

OKI PRINTING SOLUTIONS

OKI Printing Solutions B930n
OKI Printing Solutions B930dn

50ppm



Sum-up: Powerful ledger-size printer family with very low cost per page.

This 50ppm B930 laser printer family represents OKI's speediest black-and-white printers yet. The B930n (\$2,792) and B930dn (\$3,197) handle paper up to ledger size and offer superior paper handling and a low operating cost.

The B930 models are powered by a 600MHz processor. They start with 256MB of memory, upgradeable to 768MB. An optional 40GB hard disk drive is available for \$409. OKI states a monthly duty cycle of up to 300,000 pages.

The B930 models print at 1,200dpi. PCL and PostScript are standard, and direct PDF printing is supported.

They come with parallel, USB, and Ethernet connectivity. There is an optional gigabit Ethernet card. Duplexing is standard on the B930dn, a \$629 option on the B930n. (That is the only difference between the two.)

These printers come standard with two 500-sheet paper trays plus a 100-sheet multipurpose tray. The paper trays can handle stock up to 110lb. index. You can add a unit with dual 1,000-sheet trays (\$999), and you can also add a 2,000-sheet high-capacity feeder (\$1,129), for a maximum of 5,100 sheets of input.

On the output side, you start with a 500-sheet output tray. You can add a 3,500-sheet stacker (\$2,129) or a stacker with equivalent capacity that also supports 75-sheet multiposition stapling and a 2/3-hole punch unit for \$2,499.

OKI Printing Solutions provides remote administration software as well as job accounting software.

The B930 models offer a high-capacity toner cartridge that can print 33,000 pages and a

drum that can last for 60,000 pages. The cost per page is around one cent. That's an excellent bargain.

Competition is certainly not lacking in this segment of the office printer market. Hewlett-Packard's LaserJet 9050 models are probably the easiest to dethrone based on price and cost of operation. Lexmark's W840 models have been perennial favorites that are slightly more expensive and no cheaper to operate. Kyocera's FS-9530DN is a clear winner in terms of its economical operation, while Ricoh's Aficio SP 8200DN offers a challenge if you can negotiate a decent purchase price. The stiffest challenge may come from the Xerox Phaser 5550 models, which are very competitively priced and economical to operate.

Despite this competition, OKI's B930 models are clearly powerful printers capable of serious production work. We think they deserve your consideration, and we're giving them our Editor's Choice Award.



OKI Printing Solutions B930n – Member of a 50ppm family that is the fastest in OKI's lineup.

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Vendor Profile

OKI Printing Solutions is a division of Oki Data America, the U.S. arm of Japan-based Oki Data, which makes a range of office equipment — low- and mid-volume monochrome printers, color printers, fax machines, and multifunctional devices — often based on the company's own LED engines. (This is a laser-class technology, as we discuss in the Industry Briefing section that follows the Vendor Profiles.)

The company used to characterize itself as a no-frills provider of low-cost network printers and didn't compete in the higher end of the office printer market. But now OKI, like other brands, sells printers across the range, up to 50ppm.

Nevertheless, OKI Printing Solutions has come out this year with a plethora of low-cost desktop and small-work-group printers, offering a comprehensive set of choices in this segment.

OKI Printing Solutions sells its machines through value-added resellers and the mass discount market. The warranties run for one year, except that the LED printheads are covered for five years.

Smart Forms Solution: OKI is aggressively marketing two versions of its B6300 models by bundling software from a company named Objectif Lune. The idea is to offer a user-friendly business-forms solution married with PostScript-capable printers to provide better transactional printing and improved workflow automation. OKI refers to models bundled with this software as its Smart Forms Solution. In addition to the B6300n model, OKI offers a duplexing model that comes only with some version of the software package (listed as the B6300dn Smart Forms Solution model on the company's website). OKI is acting as a reseller, and Objectif Lune is setting prices for these bundled products based on the specific software modules buyers choose.

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