



e-STUDIO2100c

e-STUDIO3100c



# Document Sales Guide Manager



# 1. Introduction

## <Expanding e-STUDIO2100c/3100c Sales>

### Proactive solutions-based marketing

From black and white to colour...from stand-alone equipment to a system meeting networking needs, the copier market has been demonstrating a massive paradigm shift in preferences—toward colour and networking.

Having made extensive and thorough preparations to accommodate these new trends, Toshiba is now ready to launch its e-STUDIO2100c/3100c systems on the colour MFP market.

Technological advancements in product development have provided enhanced image quality, new features and improved speed.

The customers voice tells us that they have a need for all of these items and are ready to embrace new technology, however we need to ensure that we sell the benefits of this new breed of colour MFP and indicate how this can help our customers with their issues and how these new features will benefit them in their own particular circumstances.

The e-STUDIO2100c/3100c systems are positioned as network solutions which solve customer issues. These systems will meet the needs of the customer—but we have to communicate *how!*

Despite all the changes and developments—favorable conditions prevail in the markets now.

The demand for colour machines is definitely increasing. [Please refer to “Colour MFP Market” on page 5.]

However, compared to black and white machines, this need is extremely diverse—one customer will seek high productivity, another will demand high image quality, and yet another will prioritize reliability.

Thus, the most important thing in achieving successful sales is to conduct your sales operations from a *proactive* solutions standpoint. This means there should be a careful definition of the target. It also means making clear decisions as to which customers should be approached.

Finally—selling the e-STUDIO2100c/3100c systems means being sure that they conform exactly to the real needs of the customer.

## e-STUDIO 2100c/3100c



### e-STUDIO2100c/3100c Now On Sale!

Totally renewed design and body colour.  
Even easier to use. More user-friendly.  
Refer to the appendix at the end (page 48)  
for list of sales points.

### Key Points

- **What customers require is a practical network solution.**
- **The e-STUDIO2100c/3100c systems have been designed as “full colour multi-functional network systems”.**

**Toshiba will make every effort to provide powerful backup for your proactive solutions-based sales activities. Our aim is help our sales staff offer solutions which their customers value based on market trends and changes in customer needs. We want our customers to be able to trust our sales staff. Trust means repeat sales.**

Customers are reluctant to trust office equipment and the solutions that they offer, but when they realize that the system meets their expectations they become loyal to the product and will continue to use the system.

This will result in profitable sales as the customers will also purchase the consumables that colour MFP systems require.

It is important to sell the e-STUDIO2100c/3100c systems according to your customers' needs. To do so, a proactive solutions-based sales approach should be taken. Be active in suggesting that your customers buy the e-STUDIO2100c/3100c systems as the right solution to their specific needs. And be prepared to show them how the systems will benefit them. By doing so, you are sure to expand your sales.

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• This document is a sales guide for the e-STUDIO2100c/3100c machines. It also defines the future of MFP sales activities as a proactive sales proposal document. Please read it carefully. You will find it very useful in increasing the effectiveness of your sales activities.

## 2. Product Concepts

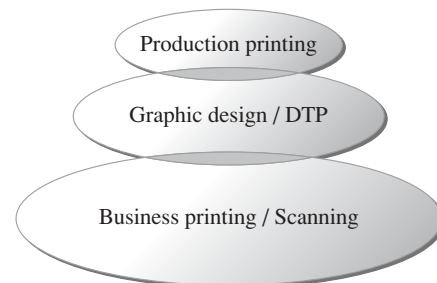
### Wide Target Range

The e-STUDIO2100c/3100c offer:

- **High productivity**
- **High image quality**
- **Advanced media capability**
- **Network connectivity**
- **Multi-functionality**

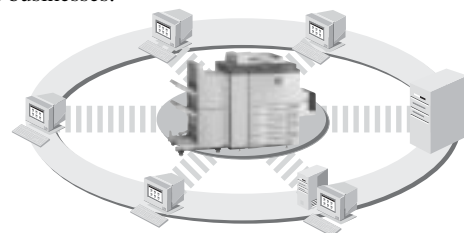
As a result of these advantages, these models cover a wide target range—all the way from general business printing tasks in ordinary offices to more specialized professional applications—including print shop production, DTP applications, and design work.

\*For further details, please refer to page 24 to page 28.



### An Office Networking Solution

The e-STUDIO2100c/3100c models can be connected to a network by fitting a Fiery® Controller (optional). There are two kinds of Fiery® controllers—the **new Fiery® S300 (v1.1) external controller**—and the **new Fiery® X3e+ (v2.2) embedded controller**. Both types of controller make it possible to implement all the input/output needs of an office or business—including colour printing, colour copying and scanning. In this way, the e-STUDIO2100c/3100c models can function as core systems in office networks and businesses.



### The Optimum MFP for Colour Document Management

The colour MFP has the advantage of offering high image quality for both printed documents and for copies. Users can maximize business communications to their advantage, with improved output speeds and high impact colour documents.

#### Product Points

- **Standard electronic sorting.**
- **High-speed, full colour output at 31 pages per minute for the e-STUDIO3100c model and 21 pages per minute for the e-STUDIO2100c model.**
- **Excellent colour printing productivity—thanks to a wide variety of paper handling options.**
- **Top-class image quality that meets the needs of high-end professional users.**
- **Optional Fiery® Controllers to increase the value of the system as a central device for networking printing and scanning.**
- **A wide range of paper capabilities making it possible to respond to all output needs.**

# 3. Sales Concepts

## The Strategy: Proactive Sales

The needs of today's modern colour users are extremely diverse. Each customer will have a specific requirement and specific issues, however they all share the need for colour!

In addition, colour MFPs are clearly more expensive than their black and white cousins—so it is natural for customers to expect more of machines that cost more!

In today's market, there are many different Colour MFPs ranging from desktop inkjets to larger colour Copier/Printer systems. Each varies in price, speed and feature sets.

So, in order to persuade the customer to buy the e-STUDIO2100c/3100c, it is important to mount a sales pitch that explains clearly why the e-STUDIO2100c/3100c are the right products at the right price. Remember to point out that these systems are able to respond to customer needs more effectively in terms of their systems and performance—and especially in terms of productivity issues.

That is to say, we have to stress the advantages of the e-STUDIO2100c/3100c MFPs and show the customers the actual benefits that competitive equipment cannot supply. We have to do this in terms of a customer's needs—as solutions to his or her individual document handling issues.

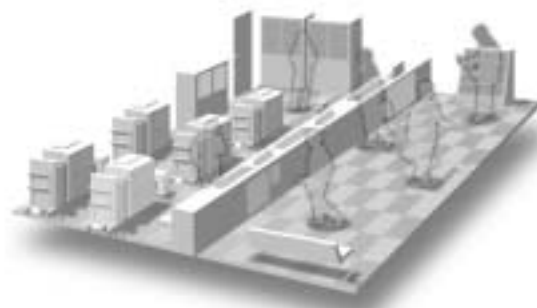
We need to make solutions available through a *proactive* sales approach. If we do *not* do so, we will simply not be able to sell our equipment.

Of course, it goes without saying that the use of proactive sales techniques for colour MFPs requires a massive amount of work—far more than that needed to sell any black and white model. On the other hand, this work pays off. If you use the proactive approach and propose useful solutions that work for your customers, you will gain their trust.

This will result in a long term customer relationship that can lead to profitable after-sales services.

So while colour MFPs might initially appear to be “difficult to handle” products, they also offer an extensive range of potential benefits in the long run.

Once you are “in”, the rewards are great.



# 4. Colour MFP Market

## Demand for Colour Documents

The demand for colour documents is increasing. In 2004, it is expected that there will be major increases in the use of colour in printing and copying documents in United States.

Estimate Increase in Use of Colour

Billion pages		2001	2006	CAGR
US	CV	3.84	4.48	3.1%
	PV	4.60	14.18	25.3%

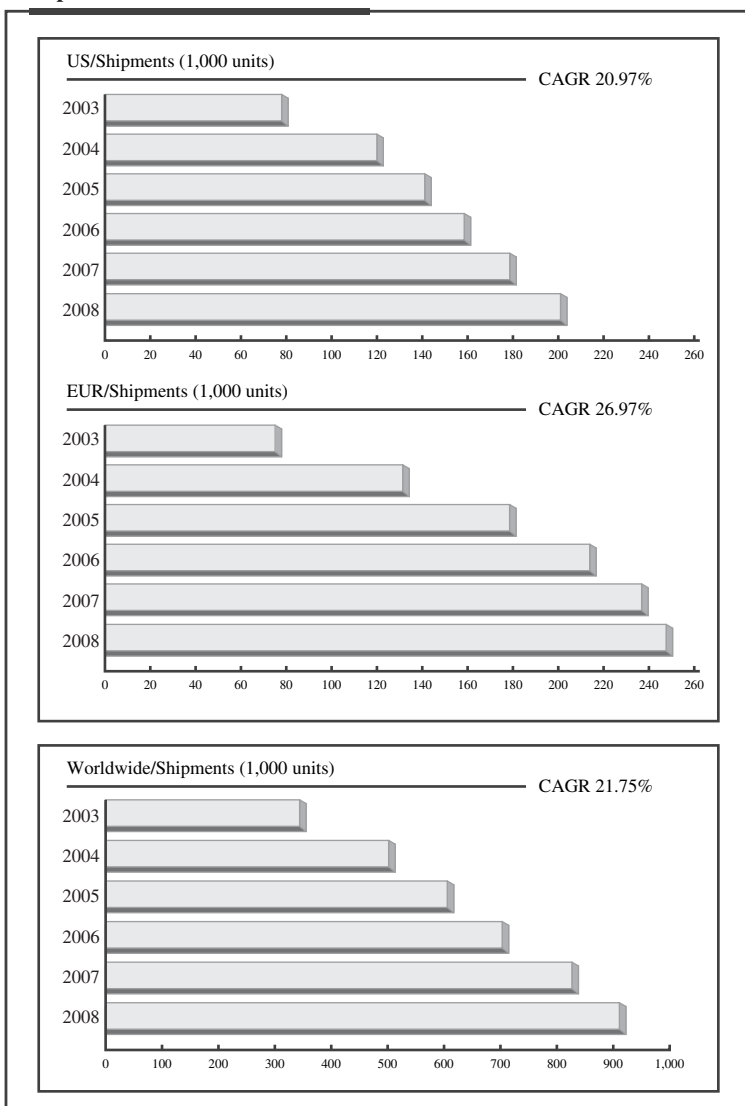
CV: Copy Volume  
PV: Print Volume

Source: CAP Ventures 2003

## Colour MFP Market

In line with this trend, sales of the colour MFPs are also increasing.

Expansion of colour MFP Market

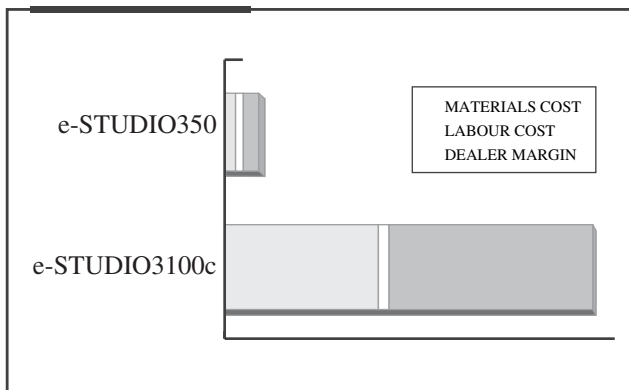


Source: CAP Ventures 2004

## Profit Enhancement

The after-sales profit for a dealer selling a colour system can be well over 20 to 40 times that of a B/W device.

**Profitability Per Page**



\*Data shows on this chart is just an example.

The value per document is much higher in colour printing than B/W printing. Thus, making a concerted effort to sell colour systems is the main driver for increased profits.



# 5. Proactive Solutions-Based Sales Activities

We are no longer living in an age where raw performance is the deciding factor in a customer's choice of a product. In other words, it is no longer good enough to try to establish an edge over the competition just by supplying hardware. In the network and system environment of today, better, user-specific solutions are required. Since these needs vary considerably from customer to customer, anticipate the particular requirements of each customer as *individuals*—and suggest to the customer that—as a solution to their special needs—they buy hardware and systems as a “*solution system*”.

This is the way in which things should be sold today—and because the sales method looks ahead to specific issues we call it “proactive solutions-based marketing”.

## The Road to Success

### The First Step

Gain a thorough understanding of the sales points of the products you are selling—that is to say, know what the products can do for the customer in real terms. Everything starts from knowing yourself—and your product!



### The Second Step

Understanding the customer's needs...try to become a consultant  
The customers are generally not very satisfied with the present state of things—which is to say, they are never complacent—and they *always* want better solutions. So it is vital that you—as a professional—uncover the customer's needs—in detail—in the context of your routine sales visits and gain the customers respect.



### The Third Step

Make comparisons with other manufacturers—providing an understanding of the superiority of Toshiba over its competitors.  
You should have a complete and accurate understanding of competing products. Know the weak points of the competitor's products—and stress the areas where Toshiba products are superior to theirs.



### Make Useful Recommendations

After the sale is successful, the sales activities don't stop there. Follow up—after the sale—and re-evaluate the customer needs. Provide the customer with your ideas for improvements. Anticipate their problems and help them solve them. This is “proactive” thinking.

Now think carefully about the proposals you make as the next solution—and find ways of linking your products to the solutions you want to recommend. Then you make the recommendation that works best. This constant flow of propositions—which are also *solutions* benefiting the customer—will naturally lead to new sales opportunities.



## Check Points

- Maintain an up-to-date portfolio on each customer. (Make a thorough review of the information you have on each customer on a regular basis)
- Have a thorough understanding of the nature of your customer's business.
- Understand the problems your customer wishes to resolve.
- Match your sales pitch to the kind of business subjects that are of real interest to your customer. Don't place too much stress on explaining the functions of the products that do not have any relevance with the customers specific requirements, focus on features that will impact directly on their particular situation and issues.
- Be constantly aware of the existence of your rivals—and the strengths and weaknesses of the competition.

## Summary

- Share with the customer an understanding his or her objectives.
- It is important to position your products within the context of the customer's environments and specific needs. (Recommend solutions to your customers)
- Each customer is special; each requires a tailor-made sales approach.  
Understand the importance of recommendations.  
Increase your ability to make proposals that are truly useful to the customer.

# 6. Sales Strategies by Feature

## >> High-End Colour MFP Productivity

Ask just about anybody in any office—they will tell you that they love the high quality reproduction of a colour copier/printer but hate waiting all day for results. The e-STUDIO2100c/3100c are the answer to this complaint—they deliver superior quality—and incredible productivity. No more waiting around!

The e-STUDIO2100c/3100c can transform an office environment. They provide top productivity for all users—at all times. And of course, superb image reproduction.

### End User Benefits

#### ● Speed, Convenience—Efficiency

The e-STUDIO3100c can copy or print up to **31 A4 colour pages per minute**—while the e-STUDIO2100c can output up to **21 colour pages per minute**. These are colour copiers that come with electronic sorting as a standard feature, this function is available without need to install any additional memory.

Two optional finishers are available for both systems. Each can process large colour copy and print jobs swiftly, and offer various types of online finishing meeting all user requirements. Finishing options range from sorting, stapling, and hole punching for either copy jobs or printed jobs. All features are available from the desktop.

As a result, the e-STUDIO2100c/3100c are superior to conventional colour copiers and printers in terms of their ability to support broader office workflows faster and more efficiently.

#### ● High Productivity Minimizes Total Cost of Ownership

An MFP with poor productivity is only appropriate for a small business unit—if at all. But the e-STUDIO2100c/3100c are able to bolster cost performance for business operations of almost any size because they offer the enhanced productivity that goes with shared use and network integration.

Their multifunctionality means that all users can share the same system—realizing an amazingly low total cost of ownership (TCO).

### Electronic Sorting

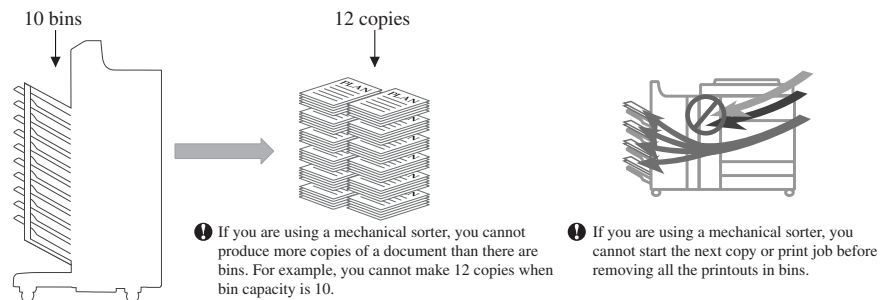
These are colour copiers with standard electronic sorting and optional finishers to handle designated tasks.

The electronic sorting stores images to memory and then outputs copies in order on demand. While this feature has been standard in B/W devices—up until now colour models have not been able to offer such an advanced standard feature. Toshiba has harnessed its revolutionary DCIT (Dual Compressing Imaging Technology) to handle heavier colour data and provide fast and efficient sorted output.

\* See page 23 of the technical manual for details of the Dual Compression Imaging Technology.

### ● Electronic Sorting Advantages

- 1) Sort—even without using a mechanical sorter.
- 2) Sort documents without worrying about the number of bins available.
- 3) An electronic sorting system & finisher will solve problems which limit mechanical sorters—such as not being able to start the next job until you remove the previous documents on the bins.
- 4) Remove original documents as soon they have been read into memory—even before the entire job has been output—using the “**Scan Once Copy Many**” capability.
- 5) Preset the next job before the current job is completed.



- The e-STUDIO2100c/3100c incorporate a large capacity, high-performance hard disk drive as standard equipment. This disk has the capacity available to store up to **400 pages**. As a result, electronic sorting is a simple operation because document size is no longer a concern.
- Preset colour & B/W copy runs up to **999 copies**.
- By installing an **optional finisher** with the standard electronic sorter, you can handle everything seamlessly—from sorting through to finishing—or when copying and printing.
- Users can also take advantage of **2-in-1** and **4-in-1** functions to use paper more efficiently and reduce waste.

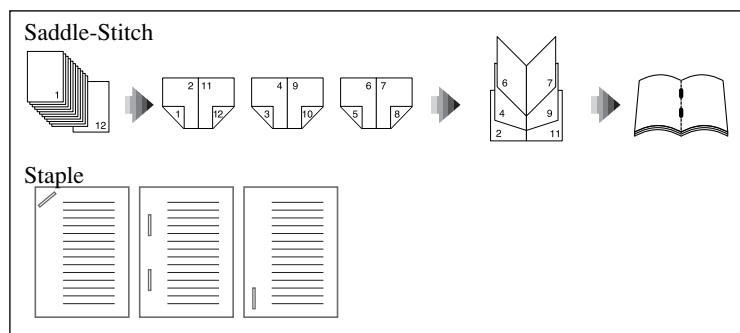
## Magazine Sort Function

**More details on page 28**

- Magazine Sort can automatically rearrange document page order so the document can be printed for basic bookbinding

## Optional Finisher

- Two types of optional finisher are available for the e-STUDIO2100c/3100c as options.
- The **MJ-1019** is a multiposition stapling finisher that staples in four different patterns. In combination with electronic sorting, this finisher makes paper handling far more productive.
- The **MJ-1020** offers multiposition stapling with the addition of **saddle stitching**.
- **Magazine sorting** in combination with saddle stitching allows professionally bound booklets to be created.
- An optional **Hole Punch Unit** can also be installed.



## Fast—full-colour input and output

### ● Copy/print speed

The e-STUDIO2100c/3100c deliver class-leading top-quality full colour images—fast!

#### *Colour copy and print speeds*

**e-STUDIO2100c : 21 A4 pages per minute**

**e-STUDIO3100c : 31 A4 pages per minute**

#### *Scanning speed for copying*

e-STUDIO2100c : 25 A4 pages per minute

e-STUDIO3100c : 25 A4 pages per minute

#### *Monochrome copy and print speeds*

e-STUDIO2100c : 31 A4 pages per minute

e-STUDIO3100c : 31 A4 pages per minute

### ● Fastest in their class—with a first copy speed of 9.5 seconds

Boasting one of the fastest FCOT of any device on the market.

### ● Automatic duplexing

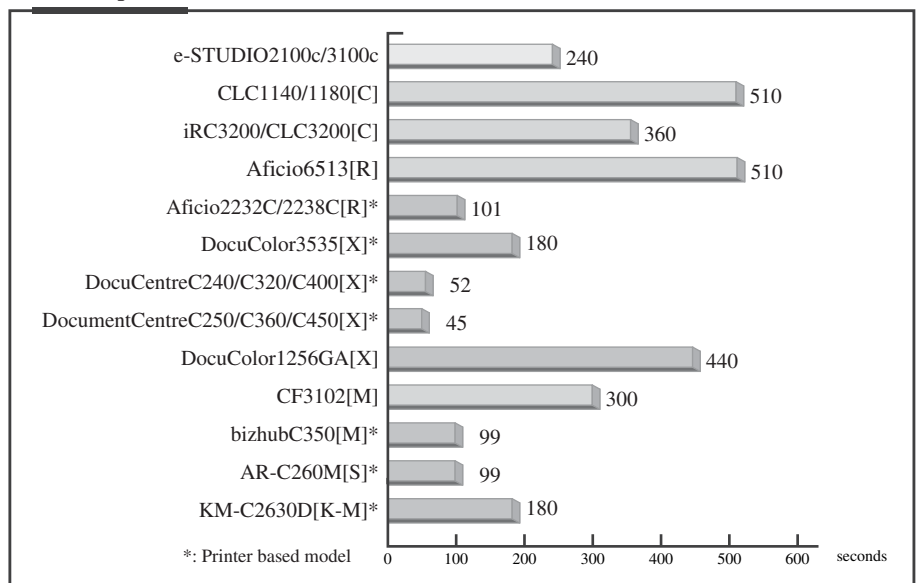
Even using optional automatic duplexing unit, print speed per page is the same as a normal printing.

### ● Warms up in less than 240 seconds

Warm-up time for the e-STUDIO2100c/3100c series is less than 240 seconds, and they are faster than any other colour MFPs in their class.

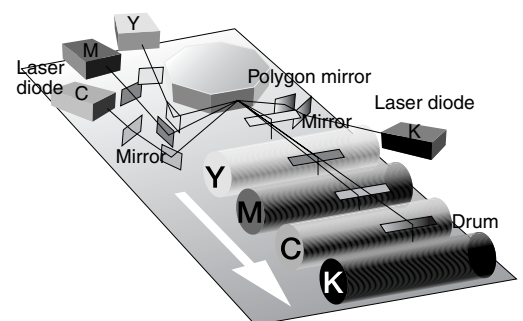
\*except for printer-based engine models.

#### Warm-up Time



### ● Four-beam laser

The e-STUDIO2100c/3100c models deliver their blazing speed by taking advantage of the innovative Inline Colour Printing System, a state-of-the-art four-beam laser optics mechanism, and Toshiba's advanced fast image processing technologies.



Compact dimensions and a shorter paper feed path translate into even faster output.

## Large paper capacity



The standard configuration for both models features two 600-sheet cassettes and a **130-sheet Stack Feed Bypass**—for a total of 1,330 sheets.

Users can expand capacity for both models up to **4,030 sheets** by installing four 600-sheet cassettes with a 1,500-sheet large capacity feeder (Using 80g/m<sup>2</sup>, paper). Paper replenishment is kept to minimum allowing users to be more productive carrying out other duties.

## Diverse options

### ● Finisher

Two types of finisher are available.

#### ***MJ-1019***

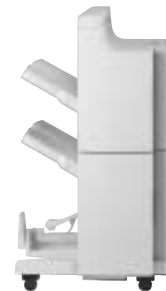
The MJ-1019 is a multiposition staple finisher that lets users choose from four staple positions.



*MJ-1019*

#### ***MJ-1020***

The MJ-1020 finisher offers multiposition stapling with saddle stitching—so you can conveniently and easily create booklets.



*MJ-1020*

### ● Hole Punch Unit / *MJ-6002E/F/S*

We offer four types of unit to match the hole punch conventions of your respective country. The unit operates automatically—and can be used with either finisher.



*(Position diagram, may vary according to country)*

### ● Large Capacity Feeder (LCF) / *MP-1503A4*

This feeder can hold up to 1,500 sheets.

### ● Cassette Module / *MY-1020*

Optional 600-sheet cassette.

### ● Automatic Duplexing Unit (ADU) / *MD-5007*

Print on both sides to save paper.

### ● Reversing Automatic Document Feeder (RADF) / *MR-3006A/MR-3006E*

Accelerates the speed at which documents are fed into the machine.

\* See page 16 for details on the Fiery® Controller—which lets users integrate the e-STUDIO2100c/3100c models into the office network.

## » Top Image Quality

The superb image quality and clarity offered by the e-STUDIO2100c/3100c allow users to optimize presentations and communications.

### End User Benefits

#### ● Image Quality

The e-STUDIO2100c/3100c draw on leading-edge technology to deliver class-leading colour copies and printouts. Ultra fine images and superb text rendition dramatically enhance presentations and communications for a broad range of document needs and applications—including graphic design work, proposals, and in-house correspondence.

#### ● User-Friendly

The colour management system optimizes the balance between PC and output colour. The Advanced Image Mode (optional) automatically analyzes documents so users can output the best image quality.

In addition, it is now much easier to write on printouts with a ballpoint pen or a high-light pen since the images free from excess oil and offer less glare thanks to the new toner and a fuser that uses less oil.

Complementing the e-STUDIO2100c/3100c's superb image quality are host of user-friendly features that let users handle a wider array of business tasks.

## Superb for Professional Applications

The e-STUDIO2100c/3100c deliver crisp reproduction and top quality images that are guaranteed to impress all users—from office users to copy shop operators and graphic design studios.

- *Both models take advantage of advanced toner, developer, and drums.*  
These high performance features provide sharper copy resolution for high-quality colour copies and printouts that offer lifelike skintones, solid colours and reduced graininess and moiré.
- *Third-party tests conducted against copiers from other manufacturers clearly demonstrate the superiority of the e-STUDIO2100c/3100c in delivering the most accurate colour reproduction.*
- The e-STUDIO2100c/3100c make use of advanced photoconductor drums that are impervious to changes in temperature and humidity.  
*Consistent high quality and accurate colour reproduction remain constant for copy runs of all sizes.*
- Superb resolution—for scanning, printing, copying  
The maximum scanning and printing resolutions are a high **600 dpi**.  
Users can get high resolution with **256 gradations** for each colour element.
- **Six copy modes** are available to optimize output:

*Text Mode*  
*Text/Photo Mode*  
*Photo Mode*  
*Printed image Mode*  
*Map Mode*  
*AI Mode (optional)*

More details on page 28

- **Built-in Zoom Function**  
This built-in zoom function automatically enlarges or reduces photographs from just with the press of a button.
- **The AI or Advanced Image Mode (optional)** is able to automatically determine which areas of a document are text—and which are photographic—and optimize results accordingly.
- **ColorWise Pro Tools™**  
ColorWise Pro Tools™ offer full color profile controller with Calibrator, Color Editor, Profile Manager and Color Setup functions.

## More Technical Issues

The system offers superior colour imaging and reproduction.

### ● Reduced moiré

- High performance toners and belt transfer system stabilize colours and minimize moiré.
- The advanced toners and a fusing method that uses less oil eliminate excessive glossiness for enhanced quality..

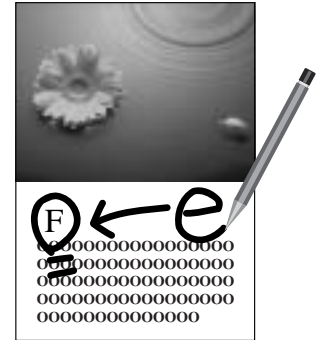
### ● High performance toners

The upgraded toners deliver crisper images.

### ● Less Oil Fusing Method

An advanced fuser which uses less oil offers cleaner, more natural reproduction. Users can now easily write over images with a ballpoint pen or high-light pen. OHPs are also easier to use because they are free of excessive glossiness and stickiness.

Easy to Write



### ● Colour misalignment and jittering

Jittering and colour misalignment are a thing of the past with the 2100c/3100c's advanced high-performance drum drive unit.

### ● Highlights

The e-STUDIO2100c/3100c can reproduce highlights more naturally when working with halftone-heavy photos.



Highlights reproduce more naturally

### ● Sharpness

- Signal filtering from the Fiery® Controller means even sharper results.
- Advanced screen processing eliminates graininess and moiré from images and text.
- Users can use the driver to adjust the sharpness of output to suit their requirements.



Please refer to page 23 for more information on the advanced technologies used to enhance image quality.

## Advanced Media Capabilities

The e-STUDIO2100c/3100c can satisfy the requirements of a wide range of business applications by allowing customers to use a greater variety of papers.

### End User Benefit

#### ● Versatility

The e-STUDIO2100c/3100c can handle a full range of paper sizes and widths from **A6 to A3 full-bleed**—and an extremely broad range of paper thicknesses.

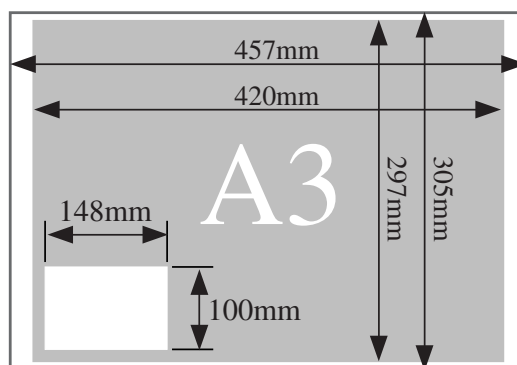
Users also have the flexibility of being able to use **OHP** (Over Head Projector) films.

Creating direct mail documents, point-of-purchase displays, or OHP films for presentations—the range of alternatives as far as colours and papers are concerned is limited only by the imagination.

The high productivity and superior image quality make the e-STUDIO2100c/3100c the perfect choice for all users, even those that previously may have shied away from colour machines for colour copying and printing.

\* The minimum paper dimensions are slightly smaller than A6R, at 100 × 148(mm)

- SFB: **64g/m<sup>2</sup>** (thin paper) to **280g/m<sup>2</sup>** (thick paper)  
Cassette and large capacity feeder: **64g/m<sup>2</sup>** (thin paper) to **163g/m<sup>2</sup>** (thick paper)
- OHP films can be loaded into the second cassette—as well as loaded from the stack feed bypass.
- Fast fuser stabilization for **thick paper mode**  
Users can select several different modes according to the kind of paper and its thickness. The e-STUDIO2100c/3100c can stabilize for thick paper mode in under two minutes. This is less than half the time required with previous models. They can then shift back to regular paper mode just as fast and easily.
- Handles **A6** through **A3 full-bleed**  
The user has the flexibility of being able to use a variety of paper sizes from A6 through A3 full-bleed. For example, if you output an A3 size document as A3 full-bleed, you can get an A3 image on A3 full-bleed paper without any image cropping.



### Create sales tools with Water Proof gloss paper

More details on page 27

- Water Proof is a water resistant gloss paper. It is very durable and offers exceptional colour quality. It can be used with Toshiba's high-resolution high-productivity e-STUDIO2100c/3100c to create a wide variety of impressive sales tools including price tags, POP display materials, menus, and flyers.

\* Water Proof is also sold as AquaAce™ White Paper.



## Core Network Center

The Fiery® Controller has the ability to transform these systems into a fully-featured network device.

Note: Not all Fiery® Controller features may be available upon release. Availability of Fiery® Controller features may differ between countries.

### End User Benefit

#### ● User Productivity

There are two Fiery® Controllers that are available as options. These **two controllers** expand functionality—allowing the e-STUDIO2100c/3100c to be used as a network printer and scanner. The systems can handle a wide range of print jobs—increasing office efficiency and productivity. They can even meet the challenge of advanced design work.

With features such as continuous scanning using the optional RADF, the e-STUDIO2100c/3100c can meet the requirements of just about every business application and office situation.

## Fiery® Controller

Two types of controller are available.

#### ● Embedded Fiery® X3e+ (v2.2) controller

This controller provides a superb level of performance.

A **850 MHz Intel Mobile Pentium®III** processor offers a boost in processing speed—while at the same time keeping costs down to a minimum.

The Fiery® X3e+ (v2.2) is suitable for a wide range of business environments.

#### ● External Fiery® S300 (v1.1) controller

This is a high-performance controller.

It is powered by an **2.0 GHz Pentium®IV** processor and incorporates 256 MB of memory and a huge 60 GB hard disk. This controller is able to RIP swiftly through colour documents—a capability that considerably shortens the time between print display and output. It is perfect for desktop publishing and other professional uses.

The Fiery® Controller unleashes the full speed potential of the laser-powered e-STUDIO2100c/3100c. Both controllers are designed by Electronics for Imaging, Inc.—a technological leader that has won accolades industry-wide for its digital full-colour solutions and is arguably the market leader.

## Network Colour Printer

The controllers make it possible for users to employ the equipment for network printing and for other professional applications.

#### ● Fast printing

The Fiery® Controller's high-speed RIP makes full use of the e-STUDIO2100c/ 3100c's high-speed print engines.

The fast print engine and printer controller provide a level of speed previously unavailable with colour printers.

#### ● RIP-While-Print feature

In addition, the system can process print data during output. This feature makes it possible to print multiple copies in a much shorter time, maximising the productivity of the e-STUDIO 2100c/3100c.

#### ● High image quality

These systems offer true professional quality printing—with crisp, high-resolution results.

#### ● Adobe®PostScript®3™ as standard

Adobe®PostScript®3™ printer description language comes standard—giving the e-STUDIO2100c /3100c the ability to handle a full range of graphic design jobs.

More details on page 26

#### ● PCL6c® Driver Support

This colour MFP complies with a PCL6c® driver preinstalled for high-speed processing of various types of business documents.

## Core Network Center

### Handy print features

#### ● Thumbnail printing

The user can print up to 16 pages as thumbnails on one sheet—or up to 32 on both sides of a page—slashing paper costs.



#### ● Watermarking

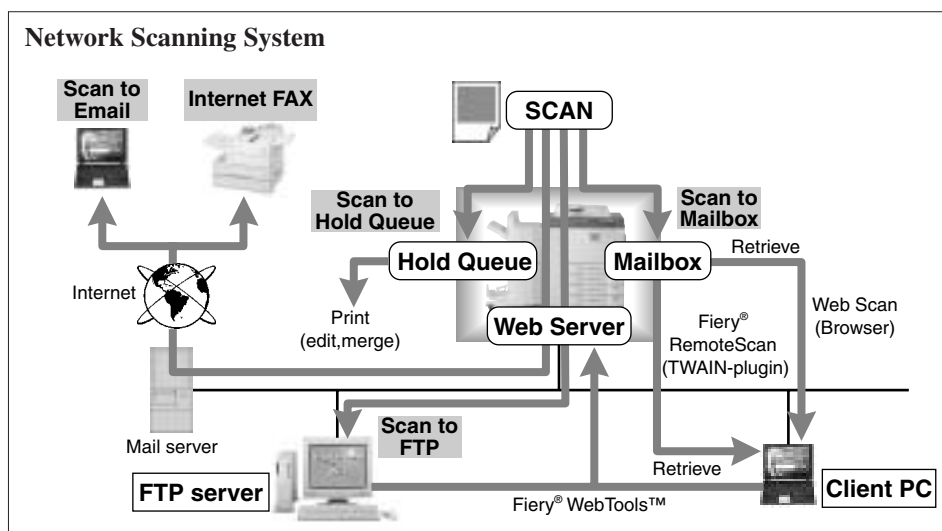
Users can watermark all—or some pages. The watermarks can be in any font, size, density, angle, or position that users desire.

Note: Watermarking is compliant with the PCL6c® driver but not with Windows® 2000 nor Windows® XP PS3 drivers.

## High-speed Fiery® scanner

The Fiery® Controller transforms the e-STUDIO2100c/3100c into fully functional colour scanners.

By installing such TWAIN-compatible applications as Adobe® Photoshop® and Acrobat®, users can employ the e-STUDIO2100c/3100c as TWAIN scanners with the Fiery® scan feature. This feature is fully compatible with the document feeder—so users are also able to handle multi-page documents and scan documents directly from a PC.



#### ● Scan to Mailbox

The Scan to Mailbox feature permits the user to store data scanned with the e-STUDIO2100c/3100c on the Fiery® hard disk. The user is able to get scanned data from PCs on the office network.

#### ● Scan to Hold Queue

Scan to Queue stores data to be edited later using DocBuilder™Pro™. It is also possible to merge this data with data produced within other applications.

#### ● Scan to Email

The e-STUDIO2100c/3100c can send scanned data files as email attachments from the system directly.

More details on page 25

#### ● Scan to FTP

Enable to send and store the scanned data directly to a designated FTP server.

#### ● Internet FAX

Enable to send scanned data via Internet as JPEG/PDF/TIF6.0 files to designated Internet FAX compatible machine.

More details on page 25

### More convenient: User friendly scanning functions

#### ● Address Book

The address book makes operation easier by eliminating address setting each time.

#### ● Template

Template makes operation easier by eliminating address setting each time.

● 200 dpi scanning resolution is now added as a choice.

## An array of application software

The e-STUDIO2100c/3100c and Fiery® Controller comes with a full range of standard software and also offers optional software to support their diverse capabilities.

### ● Command WorkStation™

Command WorkStation™ is a control tool for the Fiery® Controller. Besides handling the operations listed below, users can utilize tools like DocBuilder™ Pro™, and FreeForm™.

More details on page 26

\* The e-STUDIO2100c/3100c Command Workstation™ LE is MAC compatible.

Functions:

- **Job operations**  
(including removing and reordering print jobs)
- **Processing management**  
(including removing, canceling, or restarting RIP and print processing)
- **Launching Fiery® Downloader™ and other Fiery® utilities File management**  
(including storing print data on networked PCs)

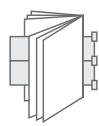


More details on page 26

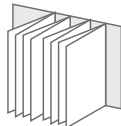
### ● DocBuilder™ and DocBuilder™ Pro™

- **DocBuilder™**: Assembles data created in multiple applications. Also reorders and removes RIPPed data pages. And additionally shows thumbnail windows on-screen that let the user reorder print runs.
- **DocBuilder™Pro™**: Without having to use a specialized application, the user is able to output documents for use in multipage manual or reference materials. The application offers advanced pagination and editing functions for binding with print data stored in the Fiery® Controller.

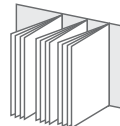
Using the Saddle Stitch Finisher, the system handles everything from printing to stapling so you can make booklets automatically.



Saddle stitching



Adhesive binding



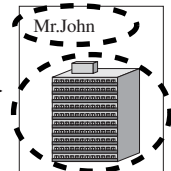
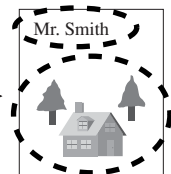
Composition saddle stitching combines saddle stitching with adhesive binding.

More details on page 26

### ● FreeForm™ (V2.1)

FreeForm™ stores RIPPed formats to the hard disk and lets you integrate variable data for printing.

This tool has the advantage of greatly lowering RIP data volume—thus maximizing output speed.



FreeForm™ makes variable printing an easy job. It stores shared contents on the Fiery® as master data, and when individual data is output, shared contents will be automatically merged.

When used with additional software, FreeForm™ can make sales tools customized for each customer such as names and addresses for direct mail, effective for one to one marketing.

### ● Fiery® Downloader™

Fiery® Downloader™ sends PostScript®, EPS, and PDF files directly to the Fiery® Controller for printing. This tool delivers fast printing—users do not have to be running the applications that created the original data.



# Core Network Center

## ● WebTools

WebTools is a web-based utility for the Fiery® controller facilitating settings and providing for easy management of printer functions, including direct printing of files in various formats (ps, eps, tiff, pdf, etc.). The utility also includes a Web Downloader to transfer scanned data to mailboxes.



More details on page 28

## ● Job Monitor as Standard

The Job Monitor is now standard, making it possible to keep track of job and engine status continuously 24 hours a day.

## ● NetWise for existing networks

The NetWise Fiery® application lets users handle various network environments. The e-STUDIO2100c/3100c will automatically detect multiple protocols on a single network—such as TCP/IP, IPX/SPX and AppleTalk—and then print out in a single, seamless operation.

## Fiery® X3e+ (v2.2)/Fiery® S300 (v1.1) functional list

Feature	Fiery® X3e+ (v2.2)	Fiery® S300 (v1.1)
Hardware		
Processor	Intel Mobile Pentium® III (850 MHz)	Intel Mobile Pentium® IV (2.0 GHz)
Memory	256 MB x 1 (Std), 512 MB Max.	256 MB x 1 (Std), 1 GB Max.
Hard Disk Drive	20 GB	60 GB
10Base-T/100Base-TX/1000Base-T (RJ45)	yes (10Base-T/100Base-TX)	yes
Internal DVD ROM (IDE)	N/A	yes
Zip drive	N/A	yes (Opt)
System Overview		
System OS	Linux	WinXP
Support for Client OS		
Windows®	98/ME/NT4.0 (SP6.0)/2000/XP/2003*1	98/ME/NT4.0 (SP6.0)/2000/XP/2003*1
Macintosh®	Mac OS 9.0 to 10.x	Mac OS 9.0 to 10.x
Networking		
IPX/SPX (NDS, NDPS)	yes	yes
TCP/IP (Port 9100, IPP1.1, SMB)	yes	yes
AppleTalk	yes	yes
Point and Print (Win98/ME/NT4.0/2000/XP)	yes	yes
Email Print (PS/PDF)	yes	yes
Job Management		
Electronic collation	yes	yes
Queue multiple Ripped jobs for printing	yes	yes
Spool-Rip-Print Simultaneously	yes	yes
Archiving (through CWS)	Yes	yes
Engine Department Code	yes	yes
Member printing	yes	yes
Page Description Language		
Adobe® Post Script® 3™	yes	yes
Fiery® Driver Win98/Me/NT4.0/2000/XP	yes	yes
Adobe® PS Printer for Mac	yes (OS 9.x)	yes (OS 9.x)
PPD for Mac OS X	yes	yes
PCL interpreter	PCL 6c®	PCL 6c®
Color Features		
PureBlack	PS option & Setup	PS option & Setup
BlackOverPrint (Style: Text&Text&Graphics)	PS option & Setup	PS option & Setup
Pantone Spot Match	PS option & Setup	PS option & Setup
OutPut Profiles	yes	yes
Download ICC Profiles	yes	yes
CMYK Simulation	PS option&Setup	PS option & Setup
RGB Rendering style	PS option & Setup	PS option & Setup
RGB Source	PS option & Setup	PS option & Setup
Sharpness option	PS option	PS option
Halftone option	PS option	PS option
Software		
Command WorkStation™ S/W Ver.4 (for Windows® only)	yes	yes
Command WorkStation™ LE (for MAC only)	yes	yes
DocBuilder™Pro™	yes (Ver.2.0)	yes (Ver.2.0)
FreeForm™	yes (Ver.2.1)	yes (Ver.2.1)
Fiery® Downloader™ (TCP/IP)	yes	yes
WebTools™	yes	yes
ColorWise ProTools™	yes	yes
Fiery® Scan		
Twain Scan Plug-in	yes	yes
WebScan retrieval	yes	yes
Scan Mode	Color/Gray Scale/B&W	Color/Gray Scale/B&W
Scan Resolution	150/200/300/600 dpi	150/200/300/600 dpi
File format	PDF, TIFF6.0, JPEG	PDF, TIFF6.0, JPEG
Scan to Mailbox (1 - 9999 non secure)	yes	yes
Scan to Email	yes	yes
Scan to Hold Queue(for use with DocBuilder™)	yes	yes
Scan to FTP	yes	yes
Internet Fax (T.37: Simple mode, 200 dpi only)	yes	yes

\*1 Windows Server 2003 Web Server Edition and 64-bit version are not supported.  
 † Not all options available at product release

## Easy to Use / Easy Maintenance

### End User Benefit

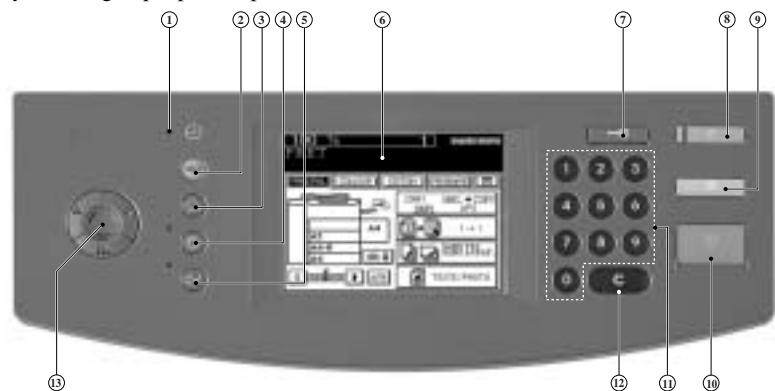
#### ● Trouble-free Operation

The e-STUDIO2100c/3100c are built for ease of use. The controls of this product are easy to read and use; paper jams are easy to clear; and **toner cartridges** feature an 'easy change' system for toner replacement.

The e-STUDIO2100c/3100c are designed to serve as the main printer/copiers for entire offices.

#### ● Easy to use control panel with improved accessibility

The large and easy to see LCD touch panel is also user-friendly. The panel has slight angle so that a user in a wheelchair can operate the device more easily. In addition, the user can switch between any of six built-in language displays. The panel has large fonts and is designed to be easier for visually-challenged people to operate.



- |                             |                      |                       |
|-----------------------------|----------------------|-----------------------|
| ① TIMER lamp                | ② HELP key           | ③ PRINTER/NETWORK key |
| ④ ENERGY SAVER key          | ⑤ INTERRUPT key      | ⑥ Touch panel         |
| ⑦ ACCESS CODE key           | ⑧ FUNCTION CLEAR key | ⑨ STOP key            |
| ⑩ START key                 | ⑪ Digital keys       | ⑫ CLEAR key           |
| ⑬ COLOUR MODE SELECTION key |                      |                       |

#### ● ACS (Auto Colour Selection) feature

The e-STUDIO2100c/3100c are able to automatically detect whether the document is black-and-white or colour.

All the user has to do is select ACS before starting the copying job, then press the start button. The machine will go from "Pre-Scan" to normal copying—all automatically.

#### ● The toner packaged in convenient cartridges

The cartridges are so easy to handle that the user can replace them without having to wash his or her hands. This is not the case with the bottle-type toner containers used by some other copier makers.



## » Easy to Use / Easy Maintenance

### Administrator Benefits

#### ● Efficient Cost Management and Cost Reduction

The e-STUDIO2100c/3100c have been designed from the beginning to function as main printer/copiers for entire offices. As a result, both models include numerous features that significantly reduce the workload of administrators, make administrative oversight more efficient and less costly—and also reduce copying costs. These features include copy and print volume management according to department or paper size.

● An output example of the access code list

ACCESS CODE LIST						TIME: 02-09-04 14:30	
ACCESS CODE	PRC PER	SMALL LETTER	FULL COLOR	MONO COLOR	BLACK	TOTAL	TOTAL
0000	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0001	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0002	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0003	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0004	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0005	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0006	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0007	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0008	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0009	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0010	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0011	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0012	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0013	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0014	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0015	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0016	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0017	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0018	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0019	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0020	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0021	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0022	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0023	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0024	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0025	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0026	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0027	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0028	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0029	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0030	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0031	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0032	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0033	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0034	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0035	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0036	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0037	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0038	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0039	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0040	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0041	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0042	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0043	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0044	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0045	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0046	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0047	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0048	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0049	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112
0050	PRC	S	0	0	00	00	00
	TOTAL	L	0	0	112	112	112

#### ● Department Counter

Administrators are able to assign an **access code** for each department. This feature allows the administrator to track the number of B/W and colour copies made by each individual account. In addition to this useful capability, the e-STUDIO2100c/3100c with a Fiery® Controller also supports the tracking of print job volume by client account and combined B/W and colour printing/copying by department account is available.

#### ● Copy volume limits

Administrators can set a maximum copy volume for each account—thus providing a flexible and rational approach to the reduction of operating costs.

#### ● Member printing

Administrators are able to restrict colour output by password, protecting access to colour printing.

#### ● Large/Short size counter

Paper sizes may be classified into large and short sizes—with large sizes pages can be counted as the equivalent of two short size sheets.

This feature enables the administrator to determine the cost per sheet more flexibly.

#### ● ACS feature

This function eliminates the wasteful printing of monochrome documents in colour mode and also serves to reduce operating costs.

#### ● PM cycle

The PM cycle helps minimize downtime and reduce running costs.

More details on page 28

#### ● Colour Output Control

Colour Output Control has been added to allow administrators to control usage, manage accounts, and reduce TCO.

All you have to do to set colour output limits—and reduce output costs for your department—is choose the “COLOUR” icon on the access code registration screen of the Department Management Menu and input the appropriate number.

\*This option is not available for B/W.

#### ● Scrambler Board-Support

To improve security, you can encrypt HDD data using the optional scrambler board.

#### ● Printout Volume Control

Printout Volume Control makes it possible to restrict the number of pages that can be printed, another useful feature in terms of reducing TCO.

To enable this feature—and reduce both full colour output and total output—all you have to do is choose the “PRINT” icon on the access code registration screen on Department Management Menu and input the appropriate number.

#### ● Toner Near-Empty Alert

This feature warns you to refill toner on the touch panel, help preventing down-time.

## Environmentally-Friendly

### End User Benefits

#### ● “Green” smart

The e-STUDIO2100c/3100c are designed to be environmentally friendly. Users can operate them confident that they are helping preserve the earth's environment. Saving energy also saves money for the user. “Green” technology is also smart business.

#### ● Lead-free, halogen-free

More than **70%** of all the solder used on the printed circuit boards (by weight) is now lead-free. More than **50%** of the printed circuit boards (by surface area) now make use of halogen-free material.

#### ● Power Saving Mode

##### • Energy Saving Mode

This mode saves energy by keeping the fuser temperature lower while the system is in standby. When the system starts a print job, it switches automatically from Energy Saving Mode to Normal Mode.

Users can set this mode manually using buttons on the control panel.

##### • Automatic Energy Saving Mode

The Energy Saving Mode can be set to start automatically when the copier has not been in use for a specified period of time.

##### • Auto Shut Off / Sleep Mode

The Power shuts off automatically when the copier has not been in use for a specified period of time. With the printer controller installed, the system will switch automatically back to Normal Mode when it is activated by a “print job” command.

##### • Weekly Timer

The system can be set to start and stop at different times each day of the week.

#### ● “Scan Once Copy Many”

Users can also save power by taking advantage of the systems’ the electronic sorting function and “Scan Once Copy Many” capabilities.

#### ● Chrome-free When Possible

Toshiba now uses chrome-free plating when possible for sheet metal and screws. We have also made an effort to substitute nickel plating for the chrome plating previously used on cover screws.

#### ● Styrene-free Packaging Materials

As an environmental measure, we have discontinued the use of Styrofoam packaging materials.

#### ● Reduced Paper Usage in Printing

2-in-1, 4-in-1 and optional ADU functions make it possible to print multiple pages on the same sheet—a feature that reduces paper usage and waste.

#### ● Customizable Print Functionality

Users can customize the equipment to meet their needs, taking advantage of easy driver setup to install various functions and printing ports.

“SAP (AS/400) Printing” and “Netware® I-Print” compliant with IPP are also available.



# Advanced Technologies

## Electronic Sorting Technology

One of the most impressive of the advanced technologies is electronic sorting technology. By utilizing this technology, even large volume colour jobs can be easily sorted.

This technology has been common in B/W copiers for some time—but because colour images generate such large volumes of data—colour printers have not been able to produce high-speed output—even when equipped with high-performance, high-capacity hard disks. Toshiba has managed to solve this problem by developing its own dual-stage image compression technology.

## Image Processing Technology / Software

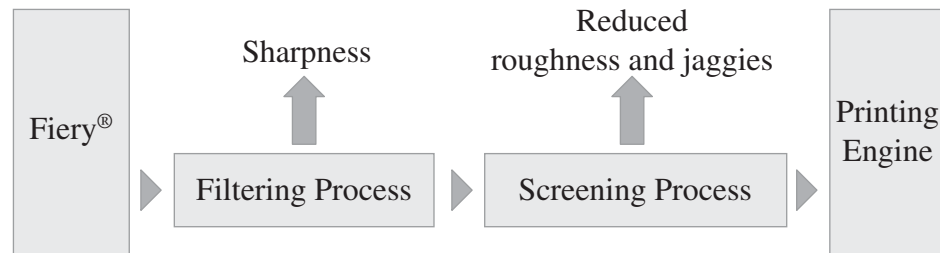
Optimized algorithms for image stabilization mean that there is very little image alteration even in high-volume printing—thereby assuring consistent image stability and quality.

## Image Stabilization Technology

- A belt fusing system and advanced drum, toner, and other print engine components to enhance image stabilization.
- Use of a high-density imaging developer with superior electrostatic resistance properties.

## Advanced Filtering and Screening Process

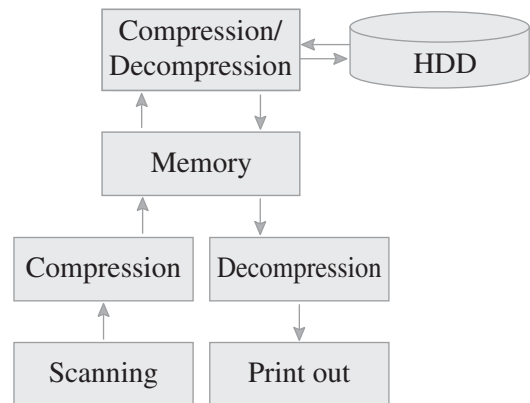
- Signal filtering from the Fiery® Controller means even sharper results.
- Advanced screen processing eliminates roughness and moiré from images and text.
- The driver can be used to adjust the sharpness of output to suit users needs and tastes.



## Dual Compression Imaging Technology

Dual Compression Imaging Technology (DCIT) is able to significantly shrink the volume of image data. In turn, this enables rapid hard disk input and enhances output.

This Dual Compression Imaging Technology is original and proprietary technology that Toshiba has developed by itself; moreover, it compresses images without any functional degradation in image quality. The combination of a standard-equipment high-capacity hard disk with this dual-stage image compression technology makes it possible to store colour images in memory and print them out directly from memory.





# 7. e-STUDIO2100c/3100c Advantages

## A new Generation Full Colour MFP

The new Toshiba e-STUDIO 2100c/3100c sets a new standard for MFP excellence, offering unparalleled productivity and efficiency—combining high speed, superior image quality and impressive reliability.

The e-STUDIO2100c/3100c series offers two optional Fiery® controllers offering advanced colour technologies.

When copying, printing or scanning, the e-STUDIO2100c/3100c deliver superior ease of use and enhanced high-speed network functions, a breakthrough for full-colour MFP systems.

The e-STUDIO2100c/3100c are new generation machines—they are fully at home in the most demanding network environments. In fact, these highly flexible, fully featured colour MFPs were designed to handle the requirements of today's most demanding office functions and a whole range of user needs and issues to ensure the modern day office workflow runs smoothly and efficiently.

## Enhanced Networking Capabilities

### Fiery® Controllers

Two types of Fiery® controller offer major improvements in RIP performance—including an increase in print speed and greatly improved scanning speed. These enhancements provide powerful support for the speed increases and work efficiency improvements that are essential in business today.

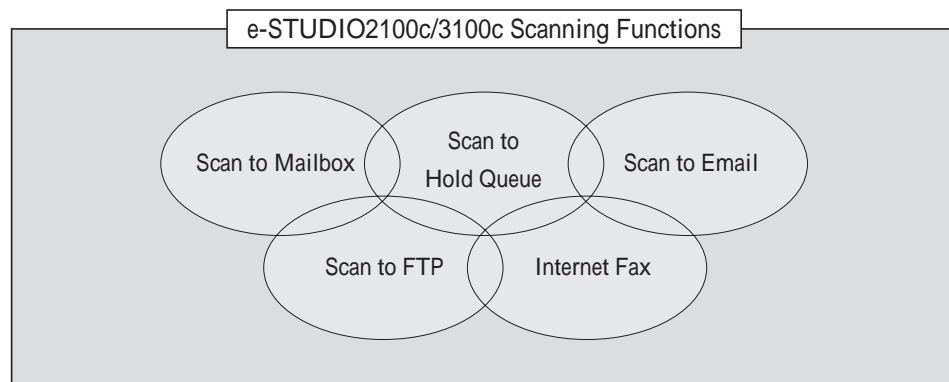
### Enhanced Performance

The embedded Fiery® X3e+ (v2.2) controller and the Fiery® S300 (v1.1) external controller are faster and have more memory—enhancing multitasking. In short, they unleash the full potential of the e-STUDIO2100c/3100c series as a true full colour production solution.

Variables	e-STUDIO2100c/3100c
System OS	Fiery® X3e+ (v2.2): Linux Fiery® S300 (v1.1): Windows® XP
CPU performance	Fiery® X3e+ (v2.2): Intel Mobile Pentium®III 850 MHz Fiery® S300 (v1.1): Pentium®IV2.0GHz
On-board memory	Fiery® X3e+ (v2.2): 256MB(256MBx1)/512MB max. Fiery® S300 (v1.1): 256MB/1GB max.
Hard disk capacity	Fiery® X3e+ (v2.2): 20GB Fiery® S300 (v1.1): 60GB

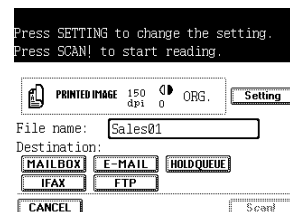
## Enhanced Scanning Functions

The e-STUDIO2100c/3100c provide improved scanning functions including Scan to FTP and Internet Fax. These features fulfill a wide range of office needs, from data storage to data management. And they make it easier to use the Internet to minimize transmission costs.



### ● Scan to FTP

Scanned data can be transmitted directly to a directory on an FTP server/client. User-created templates make it easier to store and manage data.



### ● Internet FAX (Simple mode)

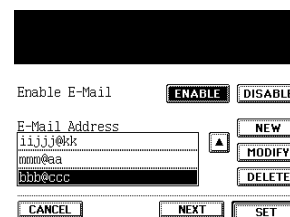
Scanned data can be saved as a JPEG, PDF or TIFF 6.0 files and sent to an Internet Fax machine for transmission over the Internet or a corporate intranet to save on telecommunications costs.

Resolution is limited to 200 dpi.

## Easy to Use Scanning Features

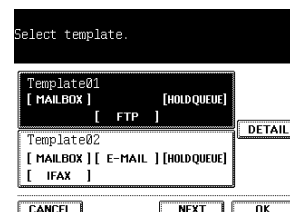
### ● Address Book

Frequently used addresses can be stored in a convenient address book for easy access and one-click input.



### ● Address Templates

Users can create templates to automate input of multiple addresses, saving time and trouble.



- The e-STUDIO2100c/3100c also offers a setting for 200 dpi scanning, in addition to the usual 150 dpi, 300 dpi and 600 dpi resolutions offer by its predecessors. The 200dpi resolution on the e-STUDIO2100c/3100c is designed for faxing and printing back near photographic final output quality to the copier.

## » Expanded Software Capabilities

### ● FreeForm™ as Standard

FreeForm™ was only available in the e-STUDIO2100c/3100c when the external Fiery® Z5 controller was installed—but the Fiery® S300 controller and new Fiery® X3e+ controller include it as a standard feature.

Graphic and text elements of master data created by DTP software can be kept as database if using database software. Making use of such database, easy and swift variable printing is possible by FreeForm™, saving time and enhancing efficiency.

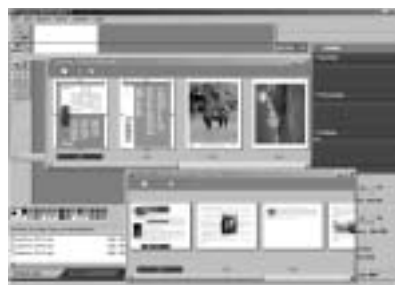
FreeForm™ provides variable printing capabilities that are particularly useful in producing direct mail materials for one-to-one marketing efforts. Variable printing can be used to produce menu cards and point-of-purchase sales displays as well.

#### <Compatible Software>

- Desktop publishing, graphics and word processing software: Quark®Xpress™, Adobe® PageMaker®, Microsoft® Word etc.
- Database software: FileMaker® Pro, Microsoft® Access,
- Print software: PrintShopMail etc.

### ● DocBuilder™ Pro™ Imposition Software

Previously only an option on the Z5 controller, DocBuilder™ Pro™ was unavailable to users of the X3e+. With the new generation Fiery® controllers DocBuilder™ Pro™ is supported on both units, the Fiery® X3e+ (v2.2) and the Fiery® S300 (v1.1). DocBuilder™ Pro™ makes it possible to apply a variety of page order and finishing techniques. DocBuilder™ Pro™ not only facilitates in-house on-demand printing—but also reduce paper costs through its duplex N-up print feature.



### ● Job Monitor as Standard

The e-STUDIO2100c/3100c offer Job Monitor as a standard feature via the optional Fiery® Controller in addition to the Java-compatible WebTools™ remote control feature of the e-STUDIO2100c/3100c models. Job Monitor provides full-time monitoring of job and engine status—allowing the user to check on the machine condition at any time.

### ● Mac Compatible Command WorkStation™

Command WorkStation™ LE is now available to Macintosh® users, offering many of the functions available to PC users via the Standard CWS.

\*CWS LE is compatible with Mac OS 10.2.4 or later



## Advanced functions

### ● PCL6c® Driver Compatibility

The e-STUDIO2100c/3100c is compatible with the PCL6c® driver, which enables more precise print settings and has an established reputation for speed and compatibility with a wide range of programs.

# Powerful Paper Handling

The e-STUDIO2100c/3100c series is able to accommodate a wider range of paper weights than ever before. With maximum paper thickness of 280 g/m<sup>2</sup>, the e-STUDIO2100c/3100c boasts one of the most diverse ranges of paper handling available.

The ability to accommodate thicker papers makes the e-STUDIO2100c/3100c ideal for printing posters, catalogs, pamphlets, POP displays and many other common types of sales promotional items. Being able to print promotional materials in-house means that companies can realize productivity and can react immediately to sales needs and print runs. In-house printing allows companies to control print volumes, printing only what is required and when needed thus reducing waste and cutting costs.

## “Water Proof” for Sales Impact

### Examples of uses on P.39,40

Water Proof is a water resistant gloss paper. It is an extremely durable substrate and offers exceptional colour quality. It can be used with Toshiba’s high-resolution high-productivity, e-STUDIO2100c/3100c to create a wide variety of impressive sales materials including price tags, POP display materials, menus, and flyers.

\*Recommended Paper: AquaAce™ White Paper



POP display



Menu card



Name card

## Water Proof Glossy Features

- **Heavy, glossy waterproof paper eliminates the need for lamination**
- **Exceptionally high-quality images**
- **Facilitates in-house printing for faster response at lower**

### AquaAce™ White Paper

There are 2 types of AquaAce™ Paper—the “Standard” type and the “Thin” type. Both have the same basic properties; they are waterproof, glossy and silky white.

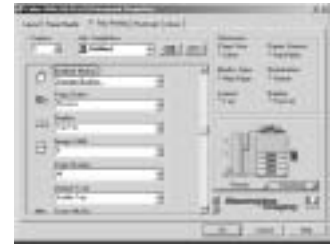
#### Features

Standard type:	The thickness is 200 μm. Good bending stiffness High opacity Very suitable for posters or: POP retail displays
Thin type:	The thickness is 145 μm. Same basic properties at a reduced cost

## » Enhanced Printing / Copying

### ● Standard Magazine Sort Printing

Magazine Sort Printing is standard in the print driver. This feature makes it possible to alter page sequence automatically, so that documents can be printed in book format for easy compilation later. With the optional saddle stitch finisher installed, stitching is also automatic, making it easy to produce booklets.



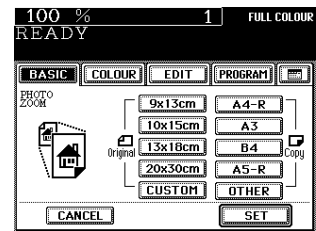
### ● Photo Zoom Feature

This built-in zoom function automatically enlarges or reduces photographs with the press of a button.

Enlargement/reduction is available from the following standard photo sizes to any pre-set size.

Photo Size

Photo Size	Actual Size
9 x 13 cm	89 x 127 mm
10 x 15 cm	102 x 153 mm
13 x 18 cm	127 x 178 mm
20 x 30 cm	203 x 305 mm



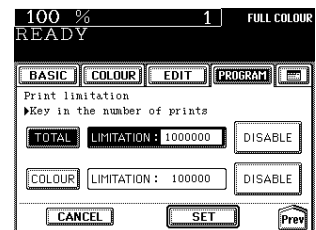
## » Easy to Use

The Network Ready MFP e-STUDIO2100c/3100c series was designed as core equipment for today's fast-moving and demanding environments.

It offers a range of features that can streamline the printing process, reduce costs and increase administrative efficiency and at the same time protect your data with enhanced security options.

### ● Full-Colour Output Control

Colour Output Control has been added to allow administrators to control usage, manage accounts, and reduce total cost of ownership (TCO).

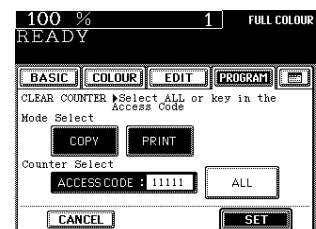


### ● Scrambler Board

An optional scrambler board offers virtually unbreakable data encryption for optimum security.

### ● Printout Volume Control

Printout Volume Control makes it possible to restrict the number of pages that can be printed, another useful feature in terms of reducing TCO.



### ● Toner Refill Alert

This feature warns you to refill toner, reducing down-time.

The factory default is "OFF", go to User Settings to enable Toner Refill Alert.

\*The message "Black/Magenta/Cyan/Yellow" toner decreased. Prepare advanced toner cartridge" will appear when toner drops below 30 percent.

When you exchange a cartridge, make sure to reset the toner counter on the touch panel so that Toner Refill Alert can work properly.

# 8. Targeted Solutions Marketing

## Where do the needs of the customer lie?

In general, the administrative and accounts departments of larger companies have a tendency to prioritize high productivity (including network expandability)—in contrast to the more specialized requirements of companies such as graphic design studios who want high image quality before anything else. Subsequently, other businesses such as print shops and central print functions require a high level of performance in *both* areas—that is, productivity *and* image quality.

As a result, the starting point for what we call “solutions marketing” must be to identify where the customer’s needs reside relative to their specific business situation.

## Customer-Specific Needs in Summary

### ● A—General offices

A broad range of needs—from high productivity to high image quality.

### ● B—Copy shops

High-end performance in terms of enhanced productivity, image quality, fast speed, and the ability to handle a wider range of media.

### ● C—Design companies

Primarily high image quality—but also high-speed printing and the ability to handle a wider range of media.

### ● D—Other specific businesses

There are many businesses where a colour document handling capability is wanted. Needs vary depending on businesses.

In the following pages, we will offer some examples that we hope will serve as guidelines or suggestions for “solutions-based” marketing and product sales to a wide range of different types of customers.

Of course, these are merely *suggestions*. Ultimately, there are as many different needs—and consequently as many different sales approaches—as there are customers! Therefore in terms of the process of your day-to-day marketing activities—you should always start with the general goal of identifying what the customers need and want—according to their specific business situation.

First, identify the specific types of documents customers generate.

### Then ask yourself these questions...

- Do you really know the copy and print volume of your existing customers?
- Do you really know the work flow for document production in each case?
- For example, are the documents text-based business proposals or design work with a lot of graphics—what exactly are they?
- Will the material be produced in booklet form eventually?
- What problems on document handling does the customer anticipate?

When you understand exactly what types of documents your customers work with—and therefore what specific concerns and issues they encounter and must somehow deal with on a day-to-day basis—you will be able to see the real needs of your customers much more clearly—and you will have a model for finding a way to appropriate solutions.

## About “Key Concepts”

The best way to formulate effective proposals that offer useful solutions is to pay close attention to the trends affecting your customers’ businesses.

From an understanding of these trends, you will be able to anticipate the likely needs of your customers—and expand your sales.

The “Key Concepts” section lists some of the most important ideas related to contemporary business trends and relevant to various categories of customer. We hope they will prove useful in guiding you as you offer your customers solutions using the e-STUDIO2100c/3100c.

## Targets

- General Offices
- Design
- Copy Shops
- Advertising Agencies
- The Insurance Industry
- Estate Agencies
- Manufacturing: Engineering Departments
- Retailers and Distributors
- Restaurants
- Education
- Health Care and Pharmaceuticals
- Travel and Hospitality

# General Offices

The General Offices category encompasses a wide range of typical white-collar business management operations. These operations include corporate planning and marketing, advertising and public relations, administration and accounting, personnel and other tasks. Needless to say, the specific needs of each corporation or company—and of each operating unit division within that corporation or company—are going to be different even within the same general

category of business. Businesses are like people—individual. The most effective first step, therefore, is to identify the most critical customer needs—whether they are increased efficiency and higher productivity—or high image quality and better presentational capability—or just keeping costs down—on the basis of the individual corporate situation. The aim is a tailor-made solution.

## 1. The Value of Colour Printing

*(Sales/Marketing/Planning departments)*

### ● The Issue

The customer's presentations lack impact and persuasiveness because they are using basic black & white.

A rival company, however, has started using a colour MFP—which means their presentations are much more successful.

Naturally your customer has been thinking about getting a colour copier, too. But the office is getting busier—and the customer thinks colour copiers and printers are slow. What is needed is an MFP system that offers speed and the enhanced visual power that comes with high quality colour output.

### ● The Solution

Get the e-STUDIO2100c/3100c—and right away you will be able to start creating presentation documents that are visually more appealing and comprehensible—quickly and easily. Colour means impact—and you can get it fast!

### ● Main Sales Points

#### *Image Quality & Speed*

##### **High speed/High productivity**

- Speed printing
- Electronic sorting for more rapid high-volume, multiple copy printing
- High-capacity paper trays, versatile finishing features to significantly enhance job efficiency
- AI Mode during copying for automatic recognition of text and photographs—appropriate imaging quality under even high output conditions

##### **High image quality**

- Colour reproduction that is faithful to the original
- Improvements in sharpness that result in both better-quality text and improved photographic reproduction
- Consistent image quality in high-volume output situations

### ▣▣ Suggestions ▣▣

- Many offices with only black-and-white MFPs have to produce colour documents anyway.

In these cases, such offices generally outsource to professional printing offices.

The big question here is: “how large a volume is involved?” The larger the volume, the greater the savings in both time and the cost! If the customer purchases the e-STUDIO2100c/3100c, that is!

- Since Sales planning and marketing departments are often very busy, efficiency and productivity are their most important issues. They need the high-speed, high-volume copying and printing that the e-STUDIO2100c/3100c can provide—especially when used in combination with standard electronic sorters and finishers.

The customer may think colour printers just produce pretty pictures—but in the end are not worth the expense because they simply too slow. Emphasize that the e-STUDIO2100c/3100c are not only fast but offer greatly enhanced productivity.

### Example Proposal

Improving Presentations and Increasing Work Efficiency through the Use of an In-House High-Speed Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c





# General Offices

## 2. Colour for Marketing

*(Sales/Marketing/Planning departments)*

### ● The Issue

The customer finds that they are producing more and more marketing support tools in-house (newsletters and magazines that are distributed outside to businesses and prospective customers). These marketing materials must communicate the major sales points of a product or service clearly—and they must do so with impact and style. The customer obviously needs colour—but they need a way of producing it fast, easily and professionally. This is the issue.

### ● The Solution

Get the e-STUDIO2100c/3100c and you will be able to quickly and easily produce more effective newsletters, magazines and other marketing support tools—in colour—in-house.

### ● Main Sales Points

*Suitable for producing newsletters and POP materials; compatible with various types of paper; included scanning function*

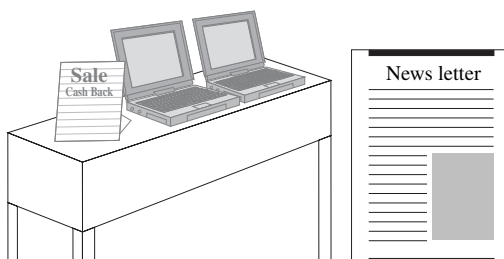
- High-speed printing
- Improvements in sharpness mean the highest quality text and sharper photos
- Output to thin or thick paper in the full range of paper sizes from just under A6 to A3
- True Adobe®Postscript®3™ compatibility ensures that both models are suitable for the production of multipage advertising materials.

### □ □ Suggestions □ □

Document creators today face a multitude of challenges in providing the latest marketing information to marketing units in-house—and also to affiliates, associated companies and agents, customers and others outside. This information must be presented in a form that is easy to read, has impact—and can also be reproduced rapidly. To show that the challenge can actually be met—offer the customer a sample of a marketing tool produced using the e-STUDIO2100c/3100c.

### Example Proposal

Strengthen Sales Support—And at the Same Time Reduce Costs through Use of an In-House High-Speed Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c



## 3. Faster Catalog Production

*(Sales/Planning Departments in manufacturing)*

### ● The Issue

Catalog production can be very demanding—especially when it comes to revisions.

For example, companies that do installation of electrical wiring are constantly being asked to install new parts and components throughout the year by businesses wanting to upgrade their electrical infrastructure. That means constantly revising parts catalogs to keep up with developments and trends in the field.

The situation is even more demanding for companies that supply electronic parts.

But how do you keep those catalogs up to date?

It looks bad to simply cut and paste photos of new products into an old catalog. On the other hand, there is no time to wait for a new catalog to be created from scratch.

### ● The Solution

Handle your catalogs entirely in-house, from the management of catalog data to production.

The e-STUDIO2100c/3100c are fast enough to handle a huge volume of changes. And they offer professional quality output.

These advantages allow you to produce new versions of your catalog—in colour—quickly, easily—and with impact!

### ● Main Sales Points

*Speedy, high image quality, versatile finishing function*

- Fast printing
- Magazine sorting and saddle stitching for automatic publication production
- Supports sophisticated pagination schemes using DocBuilder™ Pro™ in stapled and multi-stapled publications.
- True Adobe®Postscript®3™ compatibility meets to all desktop publishing needs

### □ □ Suggestions □ □

Make sure you understand completely—and in detail—the extent of the customer's need to produce catalogs. The example described above is common in companies that carry precision components and electronic parts.

### Example Proposal

Rapid Production of Complicated Catalog Revisions Using an In-House Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c





# General Offices

## 4. Archiving Documents Digitally

(Sales/Planning/Marketing/Advertising/Administration/  
Accounting/Personnel Departments)

### ● The Issue

Paper documents just pile up—and pile up! Eventually there is simply no space to keep them anymore. And finding anything in those mountains of paper is a real chore!

As a result, a customer would like to digitize them and store them in a digital archive.

This particular customer has built a network system—but the volume of documents is now so enormous that he doubts that there is any truly practical way of accomplishing such a large digitization task. With an ordinary scanner's single-feed system, scanning all his paper documents one at a time would just take too much time and work.

### ● The Solution

Get the e-STUDIO2100c/3100c and use the continuous RADF scanning function to digitize the documents in-house.

### ● Main Sales Points

#### Scanning with the Fiery® Controller

- The Fiery® Controller can be installed so that the machine can function as a colour scanner. The Fiery® Controller with RADF does high-speed scans with a single setting. It offers both high image quality and also very speedy output.

### ▣▣ Suggestions ▣▣

- The larger and older the company (or operating unit, division, or department) the larger the inventory of document data—which may go back many years.

At the same time, there is often a tremendous need for businesses to share and use the mountains of data that they have acquired.

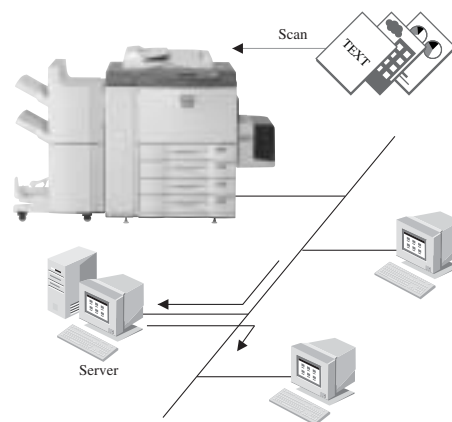
Archiving, storage, and retrieval becomes a major issues under the general category of “knowledge management” demanding the right kind of equipment.

The ability to do quick searches and print out fast can make a big difference.

- High-speed colour scanning capability is highly useful for a wide range of companies. Correspondence schools, for example, need to store large quantities of documents for their various programs in black-and-white and one or more extra colours.

### Example Proposal

Digital Document Management using Continuous High-Speed RADF Scanning Provides Powerful Backup for Knowledge Management: A Proposal for the Introduction of the e-STUDIO2100c/3100c



### Key Concepts

- Better presentations (planning documents, overhead projector charts)
- Increased efficiency/shortened delivery turnaround (higher productivity)
- Cost savings (reduced internal and outsourcing costs)
- Better Customer Relationship Management (CRM) (the ability

to distribute newsletters with up-to-date information or marketing materials to outside affiliates, associated companies, customers and clients)

- Improved Sales Force Automation (SFA)
- Enhanced Knowledge Management

# Design

People in the advertising and design fields—in particular, in commercial and fashion design specialties—need to be able to create high-impact presentations that can showcase their work and various proposals effectively. However, they often have only a short-time to

produce their presentation materials. This situation requires printing and copying hardware that offers both high quality reproduction of text and images—and high productivity.

## 1. High Image Quality; Colour Input/Output

### ● The Issue

The development of desktop publishing has created demand for an enhanced ability to output high quality print and image materials in-house for presentation purposes.

For example, a design studio or advertising company will naturally want to reduce the number of corrections that have to be made after a colour draft is sent to the printers. To achieve this goal, they need to produce full colour, high quality pre-print drafts that allow them to see clearly what changes have to be made.

### ● The Solution

Get the e-STUDIO2100c/3100c and you will be able to handle any kind of colour output.

The e-STUDIO2100c/3100c offer professional-quality—fast!

### ● Main Sales Points

#### High Image Quality

- Colour reproduction that is faithful to original
- Improvements in sharpness that yield better-quality text and superior photographic reproduction
- ColorWise Pro Tools™ technology to offer improved colour calibration between images displayed on the monitor and final output
- True Adobe®Postscript®3™ compatibility to enhance all kinds of desktop publishing work

#### High-Speed

- High-speed printing

#### ▣▣ Suggestions ▣▣

- The high imaging quality offered by the e-STUDIO2100c/3100c means colour output is consistent, balanced and authentic—with no excess blues or reds—whatever the job.
- To demonstrate these advantages, offer the customer samples of output—and suggest an output comparison with a competitor's machine making use of the very same data.

#### Example Proposal

Creative Output for All Colour Output Needs: A Proposal for the Introduction of the e-STUDIO2100c/3100c



## 2. Colour Samples for the Apparel Industry

### ● The Issue

The fashion industry has unique needs with reference to the reproduction of colours in promotional and presentation materials. For instance, the colour gray can exhibit subtle variations in terms of colour mix, hue, and mood depending on the year and the season. Printed materials must be able to convey these subtle differences. Otherwise, customers may complain that they are not getting what they ordered. Since clothing retailers rely on a wide variety of media—including advertising materials and promotional POP displays in various sizes—they want to be able to produce high-quality materials—and they want the work done quickly. The difficulties in meeting both of these requirements force many such companies to outsource.

### ● The Solution

Get the e-STUDIO2100c/3100c so you can output colour samples with consistently high quality—in-house. The speed printing feature will make it possible to meet all desktop publishing needs—fast.

### ● Main Sales Points

#### High Image Quality

- Colour reproduction that is faithful to the original
- Improvements in sharpness for better-quality text and superior photographic reproduction
- ColorWise Pro Tools™ offers improved colour calibration between the image displayed on the monitor and final output
- True Adobe®Postscript®3™ compatibility enhances all kinds of desktop publishing work

#### High-Speed

- High-speed printing

#### Versatile Finishing Feature

- A Saddle-stitch finisher, multi-position staple finisher, and hole-punch unit can significantly improve the efficiency of work and overall productivity.

#### ▣▣ Suggestions ▣▣

- The high imaging quality offered by the e-STUDIO2100c/3100c means colour output is consistent, balanced and authentic—whatever the job.
- To demonstrate these advantages, offer the customer samples of output—and suggest an output comparison with a competitor's machine making use of the very same data.

#### Example Proposal

High Image Quality, Consistent Output:

A Proposal for the Introduction of the e-STUDIO2100c/3100c

### Key Concepts

- Stronger, more persuasive presentations and qualitative improvements
- Higher productivity (shorter turnaround time)
- Reductions in cost (lower outsourcing costs for printing)
- More flexibility—in house 24/7 printing

# Copy Shops

The e-STUDIO2100c/3100c offer numerous advantages for copy shops. Not only do they offer the benefits of high speed, superior image quality and easy maintenance—they can handle various

different kinds of documents with equal facility—and they are compatible with a wide range of paper types.

## 1. Processing Large Volume Jobs

### ● The Issue

Demand for colour copying and printing is increasing all the time but until recently most colour printers and copiers have been too slow to be of much real use in copy shops. Realistically speaking, copy shops need equipment that is not only capable of producing outstanding colour reproduction—but can do it fast—with consistent quality, from the first to last copy or print.

### ● The Solution

Get the e-STUDIO2100c/3100c. Their optional finishing function offers greater efficiency and higher speed in the production of documents.

### ● Main Sales Points

#### Versatile Finishing Functions

- Electronic sorting affords speedy high-volume, multiple copy copying and printing
- “Magazine sort” + “saddle stitching” + “hole punching” provide automatic binding
- Supports sophisticated pagination schemes using DocBuilder™ Pro™

#### Fast—Superb Imaging

- Speed copying and printing
- Consistent high quality imaging—even in the case of high-volume output

#### Advanced Media Capabilities

- Colour output is available for multiple thickness of paper up to 280g/m<sup>2</sup>

#### Ease of Maintenance

- Easily replaceable toner cartridge
- Longer PM cycle than competitive machines

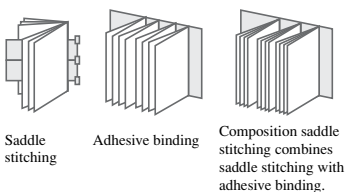
### □ □ Suggestions □ □

When you are considering approaching a copy shop, check carefully to see what kind of documents the shop seems to be handling. Every copy shop has its specialities—and special needs.

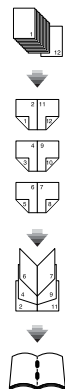
### Example Proposal

Take Advantage of Multiple Document Handling Capabilities to Increase Production Efficiency: Proposal for Introduction of the e-STUDIO2100c/3100c

#### DocBuilder™ Pro™



#### Saddle-Stitch



## 2. Self-Service Equipment Replacements

### ● The Issue

Copy shops often have to deal with customers complaining that their “self-service” equipment is hard to use. Such irritations are not good for the staff—and worse for business—so—naturally enough—most copy shops would like to replace their existing self-service machines with equipment that is easier to use.

### ● The Solution

Get the e-STUDIO2100c/3100c. Not only is this equipment “customer-friendly” and easy to use—it takes considerably less effort to maintain. All in all, it will make store operations far more efficient—and business much more profitable.

### ● Main Sales Points

#### Ease of Use and Maintenance

#### End-User Benefits

- Easy to use and easy to read, high-visibility control panel
- AI Mode during copying for automatic detection of text and photographs, enabling optimal image quality output
- ACS feature for automatic detection of black-and-white and originals
- Improved paper handling capabilities

#### Store Benefits

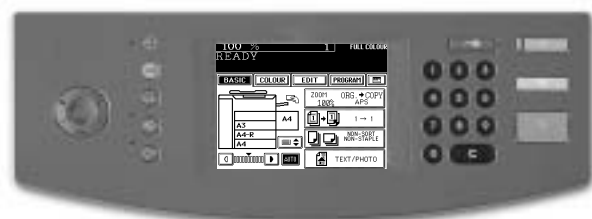
- Toner cartridge features ‘easy change’ replacement system

### □ □ Suggestions □ □

It is essential for copy shops to have equipment that is easy to use, manage, and maintain. You can emphasize the benefits of purchasing the e-STUDIO2100c/3100c in achieving these goals—highlighting their excellent functional qualities.

### Example Proposal

Ease of Use and Ease of Maintenance Yields Gains in Efficiency: A Proposal for the Introduction of the e-STUDIO2100c/3100c



### Key Concepts

- Higher Productivity / Improved efficiency
- Improved customer service / New services = differentiation from competitors and a better competitive edge
- Improved ability to get repeat customers
- Data management for existing customers

# Advertising Agencies

Advertising agencies need the ability to make powerful, persuasive presentations that will win them client approval for projects. As a result, they also need to produce high quality colour materials—quickly and efficiently. Their needs in this area are even greater than those of many other categories of colour user—especially since planning documents, proposals, and reports often have to be revised many times before their final release. Advertising agencies must handle an enormous volume of documents of various kinds—and

this problem is further complicated as there is often a higher proportion of joint projects involving a wide range of different staff than in many other businesses. In addition, they are often not just dealing with a wider variety of documents one after the other—they usually have to handle a mix of materials at the same time. For example, planning documents that are text-intensive along with design materials that include a lot of graphics may be part of the same presentation, proposal or report.

## 1. Colour=Presentation Power

### ● The Issue

The customer wants to be able to print out a range of different kinds of documents for presentations. Although, they need to do this easily—and fast—their main priority is going to be that the materials look good—persuasive and professional. On the other hand, they also need equipment for copying and printing that offers high productivity, key to supporting the document needs of group projects involving design teams.

### ● The Solution

Get the e-STUDIO2100c/3100c and use their electronic sorting features to quickly print out large multi-page presentations. The flexibility to support many different types of media offers the widest scope for presentation material.

### ● Main Sales Points

#### *High-speed and high productivity*

- Printing speed
- Electronic sorting for rapid printout of multi-page, multi-copy document projects
- Large capacity paper feeder and multiple finishing functions significantly increase job efficiency

#### *High image quality*

- Improvements in sharpness produce more attractive text and superior photos
- Consistent image quality even with large-volume output
- Less-oil fusing makes for better finishing (easy to write on/ less gloss).

#### *Improved media capability and DTP suitability*

- Supports paper sizes from just under A6 to A3 full-bleed; also supports OHP film and waterproof papers
- True Adobe®Postscript®3™ makes it eminently suitable for desktop publishing work

### □ □ Suggestions □ □

Advertising agencies have a broad spectrum of needs—but their requirements are exceptional—since they need both superior quality and high productivity. Your proposal should focus on solutions that meet their specific priorities most effectively.

#### Example Proposal

Strengthening Presentations and Increasing Work Efficiency through Use of an In-House High-Speed Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c

### Key Concepts

- Strengthening presentation power
- Better Customer Relationship Management (CRM)—in-house newsletters with new and updated information, marketing news materials distributed to outside affiliates, associated companies, agents and potential customers
- Improved Sales Force Automation (SFA)—point-of-sale

## 2. In-House Production

### ● The Issue

Most ad agencies have two basic needs in terms of printed materials. On the one hand there are very large volume, high-quality conventional materials such as posters and catalogs. These are often outsourced to professional printing firms. On the other hand, there are flyers, manuals and POP materials that are usually produced in smaller quantities. For the most part, customers want to be able to produce such materials themselves—in-house—and they want to do it quickly—but with maximum impact and style.

### ● The Solution

Get the e-STUDIO2100c/3100c and take advantage of its varied document handling features. Compatibility with many different types of paper makes this equipment very suitable for all kinds of in-house desktop publishing work.

### ● Main Sales Points

#### *Superb booklet production (finishing) function & extensive paper size compatibility*

- “Magazine sort” + “saddle stitching” provides automatic booklet production
- Supports sophisticated pagination schemes using DocBuilder™ Pro™ in stapled and multiple-stapled publications
- Supports multiple paper types, from thin to thick papers up to 280g/m<sup>2</sup>, from just under A6 to A3 full-bleed paper sizes

#### *Convenient functions include scanning*

- By installing the Fiery® Controller, the e-STUDIO2100c/3100c can be used as colour scanners with RADF to handle high-speed scans using a single setting.

### □ □ Suggestions □ □

Understand the types of documents that the customer wants to produce. Check to find out how much of their document production the customer must outsource. Cutting down on outsourcing costs constitutes a major benefit for almost all companies.

#### Example Proposal

Meet Diversifying Client Needs with Diverse Document Handling Capabilities: A Proposal for the Introduction of the e-STUDIO2100c/3100c

- support tools
- Better Knowledge Management
- Improvements in the efficiency of work/shorter turnaround times (higher productivity)
- Reductions in cost (both internal costs and outsourcing costs)

# The Insurance Industry

Companies that are operating in the insurance field naturally emphasize the importance of communication with their customers—and in so doing take extensive measures to differentiate themselves from their competitors—who, of course, are doing the same thing. This situation means that such companies must cope with an

increasing diversity of document types—including direct mail and forms of corporate communication. Inevitably, this also means a soaring volume of documents to handle. Document handling can be a major headache for such companies.

## 1. FreeForm™=Individualized Communications

### ● The Issue

The customer wants to improve customer communications. As a result, the company must somehow generate a large volume of individually—but automatically addressed direct mail. In a similar fashion, the customer also wants the ability to produce promotional packages that can be individualized with the names of policyholders and prospects—but produced quickly and easily.

### ● The Solution

Get the e-STUDIO2100c/3100c and use FreeForm™ to automate the creation of individually addressed direct mail to prospective or current policyholders—keeping the work in-house without the expense and hassle and inflexibility of outsourcing.

### ● Main Sales Points

#### *Variable Printing Using FreeForm™*

- Use FreeForm™ to generate materials that must be individually but automatically addressed to current or prospective policyholders
- Use the e-STUDIO2100c/3100c as a networked printer for more effective and productive print job management
- The equipment accommodates both thin and thick types of paper

#### □ □ **Suggestions** □ □

Find out how the customer is presently meeting the need to generate individually addressed direct mail. If the customer is outsourcing the work—emphasize potential gains in turnaround, cost reduction, and convenience (operational smoothness) by moving to an in-house solution.

#### **Example Proposal**

Bring Direct Mail Generation In-House and Improve CRM: Using the FreeForm™ Feature of the e-STUDIO2100c/3100c

## 2. Better scanning—better document handling

### ● The Issue

Accidents generate a massive volume of reports including photos and documentation of various kinds for the insurance industry. One the one hand, the insurance company needs to be able to generate accident reports quickly and easily. On the other hand, the customer must be able to store and preserve such reports effectively in an organized manner that makes them easy to access later.

### ● The Solution

Get the e-STUDIO2100c/3100c and use the continuous scanning feature to generate reports more easily in digital form—at the same time improving the security of storage and the effectiveness of access.

### ● Main Sales Points

#### *Continuous Speed Scanning*

- High-speed continuous colour scanning
- Can be used as a networked printer for more effective management of print jobs

#### □ □ **Suggestions** □ □

One of the many strong points of the e-STUDIO2100c/3100c is their ability to continuously scan Colour print photos and store them in digitized form.

#### **Example Proposal**

Easily Create Digitized Report Documents with Photos; Enhance Storage and Access Using the e-STUDIO2100c/3100c

## Key Concepts

- Strengthening presentational power
- Enhanced Customer Relationship Management (CRM)—One-to-One Marketing
- Improved Sales Force Automation (SFA)
- Better Knowledge Management
- Improvement of work efficiency/shorter turnaround times (higher productivity)
- Reductions in cost (both internal costs and also outsourcing costs)

# Estate Agencies

Estate agencies handle a variety of documents with “visual content”. These documents include maps, photos, floor plans and diagrams as well as straight text. As a result, estate agencies are always looking

for better ways to generate property-related document packages. They want the job to be quick, easy, and efficient.

## 1. Clear, Persuasive Marketing Materials

### ● The Issue

The customer wants to be able to produce marketing packages that include property maps, floor diagrams, photos and other materials with visual detail. Naturally, it is important that these visual materials be reproduced with the maximum clarity possible. At the same time, the customer wants to create text-intensive materials such as property descriptions and price information—that must look both professional and appealing to prospective property buyers.

As is often the case, the key concept here is “impact”. Of course, the customer wants to be able to do all this in-house—quickly and easily.

### ● The Solution

#### For Copying

The e-STUDIO2100c/3100c have five image quality modes—including a Map Mode. The AI Mode analyzes the content of the original, automatically discriminating between text and photographs and optimizing image quality for output accordingly.

The ACS feature automatically discriminates between black and white and colour originals.

#### For Document Creation

Also, DocBuilder™Pro™ makes it possible to combine image data and other forms of information such as Excel data from different applications into a single print job.

All this provides the flexibility that estate agents need in order to put together document packages.

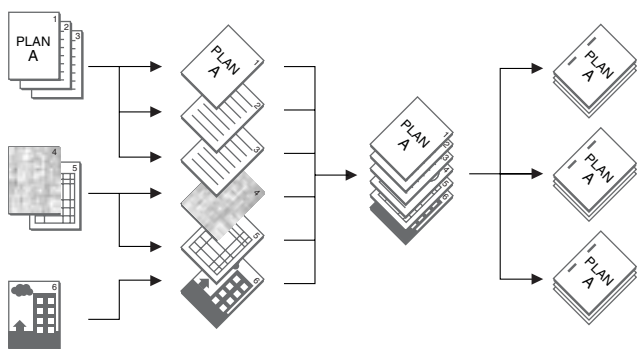
### ● Main Sales Points

#### 6 Copy Quality Modes, Including Map Mode, AI Mode/extensive paper type compatibility

- Optional AI Mode during copying for automatic discrimination of text and photographs in the original, enabling optimal image quality output
- ACS feature for automatic discrimination of black-and-white and colour
- Can output to paper as large as A3 full-bleed

#### Use DocBuilder™Pro™ to ease document production

- DocBuilder™Pro™ can integrate a variety of data obtained from networking
- DocBuilder™Pro™ offers a diversity of print job management capabilities, including repagination and page deletion
- FreeForm™ for property template creation that can be stored on the Fiery® controller for increased print times



### □ □ Suggestions □ □

Offer actual output samples created using different modes. Use these samples in a presentation that clearly demonstrates the full persuasive power of the system.

### Example Proposal

Create Documents More Efficiently with Clear Output for Maps, Floor Plans, Photos and Text Using the e-STUDIO2100c/3100c

## Key Concepts

- Strengthening presentational power
- Better Customer Relationship Management (CRM)
- Improved Sales Force Automation (SFA)
- Better Knowledge Management
- Improvement of work efficiency/shorter turnaround times (higher productivity)
- Cost reductions (both internal costs and also outsourcing costs)



# Manufacturing: Engineering Departments

The e-STUDIO2100c/3100c represent a high productivity solution—offering speedy colour output of blueprints and other design documents which generally must go through a number of revisions. These systems are also flexible—they are capable of printing on a full range of paper sizes ranging from just under A6 to

A3 full-bleed—so they can handle anything from a partial circuitry printout to an entire blueprint. The e-STUDIO2100c/3100c offer cleaner, clearer, more effective communication—fast—when it is needed.

## 1. Better, *Faster* Colour Printouts

### ● The Issue

The customer wants to output modified drawings and blueprints in colour, indicating engineering changes in manufactured components. These documents are intended for distribution to a wide range of internal staff and outside affiliates, associated companies and/or customers. They must be the same scale as the original documents. They must also be presented in a format that is easy to understand and unmarred by mechanical printing errors.

### ● The Solution

The e-STUDIO2100c/3100c are able to output many different types of blueprints rapidly and in full, authentic colour. This winning combination of high image quality and speed will dramatically increase the efficiency and productivity of work.

### ● Main Sales Points

#### *Quality, speed, and expanded paper size compatibility*

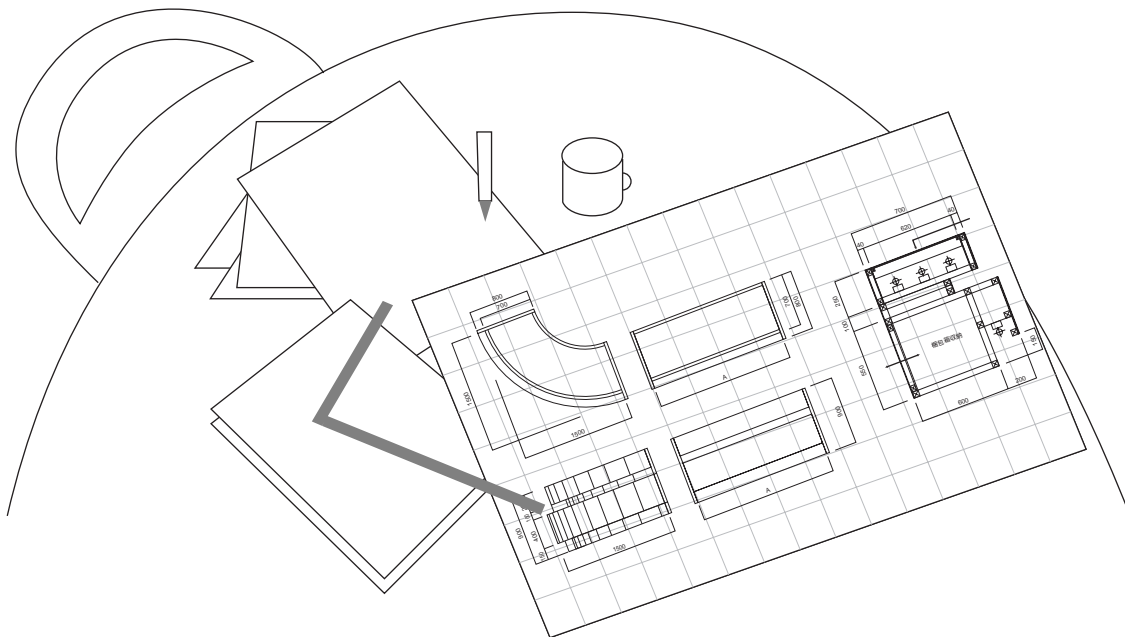
- High image quality, high speed printing, able to output on paper as large as A3 full-bleed.

### □ □ Suggestions □ □

Find out the output capabilities of the customer's current copier and printer and demonstrate the improvements that the e-STUDIO2100c/3100c offer.

### Example Proposal

Colourful and fast Blueprint Output Using the e-STUDIO2100c/3100c



## Key Concepts

- High quality reproduction / faithful to original documents
- Improvements in work efficiency /shorter turnaround times (higher productivity)
- Reductions in cost (both internal costs and also outsourcing costs)
- Improved Knowledge Management

# Retailers and Distributors

Retailers and distributors have the same general document handling needs as many other businesses in terms of administration and

internal corporate communications. However, in addition they also need to be able to produce in-store promotional displays.

## 1. In-House Promotional Material Production

### ● The Issue

The customer wants to be able to produce in-store promotional material such as flyers, price tags, POP displays that are current and coordinated with the season, the day of the week, observances, holidays, and sales promotions. The company wants to do this in-house.

### ● The Solution

Get the e-STUDIO2100c/3100c. You will be able to produce in-store flyers, price tags, POP displays and other promotional materials—not only in house—but also attractively, easily, and quickly—tailored to your specific needs.

### ● Main Sales Points

*Ideal for flyers and POP displays—extensive paper type compatibility and scanning feature*

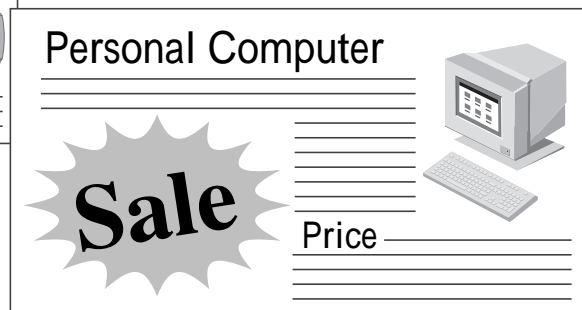
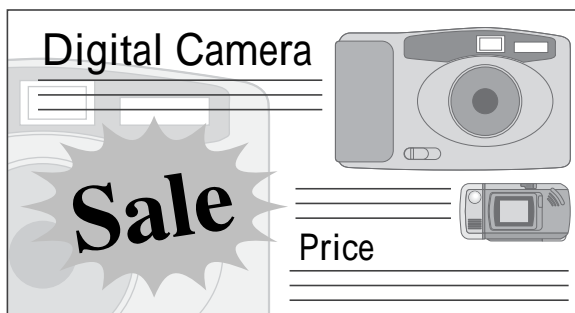
- Speedy printing
- More attractive text and stunning photos
- Output to multiple paper types, from thin to thick paper, from just under A6 to A3 full-bleed paper sizes
- Thick paper capability up to 280 g/m<sup>2</sup> is a top class in colour MFP.
- Water Proof, a water resistant gloss paper is very durable and offers exceptional colour quality. (Recommended Paper: AquaAce™ White Paper)
- Install the Fiery® Controller to use the system as a colour scanner
- True Adobe®Postscript®3™ makes it eminently suitable for all kinds of desktop publishing work

### □ □ Suggestions □ □

With competition intensifying on the front lines of marketing in the retail and distribution industry, it is essential for companies to be able to produce many different types of promotional tools, to make rapid revisions and to turn materials around quickly as needed. Emphasize the benefits that an in-house printing system offers compared to outsourcing.

### Example Proposal

Using an In-House Colour Printing System to Strengthen In-Store Display Materials: A Proposal for Introducing the e-STUDIO2100c/3100c



### Key Concepts

- Improved presence to attract new customers
- More effective in-store/point-of-sale displays (POP, etc.)
- Enhanced ability to securing repeat customers (through direct mail, etc.)

- Improved customer service/enhanced differentiation in terms of competitors
- Operations done faster (higher productivity)
- Reductions in cost (both in-house costs and outsourcing costs)



# Restaurants

Restaurants have similar needs to those mentioned earlier for retailers and distributors. Like all businesses, they produce documents in line with ordinary administrative and management

purposes—but they also need to produce in-store displays and other promotional tools. More upmarket establishments tend to have higher requirements in terms of the quality of these materials.

## 1. In-House Menu Production

### ● The Issue

The customer wants to be able to produce a variety of service menus that differ according to the day of the week, the time of day, season, or holiday. They want this to be able to do so quickly and easily—but they want the result to look good—to have impact and style. They do not have the time or the budget to outsource.

### ● The Solution

Get the e-STUDIO2100c/3100c and you will be able to produce attractive menus easily—and quickly—in house—without the hassle or expense of outsourcing.

### ● Main Sales Points

*Ideal for rapid, professional-looking in-house menu production*

- Speed printing
- Improvements in sharpness for more attractive text and superior photographic reproduction
- Output to a full range of types of paper, from thin to thick papers
- Install the Fiery® Controller to use the system as a colour scanner
- True Adobe®Postscript®3™ makes this equipment eminently suitable for all kinds of desktop publishing work

### □ □ Suggestions □ □

Restaurants need to be able to produce seasonal menus and 'House Specials'. The more aggressive their marketing and the higher their ambitions, the more sophisticated are such establishments' needs for high-quality menus that can be produced quickly and easily.

## 2. Fast-Food Outlet Recipes—Fast

### ● The Issue

A fast-food chain store customer needs to turn out standard recipe lists quickly.

### ● The Solution

Get the e-STUDIO2100c/3100c and use the scanning function to produce easy-to-understand recipe lists with photographic illustrations.

### ● Main Sales Points

*Use the scanning function for high image quality and rapid output*

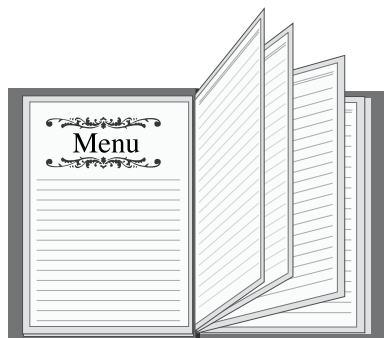
- Install the Fiery® Controller to use the system as a colour scanner
- Colour reproduction is highly faithful to the original document
- Improvements in sharpness for more attractive text and superior photos
- Digital storage provides for rapid production of large-size multiple copy print jobs
- Large capacity paper sources and versatile finishers significantly improve the efficiency of work and productivity

### □ □ Suggestions □ □

Of late, support tools for chain stores have been on the increase. However, these are often provided by the Head Office. Assess the customer's management setup—and approach the Top—if that is where the crucial decisions are made about equipment like printers and copiers.

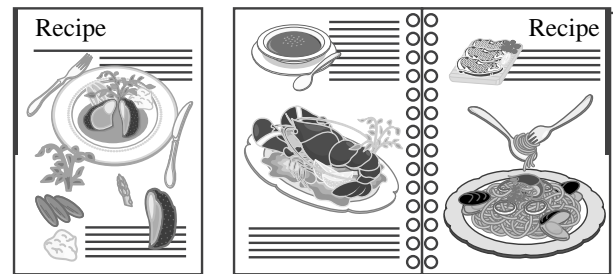
### Example Proposal

Improve Quality and Efficiency of Menu Production Using an In-House Colour Printing System: A Proposal for Introducing the e-STUDIO2100c/3100c



### Example Proposal

Produce Standardized Chain Restaurant Recipes Using a High-Speed In-House Colour Printing System: A Proposal for Introducing the e-STUDIO2100c/3100c



“Water Proof” water resistant gloss paper is suitable for menus and recipes.

\*See page 27 for details.

### Key Concepts

- Improved power to draw customers
- More effective In-store/point-of-sale displays (POP, etc.)
- Enhanced ability to secure repeat customers (through direct mail, etc.)
- Better sales promotions (such as those used for campaigns)

- Improved customer service/enhanced differentiation in terms of competitors
- Improvements in work efficiency/shortened turnaround times (higher productivity)
- Reductions in cost (both in-house costs and also outsourcing costs)

# Education

At the risk of making what some would consider to be a gross generalization, educational institutions by and large tend to lag behind leading-edge businesses in the corporate sector both in their use of colour and also in the sophistication of the networking that they carry out. It is natural therefore that their perceived need for document handling technologies also lags behind.

However, this situation should not be taken negatively—because education-related users also represent an increasing market.

Obviously, education-related users are going to see the need to produce more colour documents—and colour documents of different kinds. In addition, they will increasingly promote a greater degree of networking within their respective institutions—and also outside in conjunction with other institutions and organizations. This is a clear trend.

The education market is both under-developed and full of opportunities.

## 1. An ideal network printer for PC training

### ● The Issue

More and more, PCs are finding use across the full range of educational institutions carrying out an equally wide spectrum of instruction and training. PCs are used in regular courses, to develop curriculum and for administration—and, of course, they are also used in courses teaching the use of computers and programming. This is a fast-growing trend that is accompanied by a correspondingly rapid increase in demand for more advanced document handling technologies. Schools and similar institutions must handle an ever larger volume of documents and the variety of these documents is increasing, too. As a result, more and more institutions realize they need a central printer/copier to serve the entire school—and not just any printer/copier—but one with advanced capabilities and the ability to cope with a growing volume.

### ● The Solution

Get the e-STUDIO2100c/3100c and use it as a networked copier/printer for the entire school's document handling needs.

### ● Main Sales Points

*High image quality and speed printing /a range of features / the ideal choice as core equipment in an institutional network*

- High image quality
- High-speed printing
- A range of features
- The ideal choice as a central device in an institutional network
- Electronic sorting affords speedy, high-volume, multiple copy copying and printing
- Large-capacity paper feeder and multiple finishers significantly increase work efficiency and productivity
- Optional AI Mode during copying for automatic discrimination of text and photographs in the original optimizes the quality of image output
- Colour reproduction is highly faithful to the original
- Improvements in sharpness for more attractive text and superior photos
- Consistent image quality even with large-volume output
- True Adobe®Postscript®3™ makes the system eminently suitable for design and fine arts instruction

□ □ **Suggestions** □ □

Give specific examples of other educational users who have acquired the e-STUDIO2100c/3100c. It may also be persuasive to cite examples from business and institutional users outside your customer's field who have used this equipment as a centralised print solution.

#### Example Proposal

A Networked High-Speed Colour Printing System Serving the Entire School: A Proposal for the Introduction of the e-STUDIO2100c/3100c

#### Key Concepts

- Improving administrative and instructional productivity and efficiency
- Cost reductions (both internal costs and also outsourcing costs)

## 2. Advanced account control

### ● The Issue

The school is producing more and more documents of all kinds. The customer simply cannot handle the increase volume—which continues to soar. The customer wants to somehow regain control of costs—and reduce them if at all possible.

### ● The Solution

Get the e-STUDIO2100c/3100c and take advantage of the advanced document handling features to more effectively manage and reduce institutional printing and copying costs.

### ● Main Sales Points

*e-STUDIO2100c/3100c—loaded with advanced, highly-effective cost-management features*

- Department counter
- Set limit to number of printouts/copies
- Member printing
- A3/A4 counters

□ □ **Suggestions** □ □

If possible, create a simulation showing how much money the institution could save by introducing the e-STUDIO2100c/3100c. Such simulations are very persuasive.

#### Example Proposal

Control and Reduce Copying and Printing Costs: A Proposal for the Introduction of the e-STUDIO2100c/3100c

# Health Care and Pharmaceuticals

The health care and pharmaceuticals industry is another field that has to deal with an enormous volume of documents—again, increasingly of different kinds. However, since the benefit of colour may not be immediately apparent, the key to reaching these customers is to

emphasize its value in documents—for their specific purposes—along with—of course—the overall usefulness of the e-STUDIO series in terms of more productive data sharing.

## 1. Drugstore Prescriptions

### ● The Issue

The customer is a drugstore. The store wants to be able to store and manage a large volume of prescriptions faster and more efficiently—with rapid access to information when necessary.

### ● The Solution

Get the e-STUDIO2100c/3100c and increase the printout job efficiency.

### ● Main Sales Points

*Speed, compatibility, image quality and annotatable printouts*

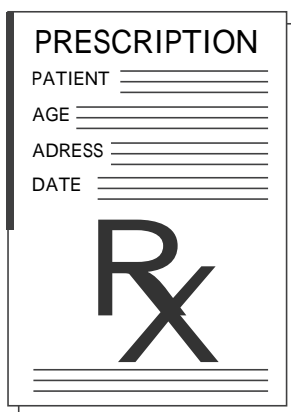
- Faster printouts
- Paper compatibility from just under A6 size
- Clear print quality for both text and photos thanks to improvements in sharpness
- The “Less-oil fusing method” makes the printout easy to write on

### □ □ Suggestions □ □

Get to know exactly the most recent issues are concerning prescription printouts.

### Example Proposal

How to Dramatically Speed Up Prescription Printout Jobs: A Proposal for the Introduction of the e-STUDIO2100c/3100c



## 2. New Medication Presentations

### ● The Issue

Everybody knows that hospitals are busy places—and that the doctors and staff who work there are always short of time. A pharmaceuticals supplier must know how to make short, effective presentations. The customer therefore needs colour to help focus the presentation, make it more understandable, and add overall impact.

### ● The Solution

Get the e-STUDIO2100c/3100c and produce colour output for more effective presentations—quickly and easily—using PowerPoint or other applications.

### ● Main Sales Points

**Ideal for Rapid In-House Production of Presentations**

- Colour reproduction that is highly faithful to the original
- Improvements in sharpness for more attractive text and superior photos
- Printing speed
- Install the Fiery® Controller to use the e-STUDIO2100c/3100c as full-featured colour scanners with RADF
- Electronic sorting affords speedy high-volume, multiple copy copying and printing
- Adobe®Postscript®3™ makes this equipment eminently suitable for all kinds of desktop publishing work
- Output to thin or thick paper types, and in sizes from just under A6 to A3 full-bleed

### □ □ Suggestions □ □

As with education users, it may be persuasive to cite success stories. These examples may include users in other fields.

### Example Proposal

Increase Work Efficiency with a Centralized High-Speed Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c

## Key Concepts

- Improved Knowledge Management
- Increased work efficiency
- Reductions in cost (both internal costs and also outsourcing costs)
- (Pharmaceuticals related) Strengthened presentational power

# Travel and Hospitality

Users in the travel and hospitality industry are always looking for new ways to get the attention of prospective customers. As a result,

such companies need to produce a wide range of different types of documents in large volume—but with higher quality.

## 1. Flyers for Tours

### ● The Issue

The customer wants to be able to produce simple flyers for economy tours—and—naturally enough—would like to do so quickly, easily, and inexpensively in-house.

### ● The Solution

Get the e-STUDIO2100c/3100c—and produce professional flyers quickly, easily, and inexpensively in-house.

### ● Main Sales Points

*The scanning feature provides extra support for flyer production and output*

- Printing speed
- Improvements in sharpness for more attractive text and superior photos
- Install the Fiery® Controller to use e-STUDIO2100c/3100c as full-featured colour scanners with RADF
- True Adobe®Postscript®3™ make these systems eminently suitable for all kinds of desktop publishing work speed printing

### □ □ Suggestions □ □

Offer samples of well-done flyers produced using the e-STUDIO2100c/3100c.

### Example Proposal

Produce Flyers Quickly with an In-House High-Speed Colour Printing System: A Proposal for the Introduction of the e-STUDIO2100c/3100c

## 2. Tour Materials—Fast!

### ● The Issue

The customer is a travel agent. The company wants to be able to produce timetables, price guides and travel schedules—often packaged together—for potential clients making inquiries about tours and events. Since these customers are prospective clients, the travel agent wants to give them the information they need as quickly as possible—in a professional format. But he may have to do for this for a number of different customers at the same time. That means he has to handle a number of variables—customer names, special information and direct mail information, which despite being quite different, they all still have to be produced easily and quickly.

### ● The Solution

Get the e-STUDIO2100c/3100c—and take advantage of their full-featured range of advanced document handling features and software. Use FreeForm™ to handle variable items of information that have to be input.

### ● Main Sales Points

*High impact and appealing materials—fast!*

- Colour reproduction that is highly faithful to the original
- Improvements in sharpness for more attractive text and superior photos
- “Magazine sort” + “saddle stitching” provides automatic booklet production
- Install the Fiery® Controller to use the e-STUDIO2100c/3100c as full-featured colour scanners with RADF
- Use FreeForm™ software to handle variable data information

### □ □ Suggestions □ □

Find out how the customer is currently addressing the needs that we have been talking about. If the customer is outsourcing such work, emphasize the potential savings in terms of costs, time, and benefits and flexibility of in-house production.

### Example Proposal

Produce Attractive Tour Materials More Quickly: A Proposal for the Introduction of the e-STUDIO2100c/3100c

## Key Concepts

- Increase company profile and project a professional and flexible service
- Better Customer Relationship Management (CRM)
- More effective sales promotion (as in the case of campaigns and the like)
- A more organized, efficient customer database
- Increased efficiency of work /shorter turnaround time (higher productivity)

# 9. Specifications

\*A part of functions may differ between districts.

Copying/Printing process.....	Indirect electrostatic photographic method
Type.....	Console
Original scanning system.....	Liner CCD sensor
Resolution	
• Scanning.....	600 x 600 dpi (primary scanning direction: 256 division smoothing)
• Printing.....	600 x 600 dpi
Gradation.....	256 steps
Original platen type .....	Fixed hard platen (optional: RADF or platen cover)
Acceptable originals .....	Sheets, books and 3-dimensional objects
Maximum original size .....	A3
Acceptable paper size	
• Cassette .....	A3, A4, A4-R, A5-R, B4, B5, B5-R, FOLIO
• Stack Feed Bypass .....	100 x 148 mm – 305 x 457 mm (A3 Full-Bleed)
Acceptable paper weight	
• Cassette & LCF (A4) .....	64 – 163 g/m <sup>2</sup>
• Stack Feed Bypass .....	64 – 280 g/m <sup>2</sup>
Paper supply (80 g/m <sup>2</sup> )	
• Standard .....	Cassette: 2 x 600 sheets Stack Feed Bypass: 130 sheets
• Optional.....	Optional cassette: 1 or 2 x 600 sheets LCF: 1,500 sheets
Maximum paper capacity .....	4,030 sheets
Warm-up time .....	Approx. 240 seconds
First copy time .....	9.5 seconds (A4 size, from upper cassette, 100%, NO ACS/APS/AMS)
Copying speed (A4)	
• Colour.....	21 cpm (e-STUDIO2100c), 31 cpm (e-STUDIO3100c)
• Black & White .....	31 cpm
Multiple Copying.....	Up to 999 copies (Ten key input)
Excluded image width .....	Leading edge: 5.0 ± 2.0 mm, Trailing edge: 2.5 ± 2.0 mm, Both edges: 2.0 ± 2.0 mm
Reproduction ratio .....	Fixed 1:1 Magnification auto calculation Original/Copy size: A3, A4, B4, A5, OTHER Zoom: 0.25 to 4.00 (1% increment)
Colour mode selection .....	Full colour, Black, Auto colour
Original mode selection.....	Text/Photo, Text, Photo, Printed image, Map, AI (optional)
Image dencity control .....	Automatic or Manual (11 levels)
Power Consumption.....	Max. 2.0 kW (220 – 240 V, 50/60 Hz)
Weight .....	Approx. 187 kg
Dimensions .....	W868 x D750 x H997 mm

## SPECIAL FEATURES

Special features	APS/AMS, Interrupt, Help, Automatic Energy Saving, Auto Shut Off, Sleep Mode, Auto Cassette Change, Mixed Size Originals, Mode Memory, Job Reservation, Weekly Timer, Date/Time Setting, Auto Duplex Mode, Auto Sort Mode, Auto Job Start, Thin Paper/Thick Paper, OHP Cassette Feeding, Language Switching, User Selection, Department Management, Department Code Data Output, Dual-Page, 2in1/4in1, Magazine Sort, Edge Erasing, Image Shift, Book Centre Erase, Mono Colour, Full Image, Mirror Image, Negative/Positive, X-Y Zoom, Image Repeat, Centring, Trimming/Masking, Colour Balance, RGB Adjustment, Hue Adjustment, Saturation, Sharpness, Background Adjustment, One-Touch Adjustment, Automatic Calibration, Photo Zoom
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## OPTIONS

### Auto Duplexing Unit MD-5007

Paper Size .....	A3 – A5-R (64 – 105 g/m <sup>2</sup> )
Stack Capacity .....	30 sheets (80 g/m <sup>2</sup> )
Mode .....	Duplex
Copy Speed (A4 size, single side copy) .....	Colour/e-STUDIO2100c .....21 cpm e-STUDIO3100c .....31 cpm B/W/ e-STUDIO2100c .....31 cpm e-STUDIO3100c .....31 cpm
Dimensions .....	W633 × D626 × H110 mm
Weight .....	Approx. 9 kg

### Cassette Module MY-1020

Paper supply .....	600 sheets (80 g/m <sup>2</sup> ), Max. paper height = 66 mm
Paper Size .....	A3 – A5-R (64 – 163 g/m <sup>2</sup> )
Dimensions .....	W633 × D626 × H110 mm
Weight .....	Approx. 5 kg

### Large Capacity Feeder MP-1503A4

Paper supply .....	1,500 sheets (A4, 80 g/m <sup>2</sup> ), Max. paper height = 165 mm
Paper Size .....	A4 ( 64 – 163 g/m <sup>2</sup> )
Dimensions .....	W317 × D460 × H288 mm
Weight .....	Approx. 8.5 kg
Power Supply .....	Supplied from Copier

### Reversing Automatic Document Feeder MR-3006A/MR-3006E

Stack Capacity .....	50 sheets (A4/A4-R, 80 g/m <sup>2</sup> ), 25 sheets (A3/B4, 80 g/m <sup>2</sup> )
Original Size .....	A3 – A5-R ( 64 – 105 g/m <sup>2</sup> )
Original Setting .....	Face up
Original Receiving .....	Face up
Max. Original Width .....	308 mm
Dimensions .....	W597 × D494 × H120 mm
Weight .....	Approx. 9.5 kg
Power Supply .....	Supplied from Copier

### Finisher MJ-1019

Tray number .....	2 Trays
Mode .....	Non-Sort/Sort/Staple Sort/Group
Paper Size .....	A3 – A5-R (Staple: 105 g/m <sup>2</sup> , Non-staple: 256 g/m <sup>2</sup> )
Tray Capacity in sort mode	

\*The tray loading capacity is determined by the loading height as below.  
Units of mm ± 7 mm Values in parentheses ( ) = the number of 80 g/m<sup>2</sup> sheets

Mode	Non-sort		Sort/Group		Staples loaded	
	1	2	1	2	Mixed paper not loaded	Mixed paper loaded
Tray No.	1	2	1	2	1, 2	1, 2
A5-R, ST-R	147 (1,000)	147 (1,000)	No	No	No	No
A3 Full-Bleed, B5-R	74 (500)	74 (500)	No	No	No	No
A4, B5, LT	147 (1,000)	147 (1,000)	147 (1,000)	147 (1,000)	Whichever of 110 mm, 750 sheets or 50 copies is reached first.	Whichever of 74 mm, 500 sheets or 50 copies is reached first.
A3, A4-R, B4, FOLIO, LD, LG, LT-R, COMP	74 (500)	74 (500)	74 (500)	74 (500)	Whichever of 74 mm, 500 sheets or 50 copies is reached first.	Whichever of 74 mm, 500 sheets or 50 copies is reached first.

Staple type ..... Multi position (4 kinds)  
 (Depend on direction of the paper.) (Front-1 position-Slant, Rear-1 position-Parallel, Rear-1 position-Slant, Center-2 positions-Parallel)  
 Staple Capacity ..... 50 sheets (A4, B5/80 g/m<sup>2</sup>)  
 30 sheets (A3, B4, A4-R, FOLIO/80 g/m<sup>2</sup>)  
 Dimensions ..... W599 × D615 × H1,020 mm  
 Weight ..... Approx. 36 kg

**Finisher (w/Saddle Stitch)  
MJ-1020**

Tray number ..... 2 Trays + 1 tray for Saddle Stitch  
 Mode ..... Non-Sort/Sort/Staple Sort/Group/Saddle stitch  
 Paper Size ..... A3 – A5-R  
 ..... (Staple: 105 g/m<sup>2</sup>, Non-staple: 256 g/m<sup>2</sup>)  
 Tray Capacity in sort mode

\*The tray loading capacity is determined by the loading height as below.  
 Units of mm ± 7 mm Values in parentheses ( ) = the number of 80 g/m<sup>2</sup> sheets

Mode	Non-sort		Sort/Group		Staples loaded	
	1	2	1	2	Mixed paper not loaded	Mixed paper loaded
Tray No.	1	2	1	2	1, 2	1, 2
A5-R, ST-R	147 (1,000)	147 (1,000)	No	No	No	No
A3 Full-Bleed, B5-R	74 (500)	74 (500)	No	No	No	No
A4, B5, LT	147 (1,000)	147 (1,000)	147 (1,000)	147 (1,000)	Whichever of 110 mm, 750 sheets or 50 copies is reached first.	Whichever of 74 mm, 500 sheets or 50 copies is reached first.
A3, A4-R, B4, FOLIO, LD, LG, LT-R, COMP	74 (500)	74 (500)	74 (500)	74 (500)	Whichever of 74 mm, 500 sheets or 50 copies is reached first.	Whichever of 74 mm, 500 sheets or 50 copies is reached first.

Staple type ..... Multi position (4 kinds)  
 (Depend on direction of the paper.) (Front-1 position-Slant, Rear-1 position-Parallel, Rear-1 position-Slant, Center-2 positions-Parallel)  
 Staple Capacity ..... 50 sheets (A4, B5/80 g/m<sup>2</sup>)  
 30 sheets (A3, B4, A4-R, FOLIO/80 g/m<sup>2</sup>)  
 Cartridge Capacity ..... 5,000 staples (STAPLE-700)  
 Tray capacity in staple mode ..... TBD  
 Saddle stitch  
 • Paper size ..... A3, B4, A4-R  
 • Staple capacity ..... 15 sheets (64 – 80 g/m<sup>2</sup>)  
 • Cartridge capacity ..... 2,000 staples (STAPLE-600)  
 • Folding ..... Center folding  
 • Stack capacity ..... 11 – 15 sheets copy: 10 sets (64 – 80 g/m<sup>2</sup>)  
 6 – 10 sheets copy: 20 sets (64 – 80 g/m<sup>2</sup>)  
 less than 6 sheets: 25 sets (64 – 80 g/m<sup>2</sup>)  
 Dimensions ..... W599 × D615 × H1,020 mm  
 Weight ..... Approx. 56 kg

**Hole Punch Unit Option for  
MJ-1019/1020 (MJ-6002E/F/S)**

Type and hole location ..... MJ-6002E: 2 holes  
 Distance of punched holes – 80 mm  
 MJ-6002F: 4 holes (80 mm)  
 Distance of punched holes – 80 mm  
 MJ-6002S: 4 holes (21/70/21 mm)  
 Distance of punched holes – Interval between 1st and 2nd: 21 mm  
 Dimensions ..... W76 × D581 × H373 mm  
 Weight ..... Approx. 6 kg  
 \*Position diagram, may vary according to country

**Slot Cover KE-FC22**

Dimensions ..... W670 × D365 × H80 mm  
 Weight ..... Approx. 0.5 kg

**Platen Cover KA-2060PC**

Dimensions ..... W596 × D596 × H59 mm  
 Weight ..... Approx. 1.7 kg

**Work Tray KK-2460**

Dimensions ..... W627 × D129 × H61 mm  
 Weight ..... Approx. 1.5 kg

**Fier® S300 (v1.1) Controller GA-1131**

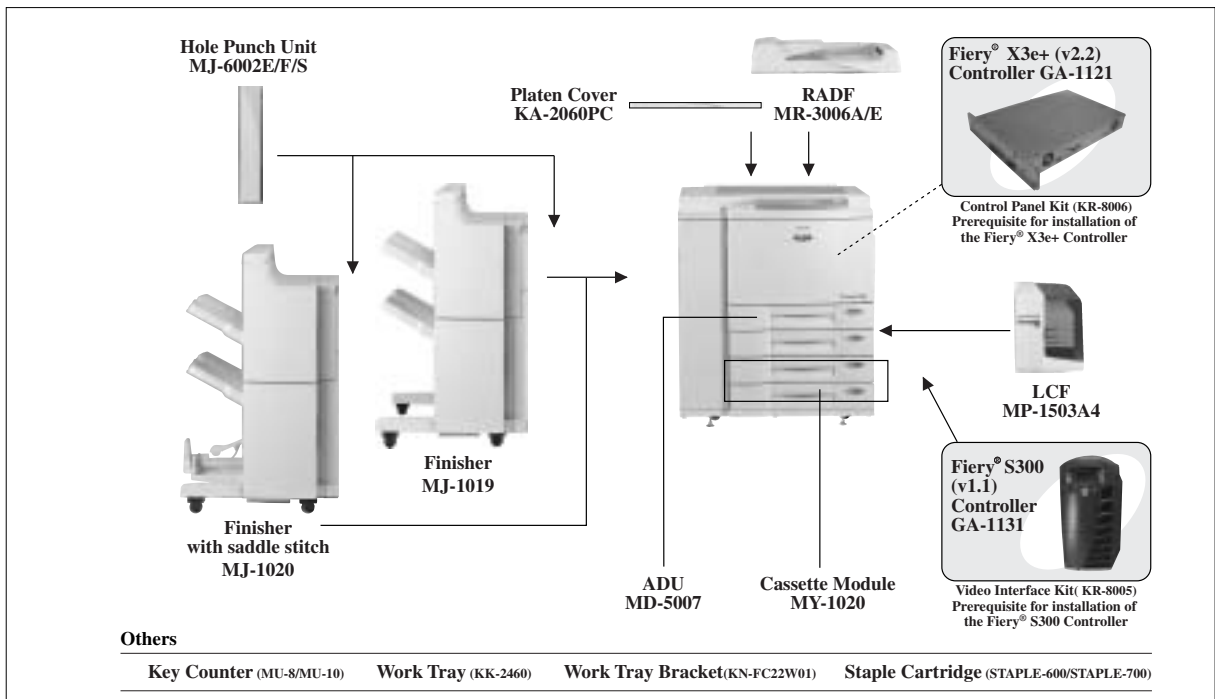
(Video Interface Kit KR-8005 Prerequisite for installation of the Fier® S300 Controller)

Processor ..... Intel®Pentium® IV 2.0 GHz  
 Memory ..... 256 MB (standard), 1 GB (maximum)  
 Hard disk ..... 60 GB  
 Print resolution (Colour/B&W) ..... 600 × 600 dpi  
 Gradation ..... 256 steps  
 Printing speed (A4 size) ..... Colour/e-STUDIO2100c .....21 ppm  
 e-STUDIO3100c .....31 ppm  
 B&W/ e-STUDIO2100c .....31 ppm  
 e-STUDIO3100c .....31 ppm  
 Printer drivers ..... Windows®98/Me/NT4.0/2000/XP/2003,  
 Mac OS 9.0-10.0x  
 Network interface ..... 10Base-T/100Base-TX/1000Base-T (RJ45)  
 Network protocol ..... TCP/IP (Port 9100, IPP1.1, SMB),  
 IPX/SPX (NDS, NDPS), AppleTalk  
 PDL ..... Adobe®PostScript®3™, PCL6c®



<b>Fiery® X3e+ (v2.2) Controller GA-1121</b> (Control Panel Kit KR-8006 Prerequisite for installation of the Fiery® X3e+ Controller)	Processor .....	Intel Mobile Pentium® III 850 MHz
	Memory .....	256 MB (standard), 512 MB (maximum)
	Hard disk .....	20 GB
	Print resolution (Colour/B&W).....	600 × 600 dpi
	Gradation .....	256 steps
	Printing speed (A4 size).....	Colour/e-STUDIO2100c .....21 ppm e-STUDIO3100c .....31 ppm
		B&W/ e-STUDIO2100c .....31 ppm e-STUDIO3100c .....31 ppm
	Printer drivers .....	Windows®98/Me/NT4.0/2000/XP/2003, Mac OS 9.0-10.0x
	Network interface .....	10Base-T/100Base-TX (RJ45)
	Network protocol.....	TCP/IP (Port 9100, IPP1.1, SMB), IPX/SPX (NDS, NDPS), AppleTalk
	PDL .....	Adobe®PostScript®3™, PCL6c®

**DocBuilder™ Pro™ GB-1160** Option for Fiery® X3e+ Controller and Standard single user license for S300 (optional licenses can be purchased)



**Fiery® S300 (v1.1)/X3e+ (v2.2) Software**

Software	S300	X3e+
Fiery® RemoteScan (TWAIN)	Yes (Std)	Yes (Std)
Command WorkStation™ SW (Ver.4.1)	Yes (Std)	Yes (Std)
Command WorkStation™ LE (for MAC)	Yes (Std)	Yes (Std)
DocBuilder™	Yes (Std)	Yes (Std)
DocBuilder™ Pro™ (Ver.1.5.1)	Yes (Std)	Yes (Opt)
FreeForm™ (Ver.2.1)	Yes (Std)	Yes (Std)
Fiery® Downloader™ (TCP/IP)	Yes (Std)	Yes (Std)
WebTools	Yes (Std)	Yes (Std)
ColorWise Pro Tools™	Yes (Std)	Yes (Std)

**Toshiba Original Supplies and Parts**



Stress to your customers that Toshiba's original supplies and parts assure the highest copy quality with consistent results, whatever the operating environment or the job size.  
Use of Toshiba original supplies contributes to fewer service calls and greater copier durability.



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# Competitor Comparisons

SUPPLIER		TOSHIBA		Canon	
MODEL		e-STUDIO2100c	e-STUDIO3100c	CLC1160/1180	
<b>General Specification</b>					
Engine Type		1pass (Tandem)		4 pass	
Exposure / Developing Method		Laser / 2-component		Laser / 2-component	
Copy / Print speed (Full-colour/ B&W)	cpm	21 / 31	31 / 31	11 / 42	
Warm-up time	sec	240		510	
Standard / Max. Copier Memory	MB	128		0	
Dimensions (WxDxH) / Weight	mm / kg	868 x 750 x 997 mm 191kg		768 x 774 x 1000 mm 291.5 kg	
<b>Paper Handling</b>					
Std. Paper Capacity (80g/m <sup>2</sup> )	sheets	1.330		CLC1160: 1,900, CLC1180: 1,350	
Max. Paper Capacity (80g/m <sup>2</sup> )	sheets	4.030		CLC1160: 4,400, CLC1180: 3,850	
Max Original Size	mm	A3		A3	
Min/ Max Copy Size	mm	A6 (105x148) - A3+(305x457)		B5 - A3+(305x457)	
Paper Weight	Drawer	64 - 163 g/m <sup>2</sup>		64 - 105 g/m <sup>2</sup>	
	Bypass	64 - 280 g/m <sup>2</sup>		64 - 209 g/m <sup>2</sup>	
Duplex		Opt. Stack (50)		1160: No, 1180: Std. Stack (50)	
Document Feeder		Opt. 50-sheet RADF		Opt. 100-sheet RDH	
LCF	sheets	Option (1,500)		Option (2,500)	
Finishing Options	#1	Finisher MJ-1019		20-Bin Staple Sorter	
		2 trays / Staple(50) / Stack(2,000)		20 bins / Staple(30) / Stack(50/bin)	
	#2	Saddle Stitch Finisher MJ-1020		-	
		2 trays / Staple(50) / Stack(2,000) / Saddle stitch (15)		-	
#3	-		-		
Hole Punch		Yes (Opt.)		No	
<b>Copier Feature</b>					
First copy time (Full-colour/ B&W)		9.5 / 9.5		18.1 / 9.6	
Scanning Resolution	dpi	600 x 600		400 x 400	
Gradation	steps	256		256 steps	
Multiple Copy		1 - 999		1 - 100	
ACS (Auto colour Selection)		Yes		Yes	
E-sort copy		Yes (Std.)		No	
<b>Printer Feature</b>					
		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1121 (Fiery X3e+, EFI)	Opt. PS-NX500W (EFI)	Opt. PS-NX800 (EFI)
Controller Type		External	Embedded	External	External
Processor		Intel Pentium IV (2.0 GHz)	Intel Mobile Pentium III (850MHz)	Intel Pentium III (1.0 GHz)	Intel Pentium IV (2.0GHz)
Resolution	dpi	600 x 600	600 x 600	800 equivalent x 400	800 equivalent x 400
PDL		Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3	Adobe PS3
Interface		10BaseT/100BaseTX/ 1000BaseT	10BaseT/100BaseTX/ 1000BaseT	10BaseT/100BaseTX	10BaseT/100BaseTX
Fonts		136 PS fonts, 80 PCL fonts	136 PS fonts, 80 PCL fonts	136 PS fonts	136 PS fonts
Network OS		Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/ 10.x	Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/10.x	Win98/Me/NT4.0/2000/XP, MacOS, UNIX	Win98/Me/NT/2000/XP, MacOS, UNIX
Protocols		TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
Memory	MB	256 (Max.768)	256 (Max.512)	256 (Max.512)	192
HDD	GB	60	10	40	20
<b>Scanner Feature</b>					
Resolution	dpi	150/200/300/600	150/200/300/600	Max. 400	Max. 400
Data Format		PDF, TIFF, JPEG	PDF, TIFF, JPEG	PDF, TIFF, JPEG	PDF, TIFF, JPEG
Scan to Email		Yes	Yes	Yes	Yes
Scan to File		Yes (FTP)	Yes (FTP)	Yes (FTP)	Yes (FTP)
Scan to TWAIN		Yes (Fiery Remote Scan)	Yes (Fiery Remote Scan)	Yes (Fiery Remote Scan)	Yes (Fiery Remote Scan)
Scan to HDD/BOX		Yes (MailBox)	Yes (MailBox)	Yes (MailBox)	Yes (MailBox)
<b>Fax Feature</b>		N/A	N/A	N/A	N/A
<b>Network Fax Feature</b>		N/A	N/A	N/A	N/A
<b>Internet Fax Feature</b>		Yes Opt. (Simple mode)	Yes Opt. (Simple mode)	N/A	N/A

Canon				
CLC 3200	iR C3200N	CLC 2620	iR C2620N	iR C3220/C3220N
1pass (Tandem)		1pass (Tandem)		
Laser / 2-component		Laser / 2-component		
32 / 32		26/26	26/26	32 / 32
360		360		
768		1024		
620 x 786 x 799 mm		620 x 786 x 710 mm		
126 kg		126 kg		
1.200		1.200		
4.800		5.000		
A3		A3		
A5R - A3+ (320x450)		A5R - A3+ (320x457)		
64 - 209 g/m <sup>2</sup>		64 - 209 g/m <sup>2</sup>		
64 - 253 g/m <sup>2</sup>		64 - 253 g/m <sup>2</sup>		
Std. Stackless		Std. Stackless		
Opt. 30-sheet RADF		Opt. 30-sheet RADF		
Option (2,500)		Option (2,700)		
Finisher N1		Finisher N1		
2 trays / Staple(50) / Stack(2,000)		2 trays / Staple(50) / Stack(2,000)		
Staple Finisher M1		Staple Finisher M1		
1 tray / Staple(30) / Stack(1,000)		1 tray / Staple(30) / Stack(1,000)		
Saddle Finisher N2		Saddle Finisher N2		
2 trays / Staple(50) / Stack(2,000) / Saddle stitch (15)		2 trays / Staple(50) / Stack(2,000) / Saddle stitch(15)		
No		No		
Std.		Std.		
13.1 / 9.8		13.1 / 9.8		
600 x 600		600 x 600		
256		256		
1 - 999		1 - 999		
Yes		Yes		
Yes (Std.)		Yes (Std.)		
Opt. Multi PDL Network Printer Unit-C1 (*for CLC 3200)	Std.: iR C3200N	Opt. Colour Network Printer Unit C1 V2.1 (*für <b>CLC 2620</b> )	Std: iR C2620N/3220N	Opt. ColorPASS-Z3000 (EFI) *for iR C3220
External	Embedded	Extern	Embedded	External
Intel Mobile Pentium III (850MHz)	MIPS R4000 (250 MHz x 2)	Intel Pentium III (850 MHz)	MIPS R4000 (250 MHz x 2)	Intel Pentium IV (2.4 GHz)
2400 equivalent x 600	2400 equivalent x 600	2400 interpoliert x 600	2400 equivalent x 600	600 x 600
Adobe PS3, PCL5c,  TIFF 6, PDF1.3	PCL5c, PS3 Emulation, UFR	Adobe PS3, PCL5c, TIFF 6, PDF1.2/1.3/1.4, EPS/ EPSF	PCL5c, PS3 Emulation, UFR	Adobe PS3
10BaseT/100BaseTX, IEEE1284, Token Ring (Opt.)	10BaseT/100BaseTX, Token Ring (Opt.)	10BaseT/100BaseTX, IEEE1284, Token Ring (Opt.)	10BaseT/100BaseTX, Token Ring (Opt.)	10/100/1000BaseT
136 PS fonts, 45 Scalable PCL fonts	136 PS fonts, 80 PCL fonts 30 Barcode fonts, 2 OCR fonts	136 PS Fonts, 45 skalierbare PCL Fonts	136 PS fonts, 80 PCL fonts 30 Barcode fonts, 2 OCR fonts	136 PS fonts, PDF1.4, TIFF 6
Win98/Me/NT4.0/2000/XP, MacOS9.0-X.*, UNIX* (*PS3)	Win95/98/Me/NT4.0*/2000/ XP, MacOS 9.0-X**., UNIX** (*: UFR is excluded.) (**: Only PS3)	Win98/Me/NT4.0/2000/XP/ Server 2003, MacOS X, UNIX	Win98/Me/NT4.0*/2000/XP/ Server 2003, UNIX**, MacOSX 10.2 or later**, (*: UFR is excluded.) (**: Only PS3)	Win98/Me/NT4.0/2000/XP/ Server 2003, MacOS X, UNIX
TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
128 (Max.256)	768	128 (Max.256)	128 (Max.256)	256 (Max.512)
10	40 (shared)	20	10	60
TWAIN Scan: Std. Push Scan: Opt. Color Universal Send Kit-A1		TWAIN Scan: Std. Push Scan: Opt. Color Universal Send Kit-A2		Opt. ColorPASS-Z3000 (EFI) *for iR C3220
TWAIN Scan: 75 - 60 Push Scan: 100 - 600		TWAIN Scan: 75 - 60 Push Scan: 100 - 600		Unknown
PDF, TIFF, JPEG		PDF, TIFF, JPEG		PDF, TIFF, JPEG
Yes		Yes		Yes
Yes (SMB, FTP)		Yes (SMB, FTP)		Unknown
Yes		Yes		Yes (Fiery Remote Scan)
Yes (BOX)		Yes (BOX)		Yes (MailBox)
Opt. Super-G3 FAX Board-M1		Opt. Super-G3 FAX Board-M2		
Opt. Super-G3 FAX Board-M1		Opt. Super-G3 FAX Board-M2		
Opt. Color Universal Send Kit-A1		Opt. Color Universal Send Kit-A2		

SUPPLIER		TOSHIBA		RICOH	
MODEL		e-STUDIO2100c	e-STUDIO3100c	Aficio Color6513	
<b>General Specification</b>					
Engine Type		1pass (Tandem)		4 pass	
Exposure / Developing Method		Laser / 2-component		Laser / 2-component	
Copy / Print speed (Full-colour/ B&W)	cpm	21 / 31	31 / 31	13 / 51	
Warm-up time	sec	240		510	
Standard / Max. Copier Memory	MB	128		0	
Dimensions (WxDxH) / Weight	mm / kg	868 x 750 x 997 mm 191kg		750 x 780 x 980 mm 245 kg	
<b>Paper Handling</b>					
Std. Paper Capacity (80g/m <sup>2</sup> )	sheets	1.330		1.750	
Max. Paper Capacity (80g/m <sup>2</sup> )	sheets	4.030		3.250	
Max Original Size	mm	A3		A3	
Min/ Max Copy Size	mm	A6 (105x148) - A3+(305x457)		A6 - A3+(330x483)	
Paper Weight	Drawer	64 - 163 g/m <sup>2</sup>		1st - 2nd Drawer: 64 - 105 g/m <sup>2</sup> 3rd - 4th Drawer: 64 - 256 g/m <sup>2</sup>	
	Bypass	64 - 280 g/m <sup>2</sup>		64 - 256 g/m <sup>2</sup>	
Duplex		Opt. Stack (50)		Std. Stack (50)	
Document Feeder		Opt. 50-sheet RADF		Opt. 50-sheet RADF	
LCF	sheets	Option (1,500)		Option (1,500)	
Finishing Options	#1	Finisher MJ-1019		20-Bin Staple Sorter	
		2 trays / Staple(50) / Stack(2,000)		20 bins / Staple(50) / Stack(50/bin)	
	#2	Saddle Stitch Finisher MJ-1020		-	
		2 trays / Staple(50) / Stack(2,000) / Saddle stitch (15)		-	
	#3	-		-	
Hole Punch		Yes (Opt.)		No	
<b>Copier Feature</b>					
First copy time (Full-colour/ B&W)	sec	9.5 / 9.5		14.0 / 7.3	
Scanning Resolution	dpi	600 x 600		600 x 600	
Gradation	steps	256		256	
Multiple Copy		1 - 999		1 - 999	
ACS (Auto colour Selection)		Yes		Yes	
E-sort copy		Yes (Std.)		No	
<b>Printer Feature</b>					
Printer Feature		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1121 (Fiery X3e+, EFI)	Opt. E-820 (EFI)	Opt. E-710 (EFI)
Controller Type		External	Embedded	External	Embedded
Processor		Intel Pentium IV (2.0 GHz)	Intel Mobile Pentium III (850 MHz)	Intel Pentium III (1.0 GHz)	Intel Celeron (366MHz)
Resolution	dpi	600 x 600		600 x 600	
PDL		Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3	Adobe PS3
Interface		10BaseT/100BaseTX/ 1000BaseT	10BaseT/100BaseTX/ 1000BaseT	10BaseT/100 BaseTX, Token Ring (Opt.)	10BaseT/100BaseTX, RS232C(Serial port)
Fonts		136 PS fonts, 80 PCL fonts	136 PS fonts, 80 PCL fonts	136 PS fonts	136 PS fonts
Network OS		Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/ 10.x	Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/10.x	Win95/98/Me/NT4.0/2000/ XP, MacOS, UNIX	Win95/98/Me/NT/2000/XP, MacOS(8.1/8.6/9.0), UNIX
Protocols		TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
Memory	MB	256 (Max.768)		512	
HDD	GB	60		40	
<b>Scanner Feature</b>					
Resolution	dpi	150/200/300/600		150/200/300/600	
Data Format		PDF, TIFF, JPEG		PDF, TIFF, JPEG	
Scan to Email		Yes		No	
Scan to File		Yes (FTP)		No	
Scan to TWAIN		Yes (Fiery Remote Scan)		Yes (Fiery Scan)	
Scan to HDD/BOX		Yes (MailBox)		No	
<b>Fax Feature</b>					
Network Fax Feature		N/A		N/A	
Internet Fax Feature		Yes Opt. (Simple mode)		N/A	

RICOH Aficio 2228C/2232C/2238C	KYOCERA MITA KM-C2630	XEROX	
		DocuColor 12 Printer/Copier	DocuColor 1632/2240
1 pass (Tandem)	1 pass (Tandem)	4 pass	1 pass (Tandem)
Laser / 2-component	LED / 2-component	Laser / 2-component	Laser / 2-component
2228C: 20/28; 2232C: 24/32; 2238C: 28/38	26 / 26	12.5 / 50	1632: 16 / 32 2240: 22 / 40
101	179	420	45
192 (Max. 384)	512	0	512 + 10GB
670 x 698 x 859 mm	699 x 715 x 1,122 mm	620 x 788 x 1,038 mm	666 x 780 x 1145 mm
120 Kg	120Kg	200 kg	174 kg
1.100	150	2.250	3,140 (90g/m <sup>2</sup> )
3.100	3.150	4.250	3,140 (90g/m <sup>2</sup> )
A3	A3	A3	A3+ (297 x 432)
100 x 148 - A3	A6 - A3+(305x457)	A6 - A3+(320x457)	A6 - A3+(305x483)
60 - 105 g/m <sup>2</sup>	64 - 105 g/m <sup>2</sup>	64 - 128 g/m <sup>2</sup>	64 - 105 g/m <sup>2</sup>
60 - 163 g/m <sup>2</sup>	60 - 220 g/m <sup>2</sup>	64 - 256 g/m <sup>2</sup>	55 - 220 g/m <sup>2</sup>
Std. Stackless	Std. Stackless	Std. Stackless	Std. Stackless
Opt. 80-sheets RADF	Opt. 100-sheets RADF	Std. 50-sheet RADF	Opt. 50-sheet RADF
Opt. 2 x 1,000 sheets	Opt. 2,500 (1,000+1,500)	Option (2,000)	No
SR920 Multi Tray Finisher	Finisher DF-600	Mail Box/10-Bin Sorter	Staple Finisher
2 trays / Staple (50) / Stack (500/2,000)	1 Tray / Staple (50) / Stack (2,000)	10 bins / Staple(50) / Stack(100/bin)	1tray / Staple(50) / Stack(1,000)
SR910 Booklet Finisher	Finisher DF-610	Offset Catch Tray	-
1 trays / Staple (50) / Stack(1,000) / Saddle stitch(10)	2 Tray / Staple (50) / Stack (2,800/200) / Saddle Stitch (10)	1 Tray / Stack(500)	-
-	MT-1 for DF-600/610	-	-
-	5 bins / Stack (5 x 200)	-	-
Opt.	Opt.	No	No
Std.	Std.	Std.	Std.
10 / 8	9.4 / 9.4	14.1 / 5.8	10.1 / 6.8 (colour Priority) 12.5 / 4.3 (B&W Priority)
600 x 600	600 x 600	600 x 600	600 x 600
256	256	256	256
1 - 999	1 - 999	1 - 999	1 - 999
Yes	Yes	Yes	Yes
Yes	Yes	No	Yes (Opt.)
Std.	Opt. PRINT-T	Opt. Splash G640 Network Colour Server (EFI)	Std.
Embedded	Embedded	External	Embedded
RM 7065C (533 MHz)	PowerPC 750CXe (600MHz)	Power Mac G5 (1.6 GHz)	Power PC 750 (400MHz)
1,200 x 1,200	600 x 9,600 (equivalent)	600 x 600	600 x 600 (Colour) 1,200 x 1,200 (Mono)
RPCS, PCL5c (Opt.) Adobe PostScript 3	PRESCRIBE IIc, PCL6(PCL5e/XL/5c), KPD3(PS compatible), PDF direct print	Adobe PS3, PDF Native, Compatible with PDF-X, CT/LW, PSD	PCL6/5e, HPGL/GL2 emulation, ART EX, Adobe PS3(Opt.)
10BaseT/100BaseTX, IEEE1284(Opt.), IEEE802.11b(Opt.), Bluetooth(Opt.), USB2.0/1.1(Opt.), IEEE1394(Opt.)	10BaseT/100BaseTX, IEEE1284 RS-232C.(Opt.), Token Ring(Opt.) IEEE 802.11b(Opt.)	10/100/1000BaseT	10BaseT, 100BaseTX, Parallel(IEEE1284
136 PS fonts 45 PCL fonts	80 PCL fonts, 1 Bitmap font, 136 outline fonts (KPD3), 45 barcode fonts	136 PS fonts 2 multi-master fonts	15 Original fonts (Std.) 136 PS fonts (Opt.)
Win95/98/Me/NT4.0/2000/XP/Server2003 MacOS 8.6 or later, X, Netware, UNIX	Win95/98/Me/NT4.0/2000/XP, Mac OS 7.6.1- X	Win95/98/Me/NT/2000/XP, MacOS 9/X	Win95/98/Me/NT4.0/2000/XP, MacOS 9.X
TCP/IP, IPX/SPX, AppleTalk, NetBEUI	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, AppleTalk, IPX/SPX,
768	128 (Max. 512)	768	Shared
80	-	80	10
Std.	Opt. SCAN-830	Opt. Splash G640 Network Colour Server (EFI)	Std.
Max. 600 x 600	200/400/300/600	TWAIN Scan: Max. 400 x 400	200/300/400/600
TIFF, JPEG, PDF	Colour : TIFF, JPEG, PD B&W : TIFF, PDF	EFI compression data	TIFF, JPEG
Yes	Yes	No	Yes (Opt.)
Yes (FTP, SMB)	Yes (FTP)	No	Yes (Opt.)
Yes	Yes	No	Yes
Yes	No	Yes (Fiery Scan)	Yes
Opt. Fax Option type 2238	Opt. FAX-H	N/A	N/A
Opt. Fax Option type 2238	Opt. FAX-H	N/A	N/A
Opt. Fax Option type 2238	N/A	N/A	N/A

SUPPLIER		TOSHIBA		XEROX
MODEL		e-STUDIO2100c	e-STUDIO3100c	WorkCentre Pro C2128/C2636/C3545
<b>General Specification</b>				
Engine Type		1pass (Tandem)		1 pass (Tandem)
Exposure / Developing Method		Laser / 2-component		Laser / 2-component
Copy / Print speed (Full-colour/ B&W)	cpm	21 / 31	31 / 31	C2128: 21 / 28; C2636: 26 / 36; C3545: 35 / 45
Warm-up time	sec	240		A6 - 320 x 483
Standard / Max. Copier Memory	MB	128		256 + 18 GB (Fully Configured)
Dimensions (WxDxH) / Weight	mm / kg	868 x 750 x 997 mm 191kg		1,346 x 636 x 1,116 mm 257 Kg
<b>Paper Handling</b>				
Std. Paper Capacity (80g/m <sup>2</sup> )	sheets	1.330		620 (90g/m <sup>2</sup> )
Max. Paper Capacity (80g/m <sup>2</sup> )	sheets	4.030		3140 (90g/m <sup>2</sup> )
Max Original Size	mm	A3		A3
Min/ Max Copy Size	mm	A6 (105x148) - A3+(305x457)		A6 - A3+(320x483)
Paper Weight	Drawer	64 - 163 g/m <sup>2</sup>		64 - 220 g/m <sup>2</sup>
	Bypass	64 - 280 g/m <sup>2</sup>		60 - 220 g/m <sup>2</sup>
Duplex		Opt. Stack (50)		Std. Stackless
Document Feeder		Opt. 50-sheet RADF		Std. 50-sheets RADF
LCF	sheets	Option (1,500)		No
Finishing Options	#1	Finisher MJ-1019		B-Finisher - Stacker / Stapler
		2 trays / Staple(50) / Stack(2,000)		1 Tray / Staple (50) / Stack (1,000)
	#2	Saddle Stitch Finisher MJ-1020		Advanced Office Finisher
		2 trays / Staple(50) / Stack(2,000) / Saddle stitch (15)		1 Tray / Staple (50) / Stack (3,000)
	#3	-		Professional Finisher
		-		2 Tray / Staple (50) / Stack (500/1,500) / Saddle Stitch (15)
Hole Punch		Yes (Opt.)		Yes (Std.)
<b>Copier Feature</b>		Std.		Std.
First copy time (Full-colour/ B&W)	sec	9.5 / 9.5		8.5 / 6.1
Scanning Resolution	dpi	600 x 600		600 x 600
Gradation	steps	256		256
Multiple Copy		1 - 999		1 - 999
ACS (Auto colour Selection)		Yes		Yes
E-sort copy		Yes (Std.)		Yes (Opt.)
<b>Printer Feature</b>		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1121 (Fiery X3e+, EFI)	Std.
Controller Type		External	Embedded	Embedded
Processor		Intel Pentium IV (2.0 GHz)	Intel Mobile Pentium III (850 MHz)	Intel Celeron (73MHz)
Resolution	dpi	600 x 600	600 x 600	1,200 x 1,200
PDL		Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3, PCL6e/c, TIFF 6, Native PDF	PostScript 3, PCL5c emulation
Interface		10BaseT/100BaseTX/1000BaseT	10BaseT/100BaseTX/1000BaseT	10/100Base-T, 10Base2/5, USB(Opt.), 802.11b (Opt.)
Fonts		136 PS fonts, 80 PCL fonts	136 PS fonts, 80 PCL fonts	136 PS fonts, 2 multi-master fonts, 80 PCL fonts, 1 Bitmap font
Network OS		Win98/NT4.0/2000/XP/Server 2003, MacOS 9.x/10.x	Win98/NT4.0/2000/XP/Server 2003, MacOS 9.x/10.x	Win95/98/Me/NT4.0/2000/XP/Server 2003, MacOS 8.X, 9.X, X
Protocols		TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
Memory	MB	256 (Max.768)	256 (Max.512)	128 (Max. 256)
HDD	GB	60	10	18
<b>Scanner Feature</b>		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1121 (Fiery X3e+, EFI)	Opt. Network Scanning With E-Mail
Resolution	dpi	150/200/300/600	150/200/300/600	200/300/400/600
Data Format		PDF, TIFF, JPEG	PDF, TIFF, JPEG	TIFF, JPEG, PDF
Scan to Email		Yes	Yes	Yes
Scan to File		Yes (FTP)	Yes (FTP)	Yes (FTP, SMB); Opt. Scan-to-PC Desktop Client Software (Standard or Deluxe)
Scan to TWAIN		Yes (Fiery Remote Scan)	Yes (Fiery Remote Scan)	Yes
Scan to HDD/BOX		Yes (MailBox)	Yes (MailBox)	Yes (MailBox)
<b>Fax Feature</b>		N/A	N/A	Opt. One Line FAX / Two Line FAX
<b>Network Fax Feature</b>		N/A	N/A	Opt. Network Fax Server; Integration and Internet FAX
<b>Internet Fax Feature</b>		Yes Opt. (Simple mode)	Yes Opt. (Simple mode)	Opt. Network Fax Server; Integration and Internet FAX

XEROX			KONICA MINOLTA	
DocuColor 3535			CF3102/8031	
1 pass (Tandem)			1pass (Tandem)	
Laser / 2-component			LED / 2-component	
35 / 35			31 / 31	
180			300	
N/A			256 (Max.512)	
666 x 780 x 1145 mm			642 x 792 x 1059 mm	
179.5 kg			104.5 kg	
615 (90g/m <sup>2</sup> )			751	
3215 (90g/m <sup>2</sup> )			3.251	
A3+ (302 x 476.4)			A3	
A6 - A3+(305x483)			A6 - A3+(311x457)	
64 - 105 g/m <sup>2</sup>			1st Drawer: 64 - 90 g/m <sup>2</sup> ; 2nd - 4th Drawer: 64 -256 g/m <sup>2</sup>	
55 - 220 g/m <sup>2</sup>			64 - 256 g/m <sup>2</sup>	
Std. Stackless			Opt. Stackless	
Opt. 50-sheet RADF			Opt. 100-sheet RADF	
No			Option (2,500)	
Staple Finisher			Staple Finisher FN-116	
1tray / Staple(50) / Stack 1,000 sheets			2 or 3* trays / Staple(30) / Stack (1,250/1,350*) *Opt.	
-			Booklet Finisher FN-8	
-			1 tray / Staple(20) / Stack(1,000) / Saddle stitch(10)	
-			-	
-			-	
No			Yes (for Opt.FN-8)	
Std.			Std.	
7.0 / 7.0			9.9 / 7.9	
600 x 600			600 x 600	
256			256	
1 - 999			1 - 999	
Yes			Yes	
Yes (Opt.)			Yes (Std.)	
Std. (EFI)	Opt. Fiery EX3535 (EFI)	Opt. Splash G3535 Network Colour Server (EFI)	Opt. CN3101e	Opt. CN3102e (EFI)
Embedded	External	External	Embedded	Embedded
Intel Pentium III (850MHz)	Intel Pentium IV (2.0 GHz)	Power Mac G5 (1.0 GHz)	MPC 8240 (200 MHz)	Intel Pentium III (700 MHz)
600 x 600	600 x 600	600 x 600	1800 equivalent x 600	1800 equivalent x 600
Adobe PS3, PCL5ec	Adobe PS3, PCL5e/c emulation, PDF Native	Adobe PS3, PDF Native, Compatible with PDF-X, CT/LW, PSD	PCL5c	Adobe PS3, PCL5c
10BaseT, 100BaseTX	10/100/1000BaseT	10/100/1000BaseT	10BaseT/100BaseTX, IEEE1284, USB1.1	10BaseT/100BaseTX, IEEE1284
136 PS fonts	136 PS fonts 45 PCL fonts	136 PS fonts 2 multi-master fonts	45 PCL fonts	136 PS fonts, 45 PCL fonts
Win95/98/Me/NT4.0/2000/XP, MacOS (Kanji7.5-9.1)	Win98/Me/NT/2000/XP MacOS 9.0, 10.2.6	Win95/98/Me/NT/2000/XP, MacOS 9/X	Win95/98/Me/NT4.0/2000/XP	Win95/98/Me/NT4.0/2000/XP, MacOS 8.5.1 or later
TCP/IP, AppleTalk, IPX/SPX	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
256	512	1 GB	32 (Max.160)	128 (Max.256)
20	60	60	Shared	10
Std. (EFI)	Opt. Fiery EX3535 (EFI)	Opt. Splash G3535 Network Colour Server (EFI)	Opt. CN3101e	Opt. CN3102e (EFI)
200/300/400/600	TWAIN Scan: Max. 600	TWAIN Scan: Max. 600	Max. 600 x 600 dpi	Max. 600 x 600 dpi
PDF, TIFF, JPEG	EFI compression data	EFI compression data	JPEG, PDF, TIFF	JPEG, PDF, TIFF
Yes	No	No	Yes	Yes
No	No	No	Yes (FTP)	Yes (FTP)
Yes (Fiery Scan)	Yes (Fiery Scan)	Yes (Fiery Scan)	Yes	Yes
Yes (Mailbox)	Yes (Mailbox)	Yes (Mailbox)	Yes	Yes
N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A
N/A	N/A	N/A	N/A	N/A

SUPPLIER		TOSHIBA		KONICA MINOLTA	
MODEL		e-STUDIO2100c	e-STUDIO2100c	bizhub C350	
<b>General Specification</b>					
Engine Type		1 pass (Tandem)		1 pass (Tandem)	
Exposure / Developing Method		Laser / 2-component		LED / 2-component	
Copy / Print speed (Full-colour/ B&W)	cpm	21 / 31	21 / 31	22 / 35	
Warm-up time	sec	240		99	
Standard / Max. Copier Memory	MB	128		256	
Dimensions (WxDxH) / Weight	mm / kg	868 x 750 x 997 mm 191kg		706 x 730 x 770 mm 112Kg	
<b>Paper Handling</b>					
Std. Paper Capacity (80g/m <sup>2</sup> )	sheets	1.330		900	
Max. Paper Capacity (80g/m <sup>2</sup> )	sheets	4.030		3.400	
Max Original Size	mm	A3		A3	
Min/ Max Copy Size	mm	A6 (105x148) - A3+(305x457)		A6 - A3	
Paper Weight	Drawer	64 - 163 g/m <sup>2</sup>		1st Tray : 60 - 256 g/m <sup>2</sup> 2nd/3rd/4th Tray : 60 - 90 g/m <sup>2</sup>	
	Bypass	64 - 280 g/m <sup>2</sup>		56 - 256 g/m <sup>2</sup>	
Duplex		Opt. Stack (50)		Opt. Stackless	
Document Feeder		Opt. 50-sheet RADF		Opt. 100-sheets RADF	
LCF	sheets	Option (1,500)		Opt. 2,500 sheets	
Finishing Options	#1	Finisher MJ-1019		Finisher FS-501	
	#2	2 trays / Staple(50) / Stack(2,000) Saddle Stitch Finisher MJ-1020		2 Tray / Staple (30) / Stack (250/1,000) Finisher FS-601	
	#3	2 trays / Staple(50) / Stack(2,000) / Saddle stitch (15)		1 Tray / Staple (50) / Stack (1,000) / Saddle Stitch (10)	
		-		-	
Hole Punch		Yes (Opt.)		Opt.	
<b>Copier Feature</b>					
First copy time (Full-colour/ B&W)	sec	9.5 / 9.5		12.8 / 6.8	
Scanning Resolution	dpi	600 x 600		600 x 600	
Gradation	steps	256		256	
Multiple Copy		1 - 999		1 - 999	
ACS (Auto colour Selection)		Yes		Yes	
E-sort copy		Yes (Std.)		Yes	
<b>Printer Feature</b>					
Controller Type		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1131 (Fiery S300, EFI)	Std.	Opt. IC-401Print/Scan Controller
Processor		External	External	Embedded	External
Resolution	dpi	Intel Pentium IV (2.0 GHz)	Intel Pentium IV (2.0 GHz)	MPC 8245 (350MHz)	Intel mobile Pentium III (700MHz)
PDL		600 x 600	600 x 600	600 x 1,800	600 x 1,800 (equivalent)
Interface		Adobe PS3, PCL6e/c, TIFF 6, Native PDF	Adobe PS3, PCL6e/c, TIFF 6, Native PDF	PCL5c	Adobe PostScript 3 PCL6
Fonts		10BaseT/100BaseTX/ 1000BaseT	10BaseT/100BaseTX/ 1000BaseT	10Base-T/100Base-TX, IEEE1284	10Base-T/100Base-TX, IEEE1284
Network OS		136 PS fonts, 80 PCL fonts	136 PS fonts, 80 PCL fonts	45 PCL fonts 1 Bitmap font 110 soft fonts	136 PS fonts 80 PCL font 1 Bitmap font
Protocols		Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/ 10.x	Win98/NT4.0/2000/XP/ Server 2003, MacOS 9.x/ 10.x	Win98/Me/NT4.0/2000/ XP/2003 Server	Win98/Me/NT4.0/2000/ XP/2003 Server, MacOS 9.x/10.x or later
Memory	MB	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX	TCP/IP, IPX/SPX
HDD	GB	256 (Max.768)	256 (Max.768)	256 (Max. 512)	256
<b>Scanner Feature</b>					
Resolution	dpi	60	60	40	10
Data Format		Opt. GA-1131 (Fiery S300, EFI)	Opt. GA-1131 (Fiery S300, EFI)	Std.	Opt. IC-401Print/Scan Controller
Scan to Email		150/200/300/600	150/200/300/600	200/300/400/600	200/300/400/600
Scan to File		PDF, TIFF, JPEG	PDF, TIFF, JPEG	Colour : TIFF, JPEG, PDF B&W : TIFF, PDF	Colour : TIFF, JPEG, PDF B&W : TIFF, PDF
Scan to TWAIN		Yes	Yes	Yes	Yes
Scan to HDD/BOX		Yes (FTP)	Yes (FTP)	Yes (FTP)	Yes (FTP)
Scan to FAX		Yes (Fiery Remote Scan)	Yes (Fiery Remote Scan)	Yes	Yes
Internet Fax Feature		Yes (MailBox)	Yes (MailBox)	Yes	Yes
Network Fax Feature		N/A	N/A	N/A	N/A
Internet Fax Feature		N/A	N/A	N/A	N/A
Internet Fax Feature		Yes Opt. (Simple mode)	Yes Opt. (Simple mode)	Std.	Opt. IC-401 Print/Scan Controller



<b>SHARP</b>		
<b>AR-C270/C330</b>		AR-C172M/C262M
1 pass (tandem)		1 pass (Tandem)
Laser / 2-component		LED / 1-component
C270: 27 / 32; C330: 33 / 33		C172M: 17 / 26 C262M: 26 / 32
C270: 330 / C330: 360		99
0		128 (Max. 640)
750 x 695 x 1,010 mm		670 x 676 x 787 mm
C270: 152 kg / C330: 162kg		C172M: 85.5 kg / C262M: 95 kg
1.600		750
5.100		5.750
A3		A3
A6R - A3+(305x457)		A6 - A3+(305x457)
60 - 105 g/m <sup>2</sup>		64 - 105 g/m <sup>2</sup>
60 - 280 g/m <sup>2</sup>		64 - 300 g/m <sup>2</sup>
Opt. Stackless		Opt. Stackless
Opt. 50-sheet RADF		Opt. 100-sheet RADF
Option (3,500)		Option (3,500)
20-Bin Staple Sorter AR-SS2		Saddle Stitch Finisher AR-F13
20 bins / Staple(30) / Stack(50/bin)		1 tray / Staple(20) / Stack(1,000)
Single Tray Finisher AR-FN4		-
1 tray / Staple(20) / Stack(1,000)		-
-		-
No		Yes (for Opt. AR-F13)
Std.		Std.
Colour Mode: 9.6 / 13.7; B&W Mode: 13.8 / 8.8		C172M: 11.7 / 8.0; C262M: 8.0 / 7.0
600 x 600		600 x 600
256		256
1 - 999		1 - 999
No		No
Yes (B&W only)		Yes (B&W only)
C270: Opt. AR-PE2 (EF)	C330: Opt. AR-PE3N (EF)	Std.
Intern	Intern	Embedded
Celeron (433MHz)	TM 5900 (1,0 GHz)	PowerPC 7410 (C172M: 400MHz / C262M: 500MHz)
600 x 600	600 x 600	600 x 600
Adobe PS3	Adobe PS3 PCL6c/5c	PCL5c, PS3 Emulation (Opt.)
10BaseT/100BaseTX	10/100BaseT	10BaseT/100BaseTX, USB1.1, IEEE1284
136 PS Fonts	136 PS Fonts 80 PCL Fonts	80 PCL fonts 136 PS fonts (Opt.)
Win95/98/Me/NT4.0/2000/XP, MacOS 8.6 - 9.x	Win95/98/Me/NT4.0/2000/XP/Server 2003, MacOS 9.x/10.x	Win95/98/Me/NT4.0/2000/XP/Server 2003, MacOS 8.6/9.x/10.x
TCP/IP, IPX/SPX, AppleTalk, UNIX	TCP/IP, IPX/SPX, AppleTalk	TCP/IP, IPX/SPX, AppleTalk
128 (Max.256)	256 (Max.512)	128 (Max.640)
6	40	40
C270: Opt. AR-PE2 (EF)	C330: Opt. AR-PE3N (EF)	Opt. Network Scanner Expansion Kit
TWAIN Scan: Max. 600	100/150/200/300/400*/600*	Colour: 100/150/200/300/600* B&W: 150/200/300/400/600 (*Opt)
EFI komprimierte Daten	(*: Opt.)	Colour: JPEG, PDF B&W: PDF, TIFF
Nein	Ja	Yes
Nein	Ja (FTP)	Yes (FTP)
Ja (Fiery Scan)	Ja (Fiery Scan)	Yes (Fiery Scan)
Ja	Ja	Yes
Entfällt	Entfällt	Opt. FAX Expansion Kit
Entfällt	Entfällt	N/A
Entfällt	Entfällt	N/A

## 10. Overview (Selling point of e-STUDIO2100c/3100c)

### e-STUDIO2100c/3100c Sales Points

#### ■ New Design !

The colour and emblem are new. The design is sharper and more colourful—just what you would expect in a core office network document solution.



#### ■ Enhanced flexibility—especially for B/W copying/printing

Even with the equipment setup under Department Management control, you can switch to B/W without having to input an access code—saving time and improving productivity when you have a lot of jobs to do. If the customer needs this function, please ask your service technician for setup.

#### ■ Reduced TCO. RDMS

The automatic monitoring system RDMS (Remote Device Management System) can manage all of an office's MFPs—minimizing downtime and reducing TCO.

(RDMS availability varies according to country and region.)

\*TCO = Total Cost Ownership



**TOSHIBA**

**TOSHIBA TEC GERMANY  
IMAGING SYSTEMS GMBH**

CARL-SCHURZ-STRASSE 7 · D-41460 NEUSS  
TEL. +49(0)2131-1245 0, FAX +49(0)2131-1245 402  
[WWW.TOSHIBA-EUROPE.COM/TEC](http://WWW.TOSHIBA-EUROPE.COM/TEC)

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