

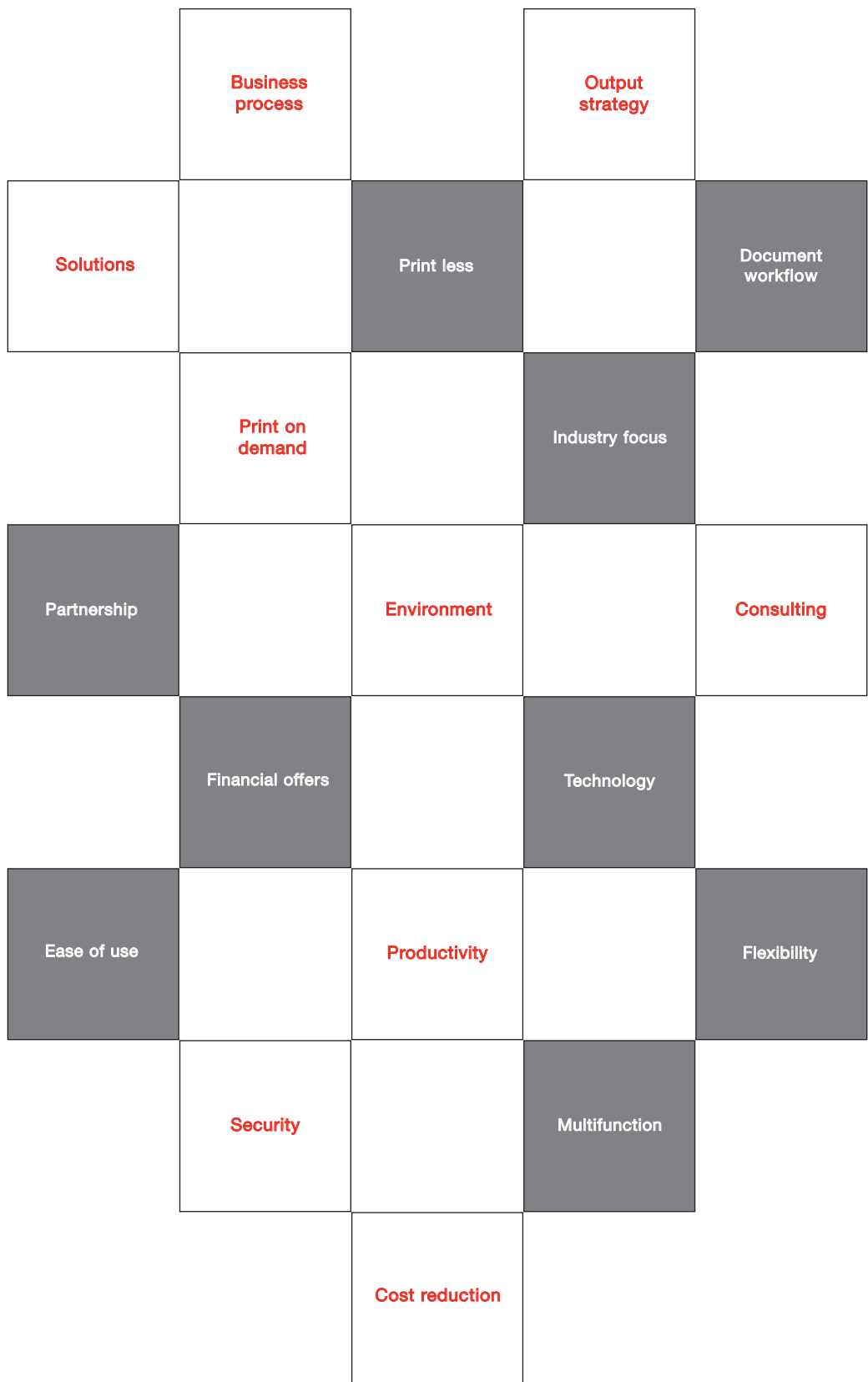


Sometimes winning isn't easy.

Sometimes it is.

Make all the right  
moves with Lexmark  
solutions and services!

**LEXMARK**<sup>™</sup>



# Committed to a greener tomorrow

At Lexmark, we believe that the corporation should lead the way for positive environmental change. When a company adopts constructive practices based on its own passion and motivation – not just international regulations – it is better prepared and more appreciated by all its stakeholders. In the EU, change is in the air, and many companies are struggling to adapt their business models. But, thanks to its proactive embrace of environmental business practices, Lexmark is already ahead of the game!



## High-Yield Cartridges

For years, Lexmark has been a leading player in developing consumables that better preserve our resources, and our high-yield cartridges are testimony to this. The result has been: less components to be manufactured, less natural resources used, and ultimately less fuel spent shipping them. But the environment isn't the only winner here. Lexmark customers win three times over, with bigger savings in logistics, storage and overall billing!

## Product End of Life

When it came to implementing a clean and precise environmental strategy, we didn't wait for new government standards to be put in place. We had our own. It's one thing to reuse cartridges a few times over, but what happens to them afterwards? This is something everyone should ask themselves. Lexmark holds the investments and the moral responsibility to be proactive. With our collection programmes, as well as our 'zero landfill' and 'zero incineration' policies, we've been effectively enacting our Extended Producer Responsibility for years.

## Efficient Solutions

What happened to the 'paperless office'? Sure, in a perfect world, you wouldn't have to print at all. But let's face it; paper isn't going away any time soon. It's the standard medium for most business transactions. That's why Lexmark works hard to help you 'print smarter'. That means printing more strategically, more cost-effectively, and with the least amount of environmental impact – and all this in a way that won't disrupt, slow down or alter your current business processes in any way.

# Lexmark Monochrome

Performance and flexibility across the board

## Laser Printers

### At your service

For greater peace of mind, extend or upgrade your printer coverage with our range of Lexmark Service Offerings! To find out more, visit [www.lexmark.com](http://www.lexmark.com)



#### Lexmark E120/n

- Up to 19 ppm
- Network Standard (E120n only)
- Desktop Printing



#### Lexmark E250d/dn

- Up to 28 ppm
- Quiet Mode
- Desktop Small Workgroup



#### Lexmark E350d/E352dn

- Up to 33 ppm
- 2-Line OP Panel
- Desktop Small Workgroup



#### Lexmark E450dn

- Up to 33 ppm
- 4-Line OP Panel
- Desktop Small Workgroup



#### Lexmark T640/n/dn/dtn

- Up to 33 ppm
- Numeric Pad OP Panel
- Wide Range of Options
- Small to Medium Workgroup



#### Lexmark T642/n/tn/dtn

- Up to 43 ppm
- 500-sheet input capacity
- Medium Workgroup



#### Lexmark T644/n/tn/dtn

- Up to 48 ppm
- 32K Aftermarket cartridge available
- Large Workgroup

\* Model Lexmark T644dtn



#### Lexmark W840/n/dn

- Up to 50 ppm
- Finishing Options
- Departmental Workgroup

n : network	t : tray
d : duplex	f : finishing

## Laser Multifunction

- Up to 25 ppm ■
- 4 Functions ■
- Desktop Printing ■

### Lexmark X340



- Up to 25 ppm ■
- Network Standard ■
- Small Workgroup ■

### Lexmark X342n



- Up to 43 ppm ■
- Mono e-Task Interface ■
- Medium Workgroup ■

### Lexmark X642e



- Up to 48 ppm ■
- Colour e-Task Interface ■
- Large Workgroup ■

### Lexmark X644e



- Up to 48 ppm ■
- Hard Drive ■
- Large Workgroup ■

### Lexmark X646e



- Up to 48 ppm ■
- Duplex and extra drawer standard ■
- Hard Drive ■
- Large Workgroup ■

### Lexmark X646dte



- Up to 48 ppm ■
- StapleSmart Finisher included ■
- Hard Drive ■
- Large Workgroup ■

### Lexmark X646ef



- Up to 35 ppm ■
- Finishing Options ■
- Hard Drive ■
- Medium to Large Workgroup ■

### Lexmark X850e



A3

- Up to 45 ppm ■
- Finishing Options ■
- Hard Drive ■
- Departmental Workgroup ■

### Lexmark X852e



A3

- Up to 55 ppm ■
- Finishing Options ■
- Hard Drive ■
- Departmental Workgroup ■

### Lexmark X854e



A3

## Dot Matrix

### Lexmark Forms Printers 2480/81

- 9 pins ■
- Narrow / Wide carriage ■
- Up to 510 cps ■



### Lexmark Forms Printers 2490/91

- 24 pins ■
- Narrow / Wide carriage ■
- Up to 465 cps ■



### Lexmark Forms Printers 4227 plus

- 9 pins ■
- Up to 720 cps ■



## Reliable multi-part forms printing

If fast, quiet production of multi-part forms is essential to your business, check out Lexmark's complete dot matrix printer range, delivering up to 720 characters per second.

## The innovative touch

With advanced print, copy, scan and fax functions all in a single high-performance device, now you can spend more time running your office and less time running around it!



# Lexmark Colour

Performance and flexibility across the board

## Inkjet All In One

### A boost in small-office efficiency

Bringing greater productivity to your small or home office, Lexmark's All-in-One inkjets give you high-quality printing, copying, scanning and faxing in one compact, affordable printer.



#### Lexmark X1270

- Up to 17 ppm mono
- Up to 9 ppm colour
- 3-in-1 AIO
- Personal Printing



#### Lexmark X2470

- Up to 17 ppm mono
- Up to 17 ppm colour
- 3-in-1 AIO
- Personal Printing



#### Lexmark X2550

- Up to 22 ppm mono
- Up to 16 ppm colour
- 3-in-1 AIO
- Personal Printing



#### Lexmark X3550

- Up to 24 ppm mono
- Up to 17 ppm colour
- Wireless Optional
- 3-in-1 AIO
- Personal Printing



#### Lexmark X4550

- Up to 26 ppm mono
- Up to 18 ppm colour
- Wireless Standard
- 3-in-1 AIO
- Small Workgroup



#### Lexmark X5470

- Up to 25 ppm mono
- Up to 18 ppm colour
- 4-in-1 AIO
- Personal Printing
- Business edition
- 2 cartridges
- 3 year of warranty



#### Lexmark X7350

- Up to 25 ppm mono
- Up to 19 ppm colour
- 4-in-1 AIO
- Personal and Small Workgroup
- Business edition
- 2 cartridges
- 3 year of warranty



#### Lexmark X8350

- Up to 25 ppm mono
- Up to 19 ppm colour
- 4-in-1 AIO
- Personal and Small Workgroup
- Business edition
- 2 cartridges
- 3 year of warranty



#### Lexmark X9350

- Up to 32 ppm mono
- Up to 27 ppm colour
- Wireless Standard
- Integrated Duplex 4-in-1 AIO
- Personal and Small Workgroup
- Business edition
- 2 cartridges
- 3 year of warranty



#### Lexmark F4270

- Up to 19 ppm mono
- Up to 10 ppm colour
- Personal Printing



## Inkjet Printers

#### Lexmark Z640

- Up to 14 ppm mono
- Up to 8 ppm colour
- Personal Printing



#### Lexmark Z645

- Up to 17 ppm mono
- Up to 9 ppm colour
- Personal Printing



### For every type of need

Whether you want an ultra-compact desktop printer for everyday documents, or a faster solution with advanced photo capabilities, Lexmark offers the right fit for your need.



#### Lexmark Z1320

- Up to 22 ppm mono
- Up to 16 ppm colour
- Personal Printing



#### Lexmark Z1420

- Up to 24 ppm mono
- Up to 18 ppm colour
- Wireless Standard
- Small Workgroup



#### Lexmark P350

- Colour 10x15 cm photo in 75s in normal mode
- Personal Printing

## Laser Printers

Up to 31 ppm mono ■  
Up to 8 ppm colour ■  
Network Standard ■  
Small workgroup ■



Up to 22 ppm mono ■  
Up to 21 ppm colour ■  
Duplex and Network Standard ■  
Small Workgroup ■



Up to 22 ppm mono ■  
Up to 21 ppm colour ■  
Optional Input Drawer ■  
Small Workgroup ■

**Lexmark C532n/dn**

\* Model Lexmark C532n



Up to 22 ppm mono ■  
Up to 21 ppm colour ■  
Numeric Pad OP Panel ■  
Medium Workgroup ■

**Lexmark C534n/dn/dtn**

\* Model Lexmark C534dtn



Up to 33 ppm mono ■  
Up to 29 ppm colour ■  
500-sheet input capacity ■  
Medium Workgroup ■

**Lexmark C780n/dn/dtn**



Up to 38 ppm mono ■  
Up to 33 ppm colour ■  
15K Aftermarket cartridge available ■  
Wide Range of Options ■  
Large Workgroup ■

**Lexmark C782n/dn/dtn**



\* Model Lexmark C782dtn

Up to 45 ppm mono ■  
Up to 40 ppm colour ■  
Finishing Options ■  
Hard Drive (hdn only) ■  
Large Workgroup ■

**Lexmark C935dn/dtn/hdn**



A3

## Laser Multifunction

Up to 31 ppm mono ■  
Up to 8 ppm colour ■  
3 Functions ■  
Small Workgroup ■

**Lexmark X500n**



Up to 31 ppm mono ■  
Up to 8 ppm colour ■  
4 Functions ■  
Small Workgroup ■

**Lexmark X502n**



Up to 38 ppm mono ■  
Up to 33 ppm colour ■  
Colour e-Task ■  
Hard Drive ■  
Large Workgroup ■

**Lexmark X782e**



A3

Up to 40 ppm mono ■  
Up to 30 ppm colour ■  
Finishing Options ■  
Departmental Workgroup ■

**Lexmark X940e**



A3

Up to 45 ppm mono ■  
Up to 40 ppm colour ■  
Finishing Options ■  
Hard Drive ■  
Departmental Workgroup ■

**Lexmark X945e**



## High quality without the high costs

Live up your business documents with high-quality laser colour output, and control colour costs effectively at the same time with Lexmark's unique ColorCare technology.



# The Lexmark difference

An international leader in output services, Lexmark strives to help companies improve productivity and reduce costs across their organisations. Unlike our competitors, all of Lexmark's investments are focused purely on printing and output solutions. With a consistent approach worldwide, Lexmark has helped thousands of customers, in over 150 countries, to drive their costs down. Discover what Lexmark can do for you!



## The most effective output strategy... **print less!**

Why let paper weigh you down? Thinking far beyond the printed page, Lexmark helps you print less and save more! Our specialist teams can analyse your current workflow environment and help you save up to 30% in output costs by printing smarter, moving information faster, and managing costs more efficiently. This value proposition, 'PRINT-MOVE-MANAGE', translates into a set of industry-specific solutions and expertise that let you enhance your document infrastructure at every level.

### **PRINT**

#### **Leading output provider**

Lexmark works with you to develop an output strategy customised to your business needs which will drive the most productive and efficient solution to add value to your business.

### **MOVE**

#### **Enterprise workflow-enhancing practices**

Solutions and significantly reduce costs related to paper-intensive processes through a wide range of solutions and services, including device consolidation, distributed document capture, distributed printing, electronic forms integration and paper-document workflow automation.

### **MANAGE**

#### **Output fleet management services**

Focus on your business while letting an experienced partner maximise your return on investment. Through scalable and flexible services, Lexmark will help you drive your costs down, boost your end-users' productivity and thus increase your overall performance.



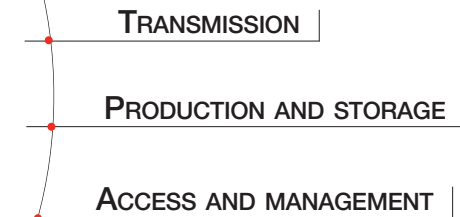
# Making the Right 'Move'

We focus on your document **processes**  
so you can focus on your **business**

More than ever, maximising productivity requires the ability to move information quickly, effectively and securely throughout your enterprise. This can be a challenge when you don't have the technical resources to implement the optimal solution. That's where Lexmark comes in. With proven results and unmatched industry expertise, our specialised consultants can propose a workflow solution perfectly tailored to your needs. We can integrate the solution into your existing processes. Workflow improvement can be incorporated into a management framework to ensure consistent hassle free execution. Reaping substantial cost savings and productivity gains has never been easier!

The four key areas of 'Move' workflow enhancement...

- **Distributed Print on Demand**
- **Distributed Imaging**
- **Infrastructure Management**
- **Security**



## Teaming up with the best

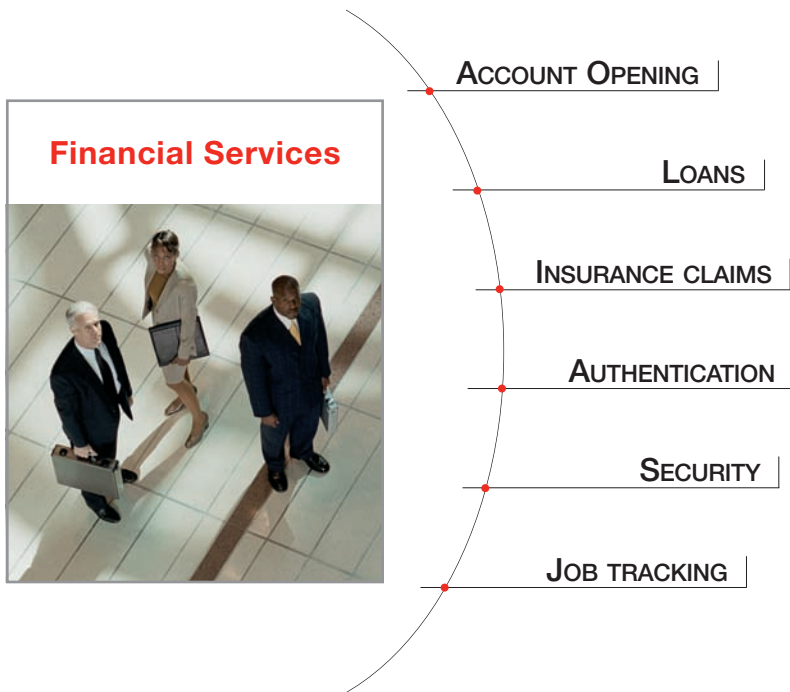
Going beyond the printed page, Lexmark is dedicated to helping you simplify all your document processes. Which is why we partner with the industry's leaders in workflow enhancement. Through our strategic alliances, we're able to build onto our own offer to bring you a complete solution that covers every stage of your document needs.



## Lexmark knows your industry

At Lexmark, our comprehensive industry experience allows us to understand the unique requirements of your business and develop customised solutions that address your specific needs. This hands-on industry-specific approach has been successful across many sectors, including Banking, Insurance, Retail, Automotive, Manufacturing, Public Sector, Legal, Education, Press and Media.

Today, with more than 2,000 engagements and unmatched industry know-how, Lexmark consultants continue to help businesses uncover processes that are dependant on the movement of paper. Discover how Lexmark can boost productivity and cost-savings in your business!



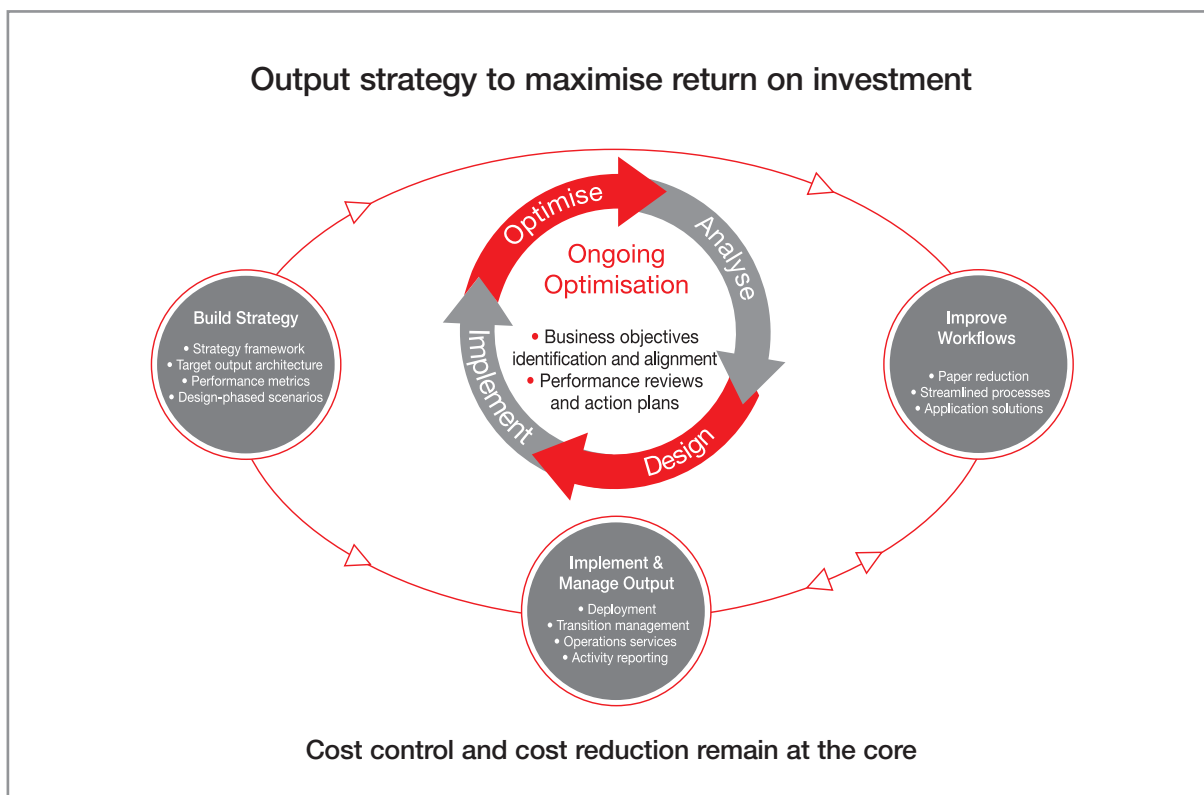
Though revenues are up across many markets, sustaining growth and gaining a competitive advantage remains a critical challenge. Reducing costs is often not enough. More than ever, financial institutions need to improve operational efficiency. Lexmark's Financial Services solutions improve business processes and drive down costs while helping ensure compliance with today's strict regulations.

Under ever-growing pressure to improve profitability, retailers need to optimise their overall distribution activities from suppliers to customers, and also increase their 'non traditional' business, such as financial products and services. Lexmark's Retail solutions improve supply chain and in-store activities and also streamline paper intensive processes in headquarters.



## Lexmark, the experienced partner for Managed Print Services

Managing an output fleet is a time-consuming, labour-intensive process. Most companies struggle with it, often due to a shortage of specialist resources, and focus on tactical, day-to-day activities. In addition, printing is rarely considered an important business strategy. However, this is costing companies up to 3% of their revenue. To address these issues, Lexmark has developed a range of industry-leading 'Managed Print Services' solutions. From simple hardware leasing to all-encompassing usage-based proposals, these offers are designed to deliver the optimal solution for your output requirements.



### How we deliver on our commitments

Building an output strategy is the key to achieving your goals. We start by understanding your business objectives, and then we design a solution adapted to your needs. This can range from a simple base program to a comprehensive offering. Since proper implementation is critical to the success of any project, we develop a 'roadmap' to outline the various phases and thereby minimise interruption to your business.

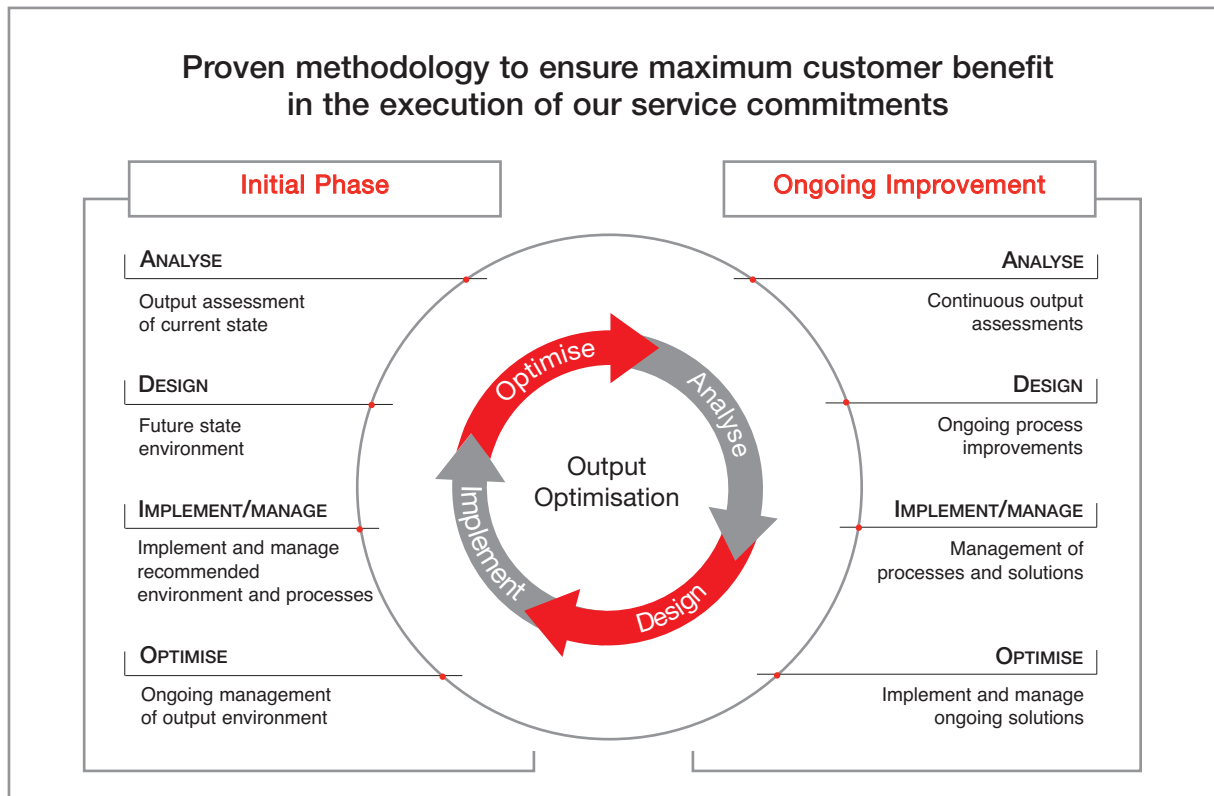
Project principles are established at the outset, setting the milestones, key priorities and measures to ensure that the output strategy remains aligned to your business goals. Strong communication on the business benefits are the key to sustained cost savings and improved productivity. Lexmark's proven worldwide standard practices are leveraged at all times to ensure we deliver the benefits outlined in the strategy consistently around the world.

Finally, document workflows are analysed to identify paper-intensive processes or heavy document-related activities that can be streamlined. Like you, these processes need to be easily adaptable to your ever-changing business environment.

This is how, above all, Lexmark works to help you print less.

## Delivering Managed Print Services

Lexmark has developed a worldwide purpose-built platform for Managed Print Services. Unique in the marketplace, this is a robust, scalable infrastructure able to monitor distributed fleets of assets effectively. Technologies, processes and people work together to ensure the most efficient execution, while specially designed services and solutions maximise the uptime of your fleet to deliver the highest return on investment. In addition to the standard practices used to deliver total consistency around the globe, Lexmark leverages industry-leading approaches for project management.



## The Lexmark advantage

Putting customers at the heart of its strategy, Lexmark begins with its vision of 'Customers for Life'. Owning its own printing technology, backed by a proven track record for execution excellence, and based on consistent worldwide tools and practices, Lexmark constantly strives to deliver improvements through industry-leading solutions and services. These solutions include, at their core, experts certified to the highest industry standards.

Lexmark's focus is to help you print less wherever and whenever possible – the only true path to sustainable cost savings.

