Option / No	No / No
Zoom Range	25% - 400%	25% - 400%
<b>Printer Specifications:</b>		
Print Speed (8-1/2" x 11") ppm	65	60
Print Resolution (enhanced)	N/A	2400 x 600 dpi
Print Resolution (standard)	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e/6, PS .3
Optional PDL/PCL	No	No
<b>Connectivity:</b>		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	Yes
Mac Support	Yes	Yes
Parallel Interface	Standard	Option
Ethernet	Option	Option
Token Ring	Option	Option
NetWare	Yes	Yes
AS/400	Option (3rd Party)	No
<b>Scanner Functions:</b>		
Resolution	600 x 600 dpi	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	60
TWAIN Compliant	Yes	Yes
<b>Consumables:</b>		
Drum Yield	500,000	3,000,000
Toner Yield	47,500	33,000
Starter Yield	250,000	N/A

## 8. Comparison with Competitors

### Di650 vs. Kyocera Mita KM-6230

Manufacturer	Minolta	Kyocera Mita
Model	Di650	KM-6230
SRP		\$21,800
Launch Date	Dec-01	Aug-00
Also sold as:	Konica 7165	Royal Copystar RI-6230
Recommended Monthly Volume	300,000	300,000
<b>Functionality:</b>		
Copier	Standard	Standard
Network Printer	Option	Option
Printer	Option	No
Fax	No	No
Scanner	Option	Option
<b>General Features:</b>		
First Copy Time	3.1 sec	3.6 sec
Copy Speed (8-1/2" x 11")	65 cpm	62 cpm
Copy Speed (11" x 17")	38 cpm	32 cpm
Warm-up Time (minutes)	6 min	6 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	4 / 4200
Min. / Max. Paper Weights	16 - 110 lb	16 - 90 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	100 / 13 - 110 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	5 / 8200
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	5-1/2" x 8-1/2"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	600 x 600 / 600 x 600
Feeder Speed (sheets/min)	65	62
Feeder Capacity	100	100
Feeder Paper Weights	16 - 110 lb	INA
Mixed-sized Originals	Yes	Yes
Max. Qty. Select	9,999	999
Footprint (cubic feet)	21.7	22.6
Weight (lbs)	445	441
Power Requirements	120V / 20A	120V, 16A
<b>Finisher</b>	Option	Option
Max. Finishing Capacity	3,000	3,000
Stapler Capacity	50	50
Stapler Positions	6	3
Hole Punch	Option	Option
Folding	Option	Option
Post Sheet Inserter	Option	No
<b>Copier Features:</b>		
Book Copy	Yes	Yes
Booklet Mode	Yes	Yes
Copy Control (# of Accounts)	1,000	1,000
Full Bleed 11" x 17" Copying	Yes	No
Image Overlay	Yes	Yes
Job Programs (#)	30	7
Job Time	Yes	Yes
Tandem (copy / print)	Option / No	Option / No
Zoom Range	25% - 400%	25% - 400%
<b>Printer Specifications:</b>		
Print Speed (8-1/2" x 11") ppm	65	62
Print Resolution (enhanced)	N/A	INA
Print Resolution (standard)	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e/6, PS 2
Optional PDL/PCL	No	No
<b>Connectivity:</b>		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	No
Mac Support	Yes	Yes
Parallel Interface	Standard	Option
Ethernet	Option	Option
Token Ring	Option	No
NetWare	Yes	Yes
AS/400	Option (3rd Party)	INA
<b>Scanner Functions:</b>		
Resolution	600 x 600 dpi	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	58 @ 200 dpi
TWAIN Compliant	Yes	Yes
<b>Consumables:</b>		
Drum Yield	500,000	3,600,000
Toner Yield	47,500	30,000
Starter Yield	250,000	300,000

## 8. Comparison with Competitors

### Di650 vs. Oce 3165

Manufacturer	Minolta	Oce
Model	Di650	3165
SRP		\$39,000
Launch Date	Dec-01	Apr-97
Also sold as:	Konica 7165	None
Recommended Monthly Volume	300,000	250,000
<b>Functionality:</b>		
Copier	Standard	Standard
Network Printer	Option	Option
Printer	Option	No
Fax	No	No
Scanner	Option	Option
<b>General Features:</b>		
First Copy Time	3.1 sec	8.5 sec
Copy Speed (8-1/2" x 11")	65 cpm	62 cpm
Copy Speed (11" x 17")	38 cpm	30 cpm
Warm-up Time (minutes)	6 min	7 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	4 / 3750
Min. / Max. Paper Weights	16 - 110 lb	16 - 90 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	1 / 16 - 110 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	4 / 3750
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	5-1/2" x 8-1/2"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	600 x 600 / 400 x 400
Feeder Speed (sheets/min)	65	60
Feeder Capacity	100	50
Feeder Paper Weights	16 - 110 lb	16 - 110 lb
Mixed-sized Originals	Yes	No
Max. Qty. Select	9,999	9,999
Footprint (cubic feet)	21.7	64.8
Weight (lbs)	445	910
Power Requirements	120V / 20A	220V, 20A
<b>Finisher</b>	Option	Standard
Max. Finishing Capacity	3,000	1,650
Stapler Capacity	50	50
Stapler Positions	6	1
Hole Punch	Option	No
Folding	Option	No
Post Sheet Inserter	Option	No
<b>Copier Features:</b>		
Book Copy	Yes	No
Booklet Mode	Yes	No
Copy Control (# of Accounts)	1,000	2,000
Full Bleed 11" x 17" Copying	Yes	No
Image Overlay	Yes	Yes
Job Programs (#)	30	No
Job Time	Yes	No
Tandem (copy / print)	Option / No	No / No
Zoom Range	25% - 400%	25% - 400%
<b>Printer Specifications:</b>		
Print Speed (8-1/2" x 11") ppm	65	62
Print Resolution (enhanced)	N/A	N/A
Print Resolution (standard)	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e
Optional PDL/PCL	No	PS .2
<b>Connectivity:</b>		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	Yes
Mac Support	Yes	Yes
Parallel Interface	Standard	No
Ethernet	Option	Option
Token Ring	Option	No
NetWare	Yes	Yes
AS/400	Option (3rd Party)	No
<b>Scanner Functions:</b>		
Resolution	600 x 600 dpi	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	66
TWAIN Compliant	Yes	No
<b>Consumables:</b>		
Drum Yield	500,000	750,000
Toner Yield	47,500	150,000
Starter Yield	250,000	N/A

## 8. Comparison with Competitors

### Di650 vs. Panasonic DP 6000

Manufacturer	Minolta	Panasonic
Model	Di650	DP-6000
SRP		
Launch Date	Dec-01	Nov-01
Also sold as:	Konica 7165	None
Recommended Monthly Volume	300,000	INA
<b>Functionality:</b>		
Copier	Standard	Standard
Network Printer	Option	Option
Printer	Option	Option
Fax	No	No
Scanner	Option	Option
<b>General Features:</b>		
First Copy Time	3.1 sec	2.7 sec
Copy Speed (8-1/2" x 11")	65 cpm	60 cpm
Copy Speed (11" x 17")	38 cpm	INA
Warm-up Time (minutes)	6 min	3 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	5 / 2700
Min. / Max. Paper Weights	16 - 110 lb	INA
Bypass Capacity / Weights	100 / 16 - 110 lb	50 / INA
Max. Paper Capacity (# sources / capacity)	5 / 6600	6 / 6300
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	INA
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	400 x 400 / 600 x 600
Feeder Speed (sheets/min)	65	75
Feeder Capacity	100	70
Feeder Paper Weights	16 - 110 lb	INA
Mixed-sized Originals	Yes	No
Max. Qty. Select	9,999	999
Footprint (cubic feet)	21.7	18.4
Weight (lbs)	445	408
Power Requirements	120V / 20A	INA
<b>Finisher</b>	Option	Option
Max. Finishing Capacity	3,000	2,000
Stapler Capacity	50	50
Stapler Positions	6	INA
Hole Punch	Option	Option
Folding	Option	No
Post Sheet Inserter	Option	No
<b>Copier Features:</b>		
Book Copy	Yes	INA
Booklet Mode	Yes	INA
Copy Control (# of Accounts)	1,000	INA
Full Bleed 11" x 17" Copying	Yes	No
Image Overlay	Yes	INA
Job Programs (#)	30	INA
Job Time	Yes	INA
Tandem (copy / print)	Option / No	No / No
Zoom Range	25% - 400%	25% - 400%
<b>Printer Specifications:</b>		
Print Speed (8-1/2" x 11") ppm	65	60
Print Resolution (enhanced)	N/A	2400 x 2400dpi
Print Resolution (standard)	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e/6
Optional PDL/PCL	No	PS 3
<b>Connectivity:</b>		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	No
Mac Support	Yes	Yes
Parallel Interface	Standard	Option
Ethernet	Option	Option
Token Ring	Option	No
NetWare	Yes	Yes
AS/400	Option (3rd Party)	INA
<b>Scanner Functions:</b>		
Resolution	600 x 600 dpi	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	51.6
TWAIN Compliant	Yes	Yes
<b>Consumables:</b>		
Drum Yield	500,000	120,000
Toner Yield	47,500	INA
Starter Yield	250,000	INA

## 8. Comparison with Competitors

### Di650 vs. Ricoh AFICIO 700

Manufacturer	Minolta	Ricoh
Model	Di650	AFICIO 700
SRP		\$24,910
Launch Date	Dec-01	May-00
Also sold as:	Konica 7165	Gestetner 3370, Lanier 5470, Savin 2070DP
Recommended Monthly Volume	300,000	200,000
<b>Functionality:</b>		
Copier	Standard	Standard
Network Printer	Option	Option
Printer	Option	INA
Fax	No	No
Scanner	Option	No
<b>General Features:</b>		
First Copy Time	3.1 sec	3.5 sec
Copy Speed (8-1/2" x 11")	65 cpm	70 cpm
Copy Speed (11" x 17")	38 cpm	INA
Warm-up Time (minutes)	6 min	5.5 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	5 / 4250
Min. / Max. Paper Weights	16 - 110 lb	14 - 110 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	50 / 14 - 90 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	6 / 7750
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	5-1/2" x 8-1/2"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	600 x 600 / 600 x 600
Feeder Speed (sheets/min)	65	70
Feeder Capacity	100	100
Feeder Paper Weights	16 - 110 lb	14 - 42 lb
Mixed-sized Originals	Yes	Yes
Max. Qty. Select	9,999	999
Footprint (cubic feet)	21.7	20.7
Weight (lbs)	445	414.5
Power Requirements	120V / 20A	120V, 20A
<b>Finisher</b>	Option	Option
Max. Finishing Capacity	3,000	3,000
Stapler Capacity	50	50
Stapler Positions	6	4
Hole Punch	Option	Option
Folding	Option	Option
Post Sheet Inserter	Option	No
<b>Copier Features:</b>		
Book Copy	Yes	Yes
Booklet Mode	Yes	Yes
Copy Control (# of Accounts)	1,000	500
Full Bleed 11" x 17" Copying	Yes	No
Image Overlay	Yes	No
Job Programs (#)	30	10
Job Time	Yes	Yes
Tandem (copy / print)	Option / No	Yes / No
Zoom Range	25% - 400%	25% - 400%
<b>Printer Specifications:</b>		
Print Speed (8-1/2" x 11") ppm	65	70
Print Resolution (enhanced)	N/A	2400 x 600dpi
Print Resolution (standard)	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e/6
Optional PDL/PCL	No	PS 3
<b>Connectivity:</b>		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	No
Mac Support	Yes	Yes
Parallel Interface	Standard	Standard
Ethernet	Option	Option
Token Ring	Option	No
NetWare	Yes	Yes
AS/400	Option (3rd Party)	Option
<b>Scanner Functions:</b>		
Resolution	600 x 600 dpi	N/A
Scan Speed (8-1/2" x 11" b&w) ppm	65	N/A
TWAIN Compliant	Yes	N/A
<b>Consumables:</b>		
Drum Yield	500,000	360,000
Toner Yield	47,500	43,000
Starter Yield	250,000	300,000



## 8. Comparison with Competitors

### Di650 vs. Sharp AR-650 / Toshiba e-STUDIO 65

Manufacturer	Minolta	Sharp	Toshiba
Model	Di650	AR-650	e-STUDIO 65
SRP		\$24,595	\$26,999
Launch Date	Dec-01	Mar-01	Apr-01
Also sold as:	Konica 7165	Toshiba e-STUDIO 65, Lanier 5565	Sharp AR-650, Lanier 5565
Recommended Monthly Volume	300,000	400,000	400,000
<b>Functionality:</b>			
Copier	Standard	Standard	Standard
Network Printer	Option	Option	Option
Printer	Option	Option	Option
Fax	No	No	No
Scanner	Option	No	Option
<b>General Features:</b>			
First Copy Time	3.1 sec	3.6 sec	3.6 sec
Copy Speed (8-1/2" x 11")	65 cpm	65 cpm	65 cpm
Copy Speed (11" x 17")	38 cpm	38 cpm	38 cpm
Warm-up Time (minutes)	6 min	7 min	7 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	5 / 5600	5 / 5600
Min. / Max. Paper Weights	16 - 110 lb	17 - 22 lb	17 - 22 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	100 / 17 - 32 lb	100 / 17 - 32 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	5 / 5600	5 / 5600
Max. Original Size	11" x 17"	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	11" x 17"	11" x 17"
Min. Output Size	4-1/8" x 5-7/8"	5-1/2" x 8-1/2"	5-1/2" x 8-1/2"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	600 x 600 / 600 x 2,400	600 x 600 / 600 x 2,400
Feeder Speed (sheets/min)	65	65	65
Feeder Capacity	100	60	60
Feeder Paper Weights	16 - 110 lb	16 - 24 lb	16 - 24 lb
Mixed-sized Originals	Yes	Yes	Yes
Max. Qty. Select	9,999	999	999
Footprint (cubic feet)	21.7	26.6	26.6
Weight (lbs)	445	552	552
Power Requirements	120V / 20A	115V, 20A	115V, 20A
<b>Finisher</b>	Option	Option	Option
Max. Finishing Capacity	3,000	2,500	2,500
Stapler Capacity	50	50	50
Stapler Positions	6	3	3
Hole Punch	Option	Option	Option
Folding	Option	Option	Option
Post Sheet Inserter	Option	No	No
<b>Copier Features:</b>			
Book Copy	Yes	Yes	Yes
Booklet Mode	Yes	Yes	Yes
Copy Control (# of Accounts)	1,000	120	120
Full Bleed 11" x 17" Copying	Yes	No	No
Image Overlay	Yes	No	No
Job Programs (#)	30	4	4
Job Time	Yes	Yes	Yes
Tandem (copy / print)	Option / No	No / No	No / No
Zoom Range	25% - 400%	25% - 400%	25% - 400%
<b>Printer Specifications:</b>			
Print Speed (8-1/2" x 11") ppm	65	65	65
Print Resolution (enhanced)	N/A	600 x 2400 dpi	600 x 2400 dpi
Print Resolution standard)	600 x 600 dpi	600 x 600 dpi	600 x 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 5e/XL, PS 2	PCL 6
Optional PDL/PCL	No	No	PS 3
<b>Connectivity:</b>			
Windows (95/98/NT/2000/Me) Support	Yes	Yes	Yes
UNIX Support	No	Yes	Yes
Mac Support	Yes	Yes	Yes
Parallel Interface	Standard	Option	Standard
Ethernet	Option	Option	Option
Token Ring	Option	Option	Option
NetWare	Yes	Yes	Yes
AS/400	Option (3rd Party)	Yes	Yes
<b>Scanner Functions:</b>			
Resolution	600 x 600 dpi	N/A	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	N/A	65
TWAIN Compliant	Yes	N/A	Yes
<b>Consumables:</b>			
Drum Yield	500,000	400,000	400,000
Toner Yield	47,500	60,000	60,000
Starter Yield	250,000	400,000	400,000

## 8. Comparison with Competitors

### Di650 vs. Xerox DC 470ST

Manufacturer	Minolta	Xerox
Model	Di650	DC 470ST
SRP		\$46,000
Launch Date	Dec-01	Jun-00
Also sold as:	Konica 7165	None
Recommended Monthly Volume	300,000	250,000
Functionality:		
Copier	Standard	Standard
Network Printer	Option	Standard
Printer	Option	Standard
Fax	No	Option
Scanner	Option	Option
General Features:		
First Copy Time	3.1 sec	6.8 sec
Copy Speed (8-1/2" x 11")	65 cpm	65 cpm
Copy Speed (11" x 17")	38 cpm	32 cpm
Warm-up Time (minutes)	6 min	4 min
Std. Paper Capacity (# sources / capacity)	4 / 2600	5 / 2150
Min. / Max. Paper Weights	16 - 110 lb	16 - 110 lb
Bypass Capacity / Weights	100 / 16 - 110 lb	50 / 16 - 110 lb
Max. Paper Capacity (# sources / capacity)	5 / 6600	6 / 5150
Max. Original Size	11" x 17"	11" x 17"
Max. Output Size	12" x 18"	12" x 18"
Min. Output Size	4-1/8" x 5-7/8"	4-1/8" x 5-7/8"
Scan/Copy Resolution (dpi)	600 x 600 / 600 x 600	400 x 600 / 600 x 600
Feeder Speed (sheets/min)	65	65
Feeder Capacity	100	75
Feeder Paper Weights	16 - 110 lb	16 - 32 lb
Mixed-sized Originals	Yes	Yes
Max. Qty. Select	9,999	9,999
Footprint (cubic feet)	21.7	49.8
Weight (lbs)	445	538
Power Requirements	120V / 20A	115 V / 20 A
Finisher	Option	Standard
Max. Finishing Capacity	3,000	2,000
Stapler Capacity	50	50
Stapler Positions	6	3
Hole Punch	Option	No
Folding	Option	No
Post Sheet Inserter	Option	No
Copier Features:		
Book Copy	Yes	Yes
Booklet Mode	Yes	Yes
Copy Control (# of Accounts)	1,000	11,000
Full Bleed 11" x 17" Copying	Yes	Yes
Image Overlay	Yes	No
Job Programs (#)	30	10
Job Time	Yes	No
Tandem (copy / print)	Option / No	No / No
Zoom Range	25% - 400%	25% - 400%
Printer Specifications:		
Print Speed (8-1/2" x 11") ppm	65	65
Print Resolution (enhanced)	N/A	1800 x 1800 dpi
Print Resolution (standard)	600 x 600 dpi	600 X 600 dpi
Standard PDL/PCL	PCL 6, PS 3	PCL 6, PS 3
Optional PDL/PCL	No	No
Connectivity:		
Windows (95/98/NT/2000/Me) Support	Yes	Yes
UNIX Support	No	No
Mac Support	Yes	Yes
Parallel Interface	Standard	Standard
Ethernet	Option	Standard
Token Ring	Option	Option
NetWare	Yes	Yes
AS/400	Option (3rd Party)	Yes (3rd Party)
Scanner Functions:		
Resolution	600 x 600 dpi	600 x 600 dpi
Scan Speed (8-1/2" x 11" b&w) ppm	65	65
TWAIN Compliant	Yes	No
Consumables:		
Drum Yield	500,000	150,000
Toner Yield	47,500	23,500
Starter Yield	250,000	150,000

## 8. Comparison with Competitors

### Canon Image Runner 6000



#### **Strengths vs. Di650:**

- Standard paper capacity = 4,150 (vs. 2,600)
- Maximum paper capacity = 7,650 (vs. 6,600)
- Doesn't require 20A power
- Enhanced Mode printing at 2,400 x 600 dpi
- UNIX support
- Drum yield = 3M impressions (vs. 500K)
- Mono-component toner = no need for starter

#### **Weaknesses vs. Di650:**

- 60 cpm on letter (portrait) vs. 65 cpm
- 30 cpm on 11" x 17" (vs. 38 cpm)
- 50 sheet bypass (vs. 100)
- RADF speed is 55 opm (vs. 65 opm)
- RADF only handles 13 – 32 lb. (vs. 16 – 110lb.)
- No mixed-sized originals
- Max qty. select = 999 (vs. 9,999)
- Max finisher capacity = 2,000 (vs. 3,000)
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- Only 100 Copy Control accounts (vs. 1,000)
- No Image Overlay• Only 9 Job Programs (vs. 30)
- No Tandem Copy capability
- 60 ppm printing (vs. 65 ppm)
- No AS/400 support
- 60 ppm scanning (vs. 65 ppm)
- Toner yield = 33K (vs. 47.5K)

## 8. Comparison with Competitors

### Kyocera Mita KM-6230



#### **Strengths vs. Di650:**

- Standard paper capacity = 4,200 (vs. 2,600)
- Maximum paper capacity = 8,200 (vs. 6,600)
- Bypass can handle 13 lb. Bond (vs. 16 lb. Min.)
- Doesn't require 20A power
- Drum yield = 3.6M impressions (vs. 500K)
- Starter yield = 300K (vs. 250K)

#### **Weaknesses vs. Di650:**

- 62 cpm on letter (portrait) vs. 65 cpm
- 32 cpm on 11" x 17" (vs. 38 cpm)
- Max paper weight = 90 lb. (vs. 110 lb.)
- RADF speed is 62 opm (vs. 65 opm)
- Max qty. select = 999 (vs. 9,999)
- Only 3 Staple positions (vs. 6)
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- Only 7 Job Programs (vs. 30)
- 62 ppm printing (vs. 65 ppm)
- No PostScript level 3 support yet
- No Token Ring support
- No AS/400 support
- 58 ppm scanning at 200 dpi (vs. 65 @ 600 dpi)
- Toner yield = 30K (vs. 47.5K)

## 8. Comparison with Competitors

### Minolta DiALTA Di620



#### **Strengths vs. Di650:**

- Standard paper capacity = 3,850 (vs. 2,600)
- Maximum paper capacity = 7,250 (vs. 6,600)
- Extra Heavy Duty = 639 lbs. (vs. 445 lbs.)
- Doesn't require 20A power
- Starter yield = 400K (vs. 250K)
- 2-Hole Punch capability
- Proven Quality, Reliability & Ease of Use

#### **Weaknesses vs. Di650:**

- 62 cpm on letter (portrait) vs. 65 cpm
- 35 cpm on 11" x 17" (vs. 38 cpm)
- First copy time = 7.2 sec (vs. 3.1 sec)
- Max paper weight = 24 lb. (vs. 110 lb.)
- 400 x 400 dpi copy resolution (vs. 600 x 600)
- RADF speed is 62 opm (vs. 65 opm)
- Feed weights 14 – 29 lb. (vs. 16 – 110 lb.)
- Max qty. select = 999 (vs. 9,999)
- Large footprint = 55.9 cu ft (vs. 21.7 cu ft)
- Max finisher capacity = 2,500 sheets (vs. 3,000)
- Only 3 Staple positions (vs. 6)
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- Only 10 Job Programs (vs. 30)
- No Tandem Copy capability
- 62 ppm printing (vs. 65 ppm)
- No PCL 6 support
- No Scanning
- Drum yield = 400K (vs. 500K)

## 8. Comparison with Competitors

### Oce 3165



#### Strengths vs. Di650:

- CPC at high volumes (over 150K)
- Standard paper capacity = 3,750 (vs. 2,600)
- Extra Heavy Duty = 910 lbs. (vs. 445 lbs.)
- 2,000 Copy Control accounts (vs. 1,000)
- UNIX support
- Scans at 66 ppm (vs. 65 ppm)
- Drum yield = 750K (vs. 500K)
- Toner yield = 150K (vs. 47.5K)
- Mono-component toner = no need for starter

#### Weaknesses vs. Di650:

- SRP = \$39,000 !!!
- 62 cpm on letter (portrait) vs. 65 cpm
- 30 cpm on 11" x 17" (vs. 38 cpm)
- First copy time = 8.5 sec (vs. 3.1 sec)
- Max paper weight = 90 lb. (vs. 110 lb.)
- Single-sheet Bypass
- Max paper capacity = 3,750 (vs. 6,600)
- 400 x 400 dpi copy resolution (vs. 600 x 600)
- RADF speed is 60 opm (vs. 65 opm)
- Feeder capacity = 50 sheets (vs. 100)
- No mixed-size originals
- Large footprint = 64.8 cu ft (vs. 21.7 cu ft)
- Requires 220V power (vs. 120V)
- Max finisher capacity = 1,650 sheets (vs. 3,000)
- Only 1 staple position (vs. 6)
- No hole punch
- No folding
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- No book copy
- No booklet mode
- No Job Programming (vs. 30)
- No Job Time
- No Tandem Copy capability
- 62 ppm printing (vs. 65 ppm)
- No PCL 6 or PS 3 support
- No Token Ring support
- No Novell NDPS support
- No AS/400 support (8465 does)
- Scanning not TWAIN Compliant
- **BLACK PRINT LOOKS GRAY**

## 8. Comparison with Competitors

### Ricoh AFICIO 700



#### Strengths vs. Di650:

- 70 cpm letter (portrait) vs. 65 cpm
- Standard paper capacity = 4,250 (vs. 2,600)
- Maximum paper capacity = 7,750 (vs. 6,600)
- Can handle 14 lb. Bond (vs. 16 lb. Min.)
- Prints at 70 ppm (vs. 65 ppm)
- Enhanced Mode printing at 2,400 x 600 dpi
- Starter yield = 300K (vs. 250K)

#### Weaknesses vs. Di650:

- No scanning
- 50-sheet Bypass
- Max RADF paper weights = 42 lbs. (vs. 110 lb.)
- Max qty. select = 999 (vs. 9,999)
- Only 4 Staple positions (vs. 6)
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- 500 Copy Control Accounts (vs. 1,000)
- No Image Overlay
- Only 10 Job Programs (vs. 30)
- PS 3 Optional (vs. Standard)
- No Token Ring support
- Drum yield = 360K (vs. 500K)
- Toner yield = 43K (vs. 47.5K)



## 8. Comparison with Competitors

### Sharp AR-650 / Toshiba e-STUDIO 65



#### **Strengths vs. Di650:**

- Standard paper capacity = 5,600 (vs. 2,600)
- 600 x 2,400 dpi copy resolution (vs. 600 x 600)
- Enhanced Mode printing at 600 x 2,400 dpi
- UNIX support
- Standard AS/400 support (vs. Optional)
- Toner yield = 60K (vs. 47.5K)
- Starter yield = 400K (vs. 250K)

#### **Weaknesses vs. Di650:**

- Max paper weight = 32 lb. (vs. 110 lb.)
- RADF speed is 62 opm (vs. 65 opm)
- RADF capacity = 60 sheets (vs. 100)
- Max RADF weight = 24 lbs. (vs. 110 lb.)
- Max paper capacity = 5,600 sheets (vs. 6,600)
- Max qty. select = 999 (vs. 9,999)
- Max Finishing capacity = 2,500 (vs. 3,000)
- Only 3 Staple positions (vs. 6)
- No post sheet insertion
- No full bleed 11" x 17"
- No Tri-Fold capability
- 120 Copy Control Accounts (vs. 1,000)
- No Image Overlay
- Only 4 Job Programs (vs. 30)
- No Tandem Copy capability
- No PCL 6 support (only PCL 5e)
- No PS 3 support (only PS 2)
- Drum yield = 400K (vs. 500K)

## 8. Comparison with Competitors

### Xerox DocuCenter 470ST



#### **Strengths vs. Di650:**

- Printing / Fax are Standard
- Warm-up time = 4 min (vs. 6 min)
- 11,000 Copy Control Accounts (vs. 1,000)
- Enhanced Mode printing at 1,800 x 1,800 dpi
- Ethernet support is Standard

#### **Weaknesses vs. Di650:**

- SRP = \$46,000 !!!
- 32 cpm on 11" x 17" (vs. 38 cpm)
- First copy time = 6.8 sec (vs. 3.1 sec)
- 50-sheet Bypass (vs. 100-sheet)
- Std. Paper Capacity = 2,150 (vs. 2,600)
- Max paper capacity = 5,150 (vs. 6,600)
- 400 x 600 dpi scan resolution (vs. 600 x 600)
- Max 32 lb through RADF (vs. 110 lbs.)
- Feeder capacity = 75 sheets (vs. 100)
- Large footprint = 49.8 cu ft (vs. 21.7 cu ft)
- Max finisher capacity = 2,000 sheets (vs. 3,000)
- Only 3 staple position (vs. 6)
- No hole punch
- No folding
- No post sheet insertion
- No Tri-Fold capability
- No Image Overlay
- No Job Time
- No Tandem Copy capability
- 10 Job Programs (vs. 30)
- Scanning not TWAIN Compliant
- Drum yield = 150K (vs. 500K)
- Toner yield = 23.5K (vs. 47.5K)
- Starter yield = 150K (vs. 250K)

## 9. Selling Strategies

To be successful in selling the Minolta DiALTA Di650, you must be properly prepared. The best way to prepare yourself is to PRACTICE, PRACTICE, PRACTICE on the Di650 so that it's features become *solutions* to your prospects implied and specific needs. Minolta Education Centers offer a number of courses to help you. Of specific interest to the Di650 would be Digital Solutions, Fundamentals of Professional Consulting, and Networking Office Products. See the "Professional Development" link on Partnerlink for information and registration.

Minolta's Fundamentals of Professional Consulting provides sales professionals with the knowledge and skills to consult with customers, recommend the best digital office solutions, gain customers' commitment, and to improve one's overall professional success.

When walking into a customer's office think about selling the entire MINOLTA LINE , not just a single product. Listen to what the customer tells you about his or her applications, needs and requirements before you propose a solution. You may discover the potential for a multiple unit placement. Take the time to find out. Selling the MINOLTA SOLUTION can:

- 1) Keep your mind open to the best solution for the customer
- 2) Focus you on what the customer needs, not what you want to sell
- 3) Uncover applications you were unaware of, turning a copier sale into a Document Management Solution
- 4) Develop the need for an entire Minolta solution in the future
- 5) ***PUT MORE \$\$\$\$\$\$\$\$ IN YOUR POCKETS!!!!***

### ***Asking More Questions and Asking the Best Questions***

The key to providing the customer with the right solution is to ask questions and make those questions count. More open-ended detailed questions asked result in more information and fewer surprises down the road. Asking questions can also uncover opportunities to differentiate yourself, your company, and your product solution. Gear questions to uncover specific applications and needs that only you and your product can address. The Minolta *Fundamentals of Professional Consulting* training course reviews specific methods for developing, phrasing, and sequencing questions.

Features that differentiate the Di650 from the competition:

- You and Your Company
- Production orientation/construction
- Full Speed EDH
- Control Panel/LCD Touchscreen
- Intelligent Job Building
- Timer Functions
- High Quality Output
- Versatile Paper Handling
- All Drawers Universal Paper
- Tab Stock Capability
- Multiple Inserts
- Ledger Capable LCC - C-404
- Generous Paper Capacity
- Post Engine Cover Inserter
- 6-Position Staple
- High Yield Consumables /CPC
- Monthly Volume
- Factory trained Service.

## 9. Selling Strategies

Find applications and understand the customer's entire paper workflow. This can provide insights into proposing an entire solution, not merely a single copier placement.

Questions help you determine the best way to target your product presentation. We must identify specific features that solve problems, fulfill application requirements, or provide opportunities for the customer. Make sure your questions cover all the areas of the Action Selling Questions Map.

Minolta has a tool available to assist in uncovering needs and applications for digital product solutions, including the DiALTA Di650. Minolta's Digital Needs Analyzer (DNA) provides a guide for asking questions important in determining specific requirements of a new digital networked device. The DNA provides a systematic, thorough site survey that covers all aspects of document origination, reproduction, distribution, management, as well as the necessary information to determine connectivity readiness.

1. How are documents meant for distribution created?
2. What types of documents are created?
3. What quantities are required of typical distributed documents?
4. How many end users will potentially need to have access to a networked copier/printer/scanner?
5. Is documentation distribution a 2-stop process? (print one, copy many)
6. How is the typical document finished? (sorted, stapled, hole punched)
7. How many printers are currently available?
8. What type of network?

### ***Determining If The Di650 Is The Right Solution***

No two customers are identical. Each has specific needs and requirements. We can make some generalizations about certain businesses and what the typical applications and requirements are. By making these generalizations, we can prepare ourselves to ask the questions best suited for that particular market. We have listed, in this Product and Sales Guide, a few market categories that have applications suited for the Di650 solutions.

### ***Key Questions for All Markets***

1. Can booklet-making and tri-folding capability benefit your document creation? (*Brochures, flyers, reports,, pamphlets, newsletters, surveys, direct mail and more*)?
2. Is the quality of copied and/or printed documentation important to you?
3. Would having a networked device capable of printing, sorting, stapling, hole-punching and/or folding documents improve your productivity? (*Especially helpful if distribution is currently a 2-step process*)?
4. Is having tabs inserted or heavyweight covers important in creating a professional appearing document?

### ***General Target Markets***

Generally speaking, the Di650 will usually be sold into the Corporate/Workgroup Environment, or the Production Environment. To increase your chances for success and making money do a little pre-call planning. Ask yourself, "How does the Di650 make life better in the Workgroup Environment as a copier and/or printer?" Ask yourself the same question when calling on a Production Environment. By taking 20 minutes to outline your thoughts prior to a call, you'll show you've come prepared, and that you're *the* true professional out of all the vendors vying for the prospects business.

## 9. Selling Strategies

### **Specific Target Markets:**

There are several target markets in which the DiALTA Di650 production level multifunctional system should be centered around. First, the markets in which the Di650 was specifically designed for is the Print on Demand markets. These markets include:

- Print for pay
- Corporate

Other specific target markets in which the DiALTA Di650 both should be targeted towards for greater success include:

- Corporate Departmental Workgroups
- Legal
- Insurance
- Finance
- Real Estate/Mortgage
- Healthcare
- Government

More about each of these vertical markets are discussed below including a general description of their needs and specific applications ideal for the DiALTA Di650.

### ***Print On Demand Markets***

The Print on Demand markets are not just one market but several. However, they all have a few things in common. To define what “Print On Demand” means, it must be a market in which the following criteria are required:

- Print what is needed
- Print quantity that’s needed
- When it is needed
- Where it is needed

The markets that demand these things include the following:

- Print for pay:
  - Commercial Print Shops
  - Central Reproduction Departments
- Corporate:
  - Workgroups
  - Central Reproduction Departments
  - Data Centers

While most of the above is self explanatory, Central Reproduction Departments (CRDs) are listed in both areas because of how some companies position these departments within their organizations. The older, more traditional method is that a CRD is simply a “cost center” – an area in where expenses are incurred. While this may be true for many companies, there is a newer more progressive way to look at a CRD.

Realizing that a CRD can save a company money by not having to outsource print jobs, have led some companies to look at CRD’s as “profit centers” in where they can generate revenue from a cross-departmental basis.

## 9. Selling Strategies

Why does the print on demand market exist in the first place? The goals that all print on demand markets have in common are:

- Reduce waste
- Faster turnaround time
- Customization
- Reduce storage
- Fix errors before printing
- Always print a current document

Commercial Print/CRD/High production environments desire the following features when considering a copier/printer. The DiALTA Di650 excels in all of these areas:

- High volume page output
- Speed and tandem capability
- Flexible media handling
- Advanced finishing
- Long term reliability/Durability/Rugged construction
- Advanced connectivity
- Image Quality

Short run printing makes up a large portion, in fact epitomizes the print on demand market although long runs are not uncommon either. More than half of the work in the commercial printing world is short run – typically defined as less than 5,000 sheets. This portion of POD (Short run) has retail value of more than \$10.5 Billion – expect that number to increase to \$32 billion by year 2002.

Some surprising statistics about documents, according to “*Document Processing Technology*” are:

- 30 billion original documents used each year in US
- Cost of documents to corporate America is estimated to reach as much as 15% of annual corporate revenue
- Documents claim up to 60% of office workers time-accounting for 45% of labor costs
- 50% of documents are duplicates-just in case
- 60% of documents are obsolete

### ***Corporate Environment***

Within the corporate environment there are several opportunities to sell a Di650 with a Pi6500 print controller. Placing a high-speed printer on the network, one that provides a plethora of finishing capabilities, is ideal for departmental workgroup users. With a Pi6500 and Di650, users can print laser originals, perform document manipulation and control “*copier*” output operations from their desktop. In addition, users can save time in that they don’t have to print originals on the laser printer, pick them up, walk to the copier (maybe wait in line) and interact with the copier control panel to produce finished sets.

The Pi6500 and Di650 system was designed to be a perfect fit in the departmental workgroup environment via its fast print speed, paper handling, finishing capabilities, ease of use and integration for a variety of networks and application software.

Most office users would prefer this type of system instead of using many products to produce one finished job. Since the Di650 is a high-performance “Digital Document Delivery Systems”, it can handle the print jobs of most office environments with multiple users. Productivity is key.

### Print Applications for the Corporate Environment

Applications that are ideal for a Pi6500 print controller and a Di650 system include:

- **Signature booklet**—using booklet mode, fold and two-point stapling from the desktop, the Pi6500 and Di650 are ideally suited for printing booklets. Whether these booklets are marketing guides, annual reports, price lists, press releases or other information, the application is as easy as a couple of mouse clicks. (*Great for PowerPoint handouts.*)
- **Proposals**—printing word documents that include graphics, spreadsheets, charts and images (photographic images with 256 levels of gray) and finishing them with your choice of stapling, 3-hole punch and/or folding.
- **Newsletters**—produce short or long run newsletters or personalized updates incorporating high-quality graphics while taking advantage of the Minolta's throughput and advanced paper-handling features. Even tri-fold newsletters and flyers for simple distribution.
- **Presentations**—presentations and transparencies are printed on demand allowing corporations to add the professionalism of completed documents with fast turn-around times. *If your prospect uses PowerPoint, or something similar, you can bet it's printed for handouts!!*

The key to selling the Pi6500 and Di650 system to the corporate market is to show the customer how fast and easy the system can produce their jobs, regardless of the application. In order to do this, sales representatives need to understand the customer's applications, as well as their current methods of producing finished documents and compare the two. (For example, a typical office has approximately five to 10 laser printers [usually 8 to 12 ppm] and one to three stand-alone copiers shared by multiple users.

From a productivity and cost standpoint, time and money are wasted utilizing multiple machines via users printing originals on a laser printer, picking them up, walking to and possibly waiting in line at the copier, and then interacting with the copier's control panel for finished sets. Add in the total cost of buying and servicing multiple machines. The Minolta "Digital Document Delivery Systems" enable users to complete this process from their desktop with a few clicks of the mouse. In addition, a single device handling printing and copying saves money.

### Corporate Environment Emphasis

When proposing the Di650, be sure to emphasize:

- A true shared departmental resource.
- Low cost-per-page, service and supplies.
- Electronic collation and Imposition (Booklet Making) ensures that every page is printed in the order the user wants: grouped and/or collated. Why settle for a typical corner staple when you can now create folded, saddle stitched booklets with a beautiful 4 color cover?!
- RIP-While-Print technology boosts throughput by allowing the Pi6500 to begin processing new documents while the current document is printing.
- NetWise technology for easy network connection to PC or Macintosh-based environments. This technology uses modular networking architecture making it easy to update/add new technology. In addition, NetWise supports all popular protocols, network transports and frame types.
- Automatic duplexing for two-sided prints.
- 300,000-page maximum recommended monthly volumes to accommodate many users/departments.
- 6,650-sheet maximum paper capacity.
- The ability to select the paper source from paper options.
- PCL 6 and PostScript 3
- Fiery driven Intel® processor provides high productivity.
- Fiery WebTools lets users remotely track the Spool, RIP and Print status of jobs via Web browsers such as Netscape Navigator and Internet Explorer. In addition, it provides users the ability to change PPD options (such as finishing options) and number of prints on PostScript files only. This is extremely important for corporations with multiple locations. It enables users to manage and control print jobs from any location.



## 9. Selling Strategies

The Pi6500 makes the perfect corporate connection because it offers robust networking capabilities; software utilities and extensive controls that let it seamlessly connect to virtually any network. In standard configuration, the Pi6500 supports auto-switching 10/100BaseT, TCP/IP, parallel (IEEE1284), Novell IPX/SPX, including NDS and AppleTalk support. And it enables “peer-to-peer” printing.

In a corporate environment, *network administrators spend approximately 30% of his/her time administering network printers*. The Minolta Pi6500 allows for easy and convenient monitoring of print status and job queuing from virtually any corporate desktop PC.

From a productivity standpoint, the Pi6500 excels. It supports electronic collation and Imposition (booklet), regardless of the application. This allows multiple copies of documents to be printed in collated sets, all with the click of a mouse.

The Internet is a factor that will drive document printing to its highest height because those who use the Web are more likely to print more paper, especially large files. The Pi6500’s WebTools feature enables users to remotely manage the system via Web Browsers such as Netscape Navigator and Internet Explorer.

The key to selling the Pi6500 and Di650 system to the corporate market is to emphasize how powerful the system is as a shared resource. In addition, its speed, feature set and high reliability enable users to meet tough deadlines.

Minolta sales representatives also need to understand the customer’s applications, and sell the Pi6500 and Di650 system’s high productivity, network flexibility and advanced finishing capabilities.

### Central Reprographics Departments (CRD)

In-Plant Printing facilities (also referred to as Corporate Reproduction Departments) are simply company-owned print shops or copying departments. Depending on the size of the company, these facilities are equipped with simple workgroup copiers and printers, to large corporate-owned printing factories. Some corporations have such facilities and the common thread among CRDs is that they are dedicated to fulfilling the copying and printing needs of the organization. It is estimated that there are approximately 14,000 CRDs in the U.S. This includes mid-size companies to Fortune 500.

In many cases, the CRD is an integral part of the manufacturing process of a product. It produces all the paper-based materials needed for the product. Although we perceive an in-plant facility as using offset printing presses with a combination of digital and light/lens copiers for smaller volume jobs, times are rapidly changing.

The DiALTA Di650 system can improve productivity and substantially shorten job turnaround times. It makes the process of producing short-run print jobs cost-effective and easy—from printing to finishing.

As with most departments within a large organization, a CRD must constantly research ways to improve efficiency and productivity, control costs and become a profit center within the greater organization. Currently, they are dominated with Xerox and Kodak equipment, especially high-volume equipment that is designed for high-end printing, as well as data center environments; however, these machines can cost up to hundreds of thousands of dollars. The DiALTA Di650 system incorporates many of the same features found on these expensive units, such as: scan once/print many, limitless duplex, advanced finishing and the ability to print hard-to-copy originals with halftones and pictures for substantially less.

In many ways, the Minolta system(s) can challenge these high-end systems; however, beware of approaching current Xerox Docutech users with overtures of replacing this system with a single Minolta system. Although Minolta’s high-end DiALTA product line is extremely strong, Xerox has cultivated intense loyalty among its users and anyone suggesting that a new system can replace a Xerox Docutech with a single system may have a hard time convincing the user. Try using the approach of adding the Minolta system as another print/copy device. Or if the need dictates, cluster two Di650’s with the tandem copy option.

## 9. Selling Strategies

Although these high-segment machines are faster and perform higher monthly volumes than a DiALTA Di650, the Minolta system offers the same or better finishing capabilities than these production machines offer, at a fraction of the cost. What is extremely important to emphasize is that for the price of these competitive products, customers can purchase more than one Pi6500 and Di650. Once again, look for ways in which the Minolta system can add value to the organization as an adjunct to the existing Xerox Docutech.

A strong case for purchasing multiple Pi6500's and Di650's vs. one high-volume machine is that multiple Minolta machines can be placed in separate departments (marketing, advertising, communications, CRD, etc.). This increases productivity, whereas having one centralized high-volume unit supporting all departments can be non-productive—especially when the machine needs service or is busy with other print jobs.

The Minolta DiALTA Di650 system offers value-added benefits such as:

- Easy network connections with NetWise technology.
- Booklet mode, crease and two-point stapling enables a business to produce finished booklets from the desktop, saving time, labor and money without a dedicated operator.
- Significantly reduces production time.
- Improves productivity and reduces labor costs.
- WebTools provides users and key operators with server administration and job monitoring capabilities through any Java-enabled browser.
- WebSpooler enables users and key operators to monitor and manage print jobs in the Pi6500 print controller.
- Fiery Spooler operates on a standard network from a PC or Macintosh rather than over the corporate Intranet or the World Wide Web.
- Continuous Print outputs documents from start to finish without a pause in processing.
- RIP-While-Print boosts throughput by allowing the Pi6500 to begin processing new jobs while the current document is printing.
- Electronic Collation prints every page in the order desired.
- Job accounting tracks user usage and the actual size of all documents printed. This information can be downloaded into a spreadsheet program and used for charge back.
- Limitless printing of single set variable data (mail merge applications) when in printer priority mode and no other jobs in the print queue.

### High-Volume Laser Printers Replacements

When selling a Pi6500 and Di650 into work environments, such as central reprographic, the Minolta sales representative may come against high-volume laser printers. Although most laser printers have reputations of being mini-workhorses and require little service without downtime, the advantages of a Pi6500 and Di650 are:

- Offers copying capability
- Extremely fast processing of print jobs
- Offers advanced finishing capabilities for complete sets (booklet mode, folding, stapling)—**this point is one of the strongest when selling against high- or low-volume laser printers**
- Low cost of operation
- Competitive price
- NetWise technology
- Adobe PostScript 3 standard
- RIP-While-Print technology
- Fiery WebTools
- Versatile paper handling
- 11" x 17" output
- 600-dpi resolution

## 9. Selling Strategies

It is extremely important to add the cost-per-page (cpp) of all network printers on the customer's network, along with initial purchase cost and the cost of purchasing and operating stand-alone copiers, and justify this with the cost of a Pi6500 and Di650 system.

### ***Print-for-Pay Market***

For printing presentations, charts and graphs, reports, persuasive proposals and manuals, the Pi6500 and Minolta Di650 are the perfect fit for the print-for-pay market. The DiALTA Di650 feature set make it practical and easy to produce finished documents with integrated monochrome graphics and text.

The print-for-pay market, also referred to as “quick printers” and “commercial printers,” is a natural vertical market for high-speed copiers and printers. These organizations primarily rely on walk-in business and fast turnaround. Therefore, quality and timeliness of service will dictate repeat business

- Adobe PostScript 3 provides optimized efficiency and supports direct printing of batch PDF, EPS, and PostScript files

and word-of-mouth referrals. Print-for-Pay includes: *Kinko's*, *Sir Speedy*, *MinuteMan Press*, *Alphagraphics*, *PIP Printing*, and *Insty Prints* as well as independent copy shops and commercial printers.

Their major buying criteria consists of: cost effectiveness, speed and productivity, image quality, finishing capabilities, versatility, ease of use, feature set and reliability. The Pi6500 and Di650's initial cost, along with its competitive cost of operation, productivity, feature set, finishing capabilities, connectivity and reliability make it a perfect fit for any print-for-pay environment. When approaching a print-for-pay organization, be sure to learn each market, as well as the customer base with which they work. Research the types of media used to submit work, whether customers submit digital documents and whether they use the Internet.

### **Print-for-Pay Emphasis:**

- Speed of the Fiery
- Aggressive pricing and low cost of operation when compared to laser printers
- Superior image quality
- Ease of use
- Connectivity with Fiery-driven Pi6500 print controller
- “Peer-to-Peer” and “Server Based” printing
- Virtually limitless printing of set variable data (mail merge applications).
- Output management (feature set of finisher) supported by Pi6500
- Up to 75-ppm print/copy speeds (150-cpm in tandem copy)
- Versatile paper weight handling for special printing/copying needs
- Print multiple sets on one device

### **Key Questions for the Print-for-Pay Environment:**

- Who are their customers?
- What specialized applications are required (short-run printing, presentations, transparencies, etc.)?
- What additional services could be offered?
- Why aren't they offered today?
- Where and when are these services offered?
- How are these services performed?
- What revenue stream can be expected from these additional services?
- How fast are print jobs turned around?
- What equipment is currently being used for short-run printing?
- What financial arrangements are in place for service/supplies?
- Who are the customer's competitors and what type of equipment are they using?

## 9. Selling Strategies

Very common to print-for-pay is the need to print a file and hold it for customer approval. The process of RIPing a large file can take time, and the Pi6500's ability to reprint jobs already downloaded to the Pi6500's hard drive is key for this environment.

### *Other Vertical Markets and their Applications*

Other target markets that are vertical in nature that are ideal for the Di650 connected with the Pi6500 include:

- Legal Market
- Insurance Market
- Finance Environment
- Real Estate/Mortgage Environment
- Health Care Environment

#### **Legal Market**

The entire legal system is based upon printed communications. Our legal system requires the use of written materials to make legal obligations binding and enforceable in court. All legal decisions are defined in formal documentation.

The legal industry goes beyond lawyers and law firms. This market includes corporate legal departments, various agencies of federal, state and local governments, criminal justice, civil justice and Congress.

Most often you will discover documents on legal-size combined with letter-sized. Clarity is essential and reproduction of detailed drawings or photographs of evidence or crime scenes may be vital as well. Specific documents you will find in the legal market include:

- Contracts
- Briefs
- Petitions
- Judgements
- Pleadings
- Statements
- Affidavits
- Proposals

#### **Insurance Environment**

Most firms in this industry are in the business of identifying and transferring risk from an individual or business to the insurance company, which is organized to accept these risks. In order to facilitate policies, formal detailed documents are filed to outline the specific terms and agreements of the coverage. Documentation is vital to the correct processing of claims and adjustments.

Not only is documentation needed for external purposes, but for internal claim information, training materials, internal policies and procedure manuals. Many of the claims and adjustment documentation are produced on legal-size paper and is often combined with letter size sheets. Copies of photographs are often included with claim or adjustment documentation. Applications in insurance companies include:

- Policies
- Claims
- Adjustments
- Training materials
- Newsletters
- Booklets
- Annual reports
- Sell sheets

### **Finance Environment**

Opportunities in the financial industry have never been greater. The industry is in transition, not only from a business perspective, but from a technological one as well. The 1990s have yielded records for the financial industry, and downsizing continues to be the trend. As a result, the industry is looking for methods to improve productivity while reducing costs.

This industry encompasses many business types, including banks, investment brokerage firms, credit unions, internal corporate finance departments and accounting firms.

The finance industry generates reports on a daily, weekly, monthly, quarterly and yearly basis. Applications in the financial industry include:

- Loan forms
- Tax forms
- Legal briefs
- General ledger reports
- Accounts payable
- Receivables
- Budget reports
- Forecast reports
- Sales reports
- Newsletters
- Plans and booklets

### **Real Estate/Mortgage Environment**

The real estate, mortgage and property management industry resembles insurance, finance or legal environments when it comes to documentation. Many of us have signed a lease or mortgage and know the amount of paperwork involved. Each item must be documented – often several times.

Like many of the other vertical markets discussed, the use legal paper is common. Some of the documents printed in real estate are:

- Contracts
- Deeds
- Titles
- Tax forms and reports
- Title searches
- Sales sheets
- Photo inserts
- Photographs
- Home listings

## 9. Selling Strategies

### **Health Care Environment**

The health care industry and related ventures produce more than eight million pages of documentation each year. Most documents are in the form of standardized forms billing documents, pamphlets, and copies of medical articles, patient records, birth certificates, exam forms, directories and vouchers.

Over recent years, the pharmaceuticals industry has gone through much consolidation and has become a very competitive market—a market that is under constant scrutiny from government agencies (such as the FDA) and consumer groups, and is under pressure to reduce health care and related costs.

Today, health care providers are consolidating and growing larger. Pharmaceutical companies and related industries are ever expanding. Hard copy is used to document policies, procedures, track patients and other related documentation.

Some of the documents printed in health care include:

- Patient Information
- Admissions and discharge
- Forms
- Clinical: General Ledger and payables
- Billing
- Company newsletters
- Presentations
- Product sales sheets
- Product promotional material
- Training materials
- Seminar hand outs
- Procedures manuals
- FDA compliance documentation

### ***Target Market Summary***

Regardless of the vertical market, a Pi6500 and Minolta Di650 offer many opportunities and benefits for both the sales representative and end user. Most importantly, research and identify products that the potential customer is currently using, the types of applications they are performing, and develop a sales strategy to provide the Minolta “Document Delivery System” as the total system.

### **Selling the Product**

If you uncovered all the “mysteries” by asking the best questions and have agreement from the customer on what the needs and applications are, you are ready to give your product presentation.

## 9. Selling Strategies

***PRACTICE, PRACTICE, PRACTICE on the Di650!!! Your demo is the proof of your claims, it's time to sign the order, it's time to make A LOT OF MONEY! Be prepared, do it right, or your competition might.***

### ***Demonstrating the Di650***

In order to present the customer with an effective product presentation, the elements of that presentation must relate directly to the needs and applications discovered and agreed upon in Steps 3 and 4 of the Minolta Action Selling process.

### ***Di650 Demonstration/Application Shortcuts***

In "Section 12: Shortcuts" of the Di650 Operator's Manual, you will find "shortcuts" in performing the following common tasks. Use these as a handy reference or "cheat sheet" when preparing for your customer demo.

1. Set Reserve Job
2. Store Originals Scanned from Platen
3. Store Originals Scanned from EDH
4. Stapling & Folding, and Folding
5. Mixed Original
6. Sheet/Cover Insertion
7. Chapter
8. Combination
9. Booklet
10. Transparency Interleave
11. Image Insert
12. Book Copy
13. Program Job
14. Non-Image Area Erase
15. Reverse Image
16. Repeat Image
17. Frame/Fold Erasure
18. AUTO Layout
19. All-Image Area
20. Image Shift/ Reduce & Shift
21. Stamp/Overlay
22. Loading Paper
23. Adding Toner



### Set Reserve Job

- Touch **FREE JOB** to display the Reserve job setting screen while a current job is in progress.
- Select copying conditions for the reserve job. Wait for the current job to complete its scanning operation, if necessary.
- Position the Reserve job original(s) face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start] to scan the Reserve job original(s). When scanning for the Reserve job is completed, the Basic screen for the current printing job will be restored. Copying for the reserve job will start when the current job is completed.

### Store Originals Scanned from Platen

- Position the original on the platen glass.
- Make desired copying selections, and select the 1-1 or 1-2 copy mode.
- Touch **STORE** on the Basic screen to highlight the Store mode.
- Press [Start] to scan and store the original image into memory. Repeat Steps 1 and 4 until all originals are scanned.
- Touch **STORE** to exit the Store mode.
- Enter the print quantity amount
- Press [Start] to begin copying

### Store Originals Scanned from EDH

- Touch **STORE** on the Basic screen to highlight the Store mode.
- Make desired copying selections.
- Position no more than 100 originals at a time on the EDH (document handler) tray.
- Enter the print quantity amount.
- Press [Start] to scan the originals.
- Repeat Steps 3 and 5 until all originals are scanned.
- Touch **STORE** to exit the Store mode.
- Press [Start] to begin copying.

### Stapling & Folding and Folding

- Close the EDH (document handler cover), then press [Panel Reset] to reset the machine.
- Touch **OUTPUT APPLI.** to display the Finisher mode selection screen.
- Touch **STAPLING & FOLDING** or **FOLDING**, as needed.
- Touch **OK** to display the Basic screen.
- Make additional copying selections.
- Enter the print quantity amount.
- Position originals on the EDH tray.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Mixed Original

- Touch **SPECIAL ORIGINAL** to display the Special original screen.
- Touch **Mixed Original**.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen.
- Select **APS** to copy on various sizes to match the originals, or select **AMS** mode to copy on one size.
- Enter the print quantity amount.
- Position mixed originals face up on the EDH (document handler) tray. Combine ledger, legal, letter, 5.5"x8.5"/or legal, letter R, letter.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Sheet/Cover Insertion

- Touch **APPLI.** to display the Application selection screen.
- Touch **Sheet/Cover Insertion** to display the Sheet/Cover insertion screen.
- If desired, touch **FRONT COPY** or **FRONT BLANK**. If desired, touch **BACK COPY** or **BACK BLANK**.
- If desired, touch **COPY INSERTION** or **BLANK INSERTION**.
- Enter the page number for the first insertion location, then touch **SET**.
- Repeat Step 4 for each insertion location, touching **SET** after each entry.
- Select the desired tray source for the cover and /or insertion sheets.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen.
- Enter the print quantity amount
- Position originals face up on the EDH (document handler) tray.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Chapter

- Touch **APPLI.** to display the Application selection screen.
- Touch **Chapter** to display the Chapter page setting screen with 1-2 mode automatically selected.
- Use the keypad to enter the page number of the first title page, then touch **SET**.
- Repeat Step 3 for each additional title page, touching **SET** after each entry.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen.
- Enter the print quantity amount.
- Position (up to 100) originals face up on the EDH (document handler) tray.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Combination: Copy 2, 4 or 8 originals on 1 sheet

- Touch **APPLI.** to display the Application selection screen.
- Touch **Combination** to display the Combination mode selection screen.
- Touch 2 in 1, 4 in 1, or 8 in 1.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen with AMS automatically selected. You may change this setting.
- When all settings are correct, enter the print quantity amount.
- Place original(s) face up on the EDH (document handler) tray.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Booklet

- First, load 11"x17" or 8.5"x11"R paper in a tray.
- Touch **APPLI.** to display the Application selection screen.
- Touch **Booklet** to display the Booklet mode selection screen.
- Touch **NO COVER SHEET**, **COVER WITH COPY SHEET**, or **COVER WITH BLANK SHEET**.
- Select the cover sheet tray source and the binding mode, if required.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- Select 1-2 or 2-2 copy mode. To release AMS default, select magnification and copy size.
- Touch **OUTPUT APPLI.** to select folding & stapling if the FN-4 Finisher is installed.
- Touch **OK** to restore the Basic screen, then enter the print quantity amount.
- Position letter-size originals face up on the EDH (document handler) tray, in crosswise orientation.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Transparency Interleave

- First, load the same size copy paper as the transparencies in any regular tray.
- Insert one transparency sheet at a time into the Multi-sheet bypass tray.
- Touch **APPLI.** to display the Application selection screen.. *Product and Sales Guide Selling Strategies*
- 96Touch **Transparency Interleave** to display the Transparency interleave screen.
- Touch **Blank Sheet Interleaving** or **Copy Sheet Interleaving**, unless your choice is already highlighted.
- Touch **OK** to return to the Application selection screen.
- Make additional selections.
- Touch **OK** to return to the Basic screen with the required print quantity of [1] automatically selected.
- Position the original face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Image Insert

- In preparation, note the page No. locations of the images you will be scanning from the platen glass.
- Touch **APPLI.** to display the Application selection screen.
- Touch **Image Insert** to display the Image insertion No. setting screen.
- Enter up to 30 page No. locations, touching **SET** after each entry.
- When all page No. locations are entered, touch **OK** to restore the Application selection screen.
- Make additional copying selections, or touch **OK** to return to the Basic screen. The Store mode is automatically selected.
- To start scanning, position the regular originals face up on the EDH (document handler) tray, then press [Start].
- After the originals on the EDH (document handler) tray are scanned, enter the print quantity amount for the job.
- Next, position one original at a time on the platen glass in ascending order of pagination, i.e., 1~n.
- The platen glass originals can be paste ups, graphs, photos, newspaper articles, or any non-standard document.
- In turn, press [Start] to scan each original from the platen glass.
- Touch **STORE** to exit the Store mode.
- Press [Start] to combine the non-standard images scanned from the platen glass with the regular images scanned from the EDH (document handler). When copying is completed, press [Panel Reset] to reset machine.

### Book Copy

- First, load letter sheets in a regular tray or in the Multi-sheet bypass tray.
- Touch **APPLI.** to display the Application selection screen.
- Touch **Book Copy** to display the Book copy screen with AUTO layout and Non-image area erase selected.
- Touch Full scan, Front cover + Full scan, or Front/Back cover + Full scan, as required. To change the binding mode, touch REVERSE THE SIDE OF OPEN PAGE.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen with the Store mode automatically selected.
- Select 1-1 or 1-2 copy mode and enter the print quantity amount.
- Position the open book in the right rear corner on the platen glass.
- Align the edges of the book with the right measuring guide plate, then press [Start] to begin scanning.
- Repeat Steps 9 to 10 to copy subsequent pages from the book, pressing [Start] to scan each page.
- Touch **STORE** to remove its highlight and thus turn off the Store mode.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Program Job

- Touch **APPLI** to display the Application selection screen.
- Touch **Program Job** to scan multiple sets of originals in different settings (called JOBs) and then to output them all as a complete set.
- Make additional copying selections for the first JOB.
- Touch **OK** to return to the Basic screen. Store mode is automatically selected.
- Position original(s) face up in the EDH (document handler) tray or face down on the platen glass, select the tray you want to use, then press [Start] to scan.
- When scanning for the current JOB is completed, the popup menu will be displayed. To store the current JOB images, touch **DECISION**.
- To delete the images, touch **CANCEL**.
- Repeat steps 3 to 6 until all JOB originals are scanned.
- Select the desired output mode and enter the print quantity amount.
- Touch **STORE** to remove its highlight and thus turn off the Store mode.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Non-Image Area Erase

- Touch **APPLI** to display the Application selection screen.
- Touch Non-Image Area Erase.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen.
- Enter the print quantity amount.
- Position original face down on the platen glass, keeping the document handler cover open.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Reverse Image

- Touch **APPLI** to display the Application selection screen.
- Touch **Reverse Image** to switch from the black-on-white copying mode to white-on-black copying.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen.
- Enter the print quantity amount.
- Position original(s) face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Repeat Image

- Touch **APPLI** to display the Application selection screen.
- Touch **Repeat** to display the Repeat mode selection screen.
- Touch **Vertical/Horizontal** to select the mode, then specify the vertical and horizontal widths of the scanning area using up/down arrow key, or touch **ENTER REPEAT WIDTH BY KEYPAD** to display a popup screen to enter a value from the touch screen keypad. Touch **AUTO** to allow the machine to set the equal repeat area according to the size of the original placed onto the platen glass with non-image area erase functioning. Touch **2 Repeat**, **4 Repeat**, or **8 Repeat** to allow the max. repeats according to the size of the original.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections.
- Touch **OK** to return to the Basic screen
- Enter the print quantity amount.
- Position original(s) face down on the platen glass.
- If you selected the **AUTO** or **2/4/8 Repeat**, keep the document cover open during copying.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Frame/Fold Erasure

- Touch **APPLI.** to display the Application selection screen.
- Touch **Frame/Fold Erasure** to display the Frame/Fold erasure selection screen.
- Touch **Frame Erasure (All sides)** or **Frame Erasure (Each side)**, then enter a value, or use the default setting.
- Touch **Fold Erasure**, then enter a value, or use the default setting.
- Touch **OK** to complete the setting and return to the Application selection screen.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- Select copy size and enter the print quantity amount.
- Position original(s) face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### AUTO Layout

- Touch **APPLI.** to display the Application selection screen.
- Touch **AUTO Layout** to center the original image on the copy paper.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- Select copy size and enter the print quantity amount.
- Position original face up in the EDH (document handler) tray or face down on the platen glass without skewing it. When using platen glass, DO NOT CLOSE the document handler cover.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### All-Image Area

- Touch **APPLI.** to display the Application selection screen.
- Touch **All-image Area** if you wish to copy the image completely to the edges of the paper.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- Select copy size and enter the print quantity amount.
- Position original(s) face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Image Shift/ Reduce & Shift

- First, select a copy mode (1-1, 1-2, 2-1, 2-2) and a copy size from the Basic screen.
- Touch **APPLI.** to display the Application selection screen.
- Touch **Image Shift** to display the Image shift selection screen.
- Touch **Image Shift** (or **Reduce & Shift**, if image loss is likely).
- Touch **FRONT**, **BACK**, or **BOTH SIDES** to indicate the side(s) on which you want the shift to occur.
- When Booklet or 2 Repeat mode of Repeat has been selected, the PAGE SPACE setting is available.
- Touch **UP SHIFT**, **DOWN SHIFT**, **RIGHT SHIFT**, or **LEFT SHIFT** to specify the shift direction.
- Use the touch screen keypad to enter the shift amount , from 0 ~ 250 mm.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- Enter the print quantity amount
- Position original(s) face up on the EDH (document handler) tray or face down on the platen glass.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

## 9. Selling Strategies

### Stamp/Overlay

- Touch **APPLI** to display the Application selection screen.
- Touch **Stamp/Overlay** to display the Stamp/Overlay selection screen.
- Touch the desired stamp (STAMP, SET NUMBERING, PAGE NUMBERING, DATE/TIME, **WATERMARK**, and **WATERMARK NUMBERING**) to display the subsequent screen. On each screen, you can specify the desired stamp type of the selected stamp.
- Specify the desired position, size, etc., according to the options provided on each screen, then touch **OK** to return to the Stamp/Overlay selection screen.
- The Overlay function will be selected simply by touching **OVERLAY** to highlight it.
- Touch **OK** to return to the Application selection screen.
- Make additional copying selections, or touch **OK** to return to the Basic screen.
- When Overlay is selected, the Store mode is automatically selected, and APS and AMS are released. Set the desired Copy mode, Copy density, Lens mode, and Copy size, then enter the print quantity amount.
- Position original(s) FACE UP in EDH (document handler) tray or FACE DOWN on platen glass.
- When Overlay is selected, follow the scanning procedure below.
- Position the overlaying original in the document handler or on the platen glass, then press [Start] to scan.
- The second and subsequent pages are to be overlaid in printing. Place them in the document handler or on the platen glass, then press [Start].
- IMPORTANT: PLACE AND SCAN THE ORIGINALS IN REGULAR ORDER OF PAGINATION.
- When scanning job is completed, touch **STORE** to remove its highlight and thus turn off the Store mode.
- Press [Start]. When copying is completed, press [Panel Reset] to reset the machine.

### Loading Paper (p. 14-2)

#### *Main Body User-Adjustable Trays: Tray 1 (500), Tray 2 (500), and Tray 3 (1,500)*

- Withdraw the main body tray, then place paper into the tray with the curl turning up. Load size 11"x17", 8.5"x14", 8.5"x11", 8.5"x11"R or 5.5"x8.5" (crosswise).
- Do not stack paper above the level of the red line.
- Move the green levers located at the front and left side until they meet the edge of the stack of paper.
- When paper is seated properly, push the tray back fully into the copier.

#### **LCC (Large Capacity Cassette) Service-Adjustable: Tray 4 (4,000)**

- Open the LCC upper door (lift lid).
- Press the Paper load button located at the front of the LCC to lower the bottom plate of the LCC.
- Load the fixed size paper (8.5"x11" or A4) into the LCC with the paper curl turning down (see note).
- Repeat Steps 2 and 3 until the bottom plate cannot go down any more. Do not stack paper above the paper hook level.
- When the stack of paper is seated properly in the tray, close the LCC upper door (lid).
- NOTE: When loading Tab sheets, be sure the tab extensions are positioned at the rear side of the tray (not at the front where the Paper load button is located), and jutting to the right, away from the hinged side of the LCC cover.

# 10. Di650 Specifications

## DiALTA Di650 SPECIFICATIONS

**TYPE:**

Console Digital Printer/Copier/Scanner

**IMAGING SYSTEM:**

Integrated Dual Laser Beam Imaging

**DEVELOPMENT SYSTEM:**

Dry Dual Component with new polymerized toner

**PRINT/COPY SPEED:**

65 ppm (letter) 8-1/2" x 11" portrait

**IMAGE RESOLUTION:**

True 600 x 600 dpi

**MEMORY:**

Standard: 64MB (330 pages\*)

Maximum: 320MB (1,650 pages\*)

**WARM-UP TIME:**

Less than 6 minutes

**FIRST COPY:**

3.1 seconds

**COPY QUANTITY:**

1 - 9,999 copies

(countdown, interrupt capability)

**MAGNIFICATION:**

Zoom range: 25 - 400%, 1% increments

Preset reduction: 50%, 65%, 77%, 93%

Preset enlargement: 121%, 129%, 155%, 200%

**EXPOSURE MODES:**

Manual

Auto (Text/Photo)

Text

Photo

Increased Contrast

**HALFTONE REPRODUCTION:**

256 gradations

**PAPER SUPPLY:**

500-sheet universal paper drawers (2)

1,500-sheet universal paper drawer (1)

100-sheet manual bypass

4,000 large capacity paper cabinet (option)

**MAXIMUM PAPER CAPACITY:**

6,600 sheets

**POWER REQUIREMENTS:**

120V, 60Hz

**POWER CONSUMPTION:**

2.3 kW (max.)

**DIMENSIONS (WXDXH):**

25-1/2" x 31" x 45" (650 x 790 x 1,140mm)

**WEIGHT:**

445 lbs. 4 oz. (202kg)

**OPTIONS:**

1 Basic Finisher (sort, staple)

2 Advanced Finisher (sort, group, staple, fold, post-insertion)

3 Hole Punch Kit

4 Cover Inserter

5 Large Capacity Paper Cabinet (8-1/2" x 11" portrait)

6 Universal Large Capacity Paper Cabinet (up to 12" x 18")

7 Pi6500 Print Controller

▶ Hard Disk Drive Kit

▶ 64MB Memory Upgrade (M64-1)

▶ 128MB Memory Upgrade (M128-1)

▶ 256MB Memory Upgrade (M256-1)

▶ PageScope, PageScope Light

**AVAILABLE FUNCTIONS\*\*:**

Auto Document Feeding

Auto Duplex (Stackless)

Auto Low Power

Auto/Manual/Photo Exposure

Auto Shut-Off

Auto Tray Switching

Book Copy

Booklet Pagination

Border Erase

Cover Insertion

Electronic Copy Monitor (1,000 accounts)

Energy Save Mode

Face-Up or Face-Down Output

Grouping

Hole-Punching

Image Rotation

Image Shift

Increased Contrast Mode

Intelligent Job Building

Interrupt (Pause)

Job Memory

Job Recall

Job Reserve (Queue) (30 Jobs)

Negative Image Capability

Post-Insertion

Scanning

Sorting

Stamping (Continuous)

Stapling

Storyboarding (2-in-1)

Tandem Conv Capability

Weekly Timer

Zoom