



Keep colour printouts under control with a **Toshiba Hybrid System**

“Colour on demand, but only where it makes sense for the business”:

Toshiba Hybrid systems offer several possibilities to manage colour usage in your office to the departments / users and documents, where the higher cost for colour output makes sense for your business.

- A black-and-white-only printer driver can be installed, where colour prints are not needed.
- With Auto Colour Selection the system analyzes each page in mixed documents and selects the most efficient way to produce it.
- Access to the colour capability can be restricted with Access Codes.
 - For each individual access code the number of colour outputs per period can be defined.
 - The access code is needed only for of colour outputs. Black-and-white functionality can be used without any additional action.
 - With the new Role-Base-Access-Control even functionalities such as copy, print or scan-to-email can be activated or deactivated for each individual access code.

Example for defining the access to office colour per accounting period		
Person/Department	Black-and-White	Colour
Manager/Marketing	No Limit	No Limit
Accountant/Bookkeeping	No Limit	Limit 500
Trainee	Limit 100	No Access

Detailed tracking of colour usage by person / department / project helps you manage your colour cost.

Even without restricting the usage, the Toshiba e-STUDIO systems offer you the possibility to track the colour usage individually by project, department or person. Doesn't matter if you would like to track the usage by project, department, or person. You keep an eye on the colour costs and can manage them on demand.

Example:
The picture below shows the administrator view using the TopAccess tool with some of the detailed centers for one department.

Department Information				
Department Number	2			
Department Name	EMD			
Department Code	02300			
Set Limitation of Full Color	OFF			
Maximum reached for Full Color output				
Set Limitation of Black	OFF			
Maximum reached for Black output				
Total Counter				
	Full Color	True Color	Black	Total
Copy	8	8	28	28
Print	-	-	0	0
Web	0	0	0	0
List	-	-	0	0
Total	8	8	28	28

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Hybrid System (b/w and colour)

e-STUDIO281c
e-STUDIO351c
e-STUDIO451c

Toshiba Hybrid Systems offer

- performance of a black-and-white MFP
- colour capability for your office
- solutions for keeping the use of colour printouts under control





What you get if you plan to replace your black-and-white-only Office-Printer/Copier with a ordinary full colour product.

1. Lower performance

The full colour systems with ordinary processing engines often don't have the same performance in b&w output as b&w office systems.

Black-and-white printouts often take longer time on a colour centric system, because of:

- Colour centric system typical image stabilizing processes during the printing (see table below):

systems have more complex mechanics which needs much more maintenance than conventional black-and-white.

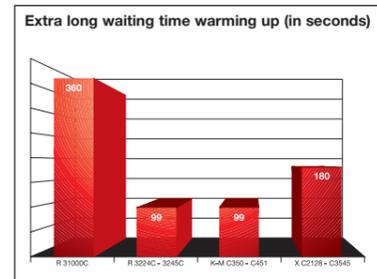
- **More complicated User Interface**, e.g. Complicated colour adjustment settings. The user interface/printer driver is developed for colour specialists and not for office users.

3. Higher Cost

- **Higher cost per copy for b&w output.** B&W output on a colour centric MFP uses same mechanics as for colour. This results in higher wear and cost.

MFP	C or b&w	Reason for break	pause in sec.	Each x pages
R 1224C/1232C	b&w	self checking	15	51
R 2232C/2238C	b&w	Image quality control	105	200
C C3100	b&w	Adjusting	22	40
		Auto carrier refreshing	8	6-60

- Colour centric system typical long warming up times.



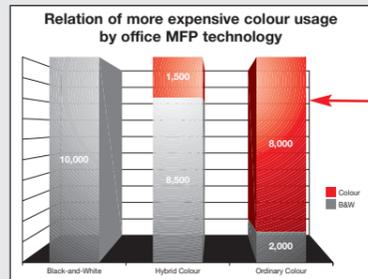
2. Extra handling/resources needed

- The black toner lifetime is often much shorter than with black-and-white-only systems. This means more resources for re-filling/ordering/management of consumables.

- More downtime for your office systems. Preventive maintenance is needed more often. Colour centric

Without tools to control the colour usage in the office a colour centric product will boost up your over-all cost

It is common understanding, that colour output is more expensive than b&w. These higher costs make sense for documents, where colour can offer additional benefit for better communication.

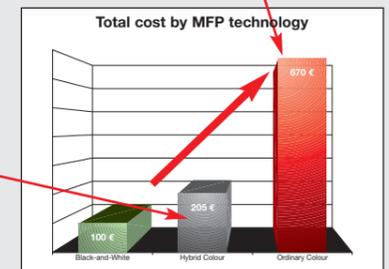


- But as everybody knows, the users in the office often don't care about the higher cost for a colour print/copy and use colour also for unnecessary docs, prints of e-mails or for checking draft versions.

This example shows the differences for replacing a b&w system with 10,000 prints/copies per month by:

- a Hybrid System from Toshiba with colour access control
- by a colour system with ordinary process units without access control

With free access to colour output your running costs will boost up!



Example is calculated with following exemplary cost per copy pricing

	b&w output	colour output
Ordinary Process Unit Machine	0.015 €	0.08 €
Toshiba Hybrid Colour System	0.01 €	0.08 €

Toshiba Hybrid Systems

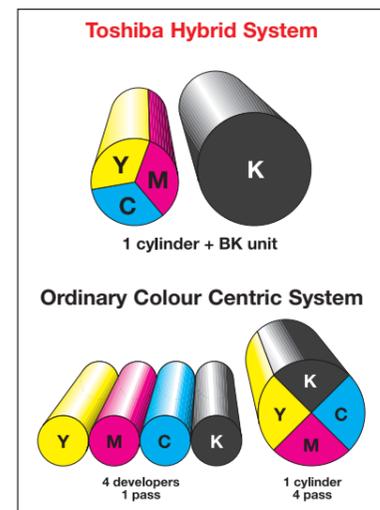
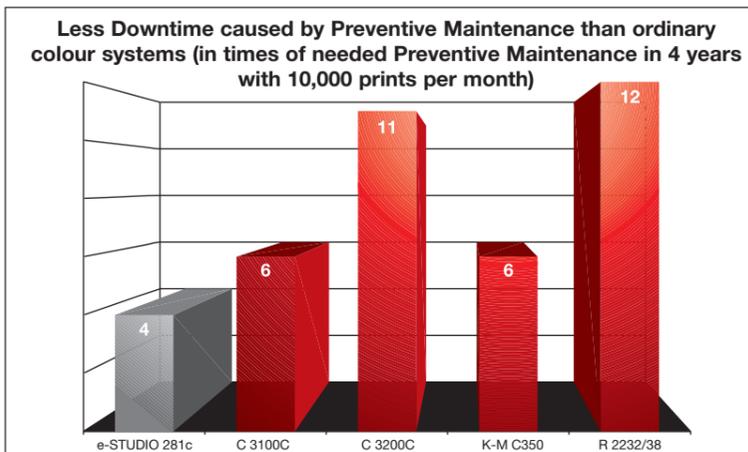
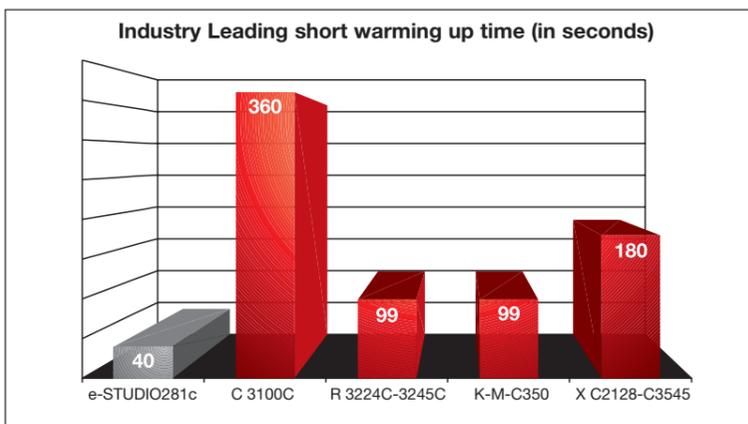
offer full black-and-white performance and colour capability:

The main factor for the same performance, reliability, running cost and black-toner lifetime as with a usual b&w MFP is a unique engine for the office designed by Toshiba.

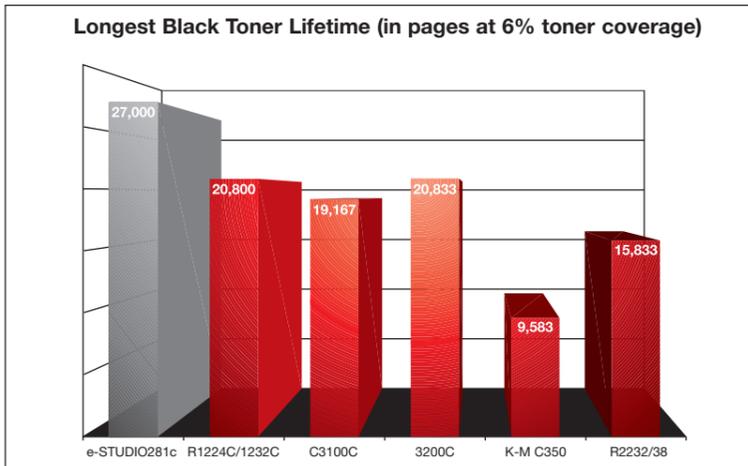
The unique idea is to build a hybrid system, which means:

- the main part of the engine is basically a black&white engine
- with a separated cylinder for the colour capability

The mechanics for producing colour are not in use while b&w output is generated. So in this case the system acts like a black-and-white-only system. This means it can replace existing b&w machines in your office without taking away the economical advantages of b&w MFP.



Ideal applications for the Toshiba Hybrid Systems e-STUDIO281c/351c/451c are all office environments, where - an existing black-and-white-only system has to be replaced - more than 70% of the office documents will remain in b&w



The black toner lifetime of Toshiba Hybrid Systems is much longer than of most colour centric MFP. This results in less resources needed for ordering, storing, and managing supplies.

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