Battlecard

HP Designjet Printers for Public Sector, Corporate, Retail and Education

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Companies in the following industries are sure to have large format printers:

Government / Public Sector
Applicationsmapping (GIS) and CAD applications for urban planning, transportation, defense, etc.

Key decision makersGIS Manager, CAD Manager, CIO, Commanding Officer, IT manager, Cartographer, Drafting Manager, Printing Specialist.

Oil & Gas
Applicationsmapping (GIS) applications for resource exploration.

Key decision makersGIS Manager, Cartographer, GIS Specialist, Mapping Specialist, Geospatial Data Manager.

Utilities
Applicationsline drawing and mapping applications used for grid analysis, outage management, etc.

Key decision makersGIS Manager, Cartographer, GIS Specialist, Mapping Specialist, Geospatial Data Manager.

Automotive, Aerospace, Engineering & Manufacturing
Applicationsmechanical CAD (MCAD) applications.

Key decision makers: CAD Manager, Plant Manager, Marketing Manager, IT Manager, CEO, VP.

Construction
Applicationsline and rendered drawings primarily using AutoCAD.

Key decision makersRegional Manager, IT Manager, Construction Supervisor, Chief Architect.

Retail
Applicationsfast, customized signage.

Key decision makersRegional Manager, Store Manager/Owner, National Manager, Chef.

Education
ApplicationsPosters and banners used for educational purposes and to publicize events.

Key decision makersSchool district superintendents, Principals, Teachers & other faculty, Professors of CAD, GIS, Graphics, and Photography, IT directors, Media center specialists, facilities managers.

Engage your Enterprise LFP Business Development Manager

Step 1: Collect the following insights about the customer:

- What types of images do you typically print in large format?
  - Line drawings
  - Maps (GIS images)
  - Rendered images
  - Posters and POP displays
- How many locations do you have with the requirement to print large format documents?
- How many large format printers do you currently have per location?
- If known, what large format printers do you currently use?
- Are you the person responsible for managing the large format printers? If not, who is?

Step 2: Contact your Enterprise LFP Business Development Manager with the above information
See table below.

Step 3: Enter the opportunity into Salesforce.com

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Typical upgrade scenarios for HP Designjet T-series Printers

HP Designjet 500 Printer → HP Designjet T790 ePrinter

HP Designjet 800 Printer → HP Designjet T790 ePrinter

HP Designjet 500 Printer → HP Designjet T920 ePrinter

HP Designjet 800 Printer → HP Designjet T920 ePrinter

	HP Designjet 500 Printer → HP Designjet T790 ePrinter	HP Designjet 800 Printer → HP Designjet T790 ePrinter	HP Designjet 500 Printer → HP Designjet T920 ePrinter	HP Designjet 800 Printer → HP Designjet T920 ePrinter
Printer size	24 inch/42 inch (610 mm/1067 mm) → 24 inch/44 inch (610 mm/1118 mm)	24 inch/42 inch (610 mm/1067 mm) → 24 inch/44 inch (610 mm/1118 mm)	24 inch/42 inch (610 mm/1067 mm) → 36 inch (910 mm)	24 inch/42 inch (610 mm/1067 mm) → 36 inch (910 mm)
Number of media rolls	Same: 1	Same: 1	Same: 1	Same: 1
Integrated SD scanner	N/A	N/A	N/A	N/A
Scan speed	N/A	N/A	N/A	N/A
Ink cost-per-copy on monochrome prints[1]	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower
Ink cost-per-copy on color line prints[1]	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower
Ink cost-per-copy on GIS & rendered prints[1]	Up to 5% lower	Up to 5% lower	Up to 5% lower	Up to 5% lower
Pages you can print without replacing a roll	2 x more pages	2 x more pages	2 x more pages	2 x more pages
Line drawings speed (on A1/D)	90 sec/page → 28 sec/ page, 103 prints per hour[2]	60 sec/page → 28 sec/ page, 103 prints per hour[2]	90 sec/page → 21 sec/ page, 120 prints per hour[2]	60 sec/page → 21 sec/ page, 120 prints per hour[2]
Prints per hour	Over 4,3 x prints more	Over 4,3 x prints more	Over 4,8 x prints more	Over 4,8 x prints more
File-processing memory	16 MB → 8 GB	96 MB → 8 GB	16 MB → 32 GB	96 MB → 32 GB
HP Embedded Web Server, HP Easy Print Care/ Printer Utility and HP Web Jetadmin	No → Yes	No → Yes	No → Yes	No → Yes
Color touchscreen that enables intuitive operation or print previews	No → Yes	No → Yes	No → Yes	No → Yes
Plug and print directly from USB drive (TIFF, JPEG and PDF[3]) or connect your laptop and hit print	No → Yes	No → Yes	No → Yes	No → Yes
Improved line accuracy	+/-0,2% → +/-0,1%	+/-0,2% → +/-0,1%	+/-0,2% → +/-0,1%	+/-0,2% → +/-0,1%
Improved printing solution	1200 x 600 dpi → 2400 x 1200 dpi	Same: 2400 x 1200 dpi	1200 x 600 dpi → 2400 x 1200 dpi	Same: 2400 x 1200 dpi
Number of ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges

HP Designjet 800 Printer → HP Designjet T1500 ePrinter	HP Designjet 1000/1050 Printers → HP Designjet T1500 ePrinter	HP Designjet 500 Printers → HP Designjet T2500 eMFP	HP Designjet 800 Printer → HP Designjet T2500 eMFP	HP Designjet 1000/1050 Printer → HP Designjet T2500 eMFP	HP Designjet 1000/1050 Printers → HP Designjet T1300 PostScript® ePrinter
24 inch/42 inch (610 mm/1067 mm) → 36 inch (910 mm)	Same: 36 inch (910 mm)	24 inch/42 inch (610 mm/1067 mm → 36 inch (910 mm)	24 inch/42 inch (610 mm/1067 mm) → 36 inch (910 mm)	Same: 36 inch (910 mm)	36 inch (910 mm) → 44 inch (1118 mm)
1 → 2	Up to 3 → 2	1 → 2	1 → 2	1 → 2	Up to 3 → 2
N/A	N/A	no → yes	no → yes	no → yes	N/A
N/A	N/A	no → yes (Color Images: 3.81 cm/sec (1.5 in/sec); B&W: 11.43 cm/sec (4.5 in/sec))	no → yes (Color Images: 3.81 cm/sec (1.5 in/sec); B&W: 11.43 cm/sec (4.5 in/sec))	no → yes (Color Images: 3.81 cm/sec (1.5 in/sec); B&W: 11.43 cm/sec (4.5 in/sec))	N/A
Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower
Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower	Up to 30% lower
Up to 5% lower	Up to 5% lower	Up to 5% lower	Up to 5% lower	Up to 5% lower	Up to 5% lower
4 x more pages	4 x more pages	2 x more pages	4 x more pages	4 x more pages	4 x more pages
60 sec/page → 21 sec/page, 120 prints per hour[2]	45 sec/page → 21 sec/page, 120 prints per hour[2]	90 sec/page → 21 sec/page, 120 prints per hour[2]	60 sec/page → 21 sec/page, 120 prints per hour[2]	45 sec/page → 21 sec/page, 120 prints per hour[2]	45 sec/page → 28 sec/page, 103 prints per hour[2]
Over 4,8 x prints more	Over 4,3 x prints more	Over 4,8 x prints more	Over 4,8 x prints more	Over 4,3 x prints more	Over 4,3 x prints more
96 MB → 64 GB	64 MB → 64 GB	16 MB → 128 GB	96 MB → 128 GB	64 MB → 128 GB	64 MB → 32 GB
No → Yes	No → Yes	No → Yes	No → Yes	No → Yes	No → Yes
No → Yes	No → Yes	No → Yes	No → Yes	No → Yes	No → Yes
No → Yes	No → Yes	No → Yes	No → Yes	No → Yes	No → Yes
+/-0,2% → +/-0,1%	+/-0,2% → +/-0,1%	+/-0,2 → +/-0,1	+/-0,2 → +/-0,1	+/-0,2 → +/-0,1	+/-0,2% → +/-0,1%
Same: 2400 x 1200 dpi	1200 x 600 dpi → 2400 x 1200 dpi	1200 x 600 dpi → 2400 x 1200 dpi	Same: 2400 x 1200 dpi	1200 x 600 dpi → 2400 x 1200 dpi	1200 x 600 dpi → 2400 x 1200 dpi
4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges	4 → 6 ink cartridges

1 Costs may vary depending on country/region.
2 Mechanical printing time. Printed in Fast mode on, using HP Bright White Inkjet Paper (Bond) and Original HP inks.
3 PDF files only available with Postscript accessory (optional accessory to be purchased separately) or buying PS versions.

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