



Xerox Fuels Office Growth with 24 New Digital Products, Expanded Software, Services, Partnerships; Product line starts at \$899, serving IT needs in large enterprises and small businesses

June 28, 2005

NEW YORK--(BUSINESS WIRE)--June 28, 2005--In its biggest office product launch in two years, Xerox Corporation (NYSE: XRX) today hurdled the competition with 24 new digital products, software and services that target a \$60 billion market opportunity and serve businesses small to large.

The offerings solidify Xerox's office line as the broadest and most comprehensive in the industry, serving every segment of the business market.

"As of today, with the breadth of its offerings across so many segments, Xerox has never been better positioned to serve customers and capture growth in the office IT market," said IDC's Angele Boyd, group vice president, Imaging/Output & SMB Practices.

With the addition of these products, 95 percent of Xerox's office product line has been completely refreshed over the past 24 months.

Xerox unveiled its latest suite of office multifunction systems, printers, digital copiers and software, along with IT services designed to track, analyze and optimize how customers manage fleets of office devices, during a live "IT XChange" webcast from the C3 Expo technology trade show in New York City.

Xerox also announced a capability that allows office customers to manage Xerox network devices alongside Hewlett-Packard products through peripheral management software. The new plug-ins for HP Web Jetadmin software - based on open standards and developed in conjunction with HP - enable customers to manage Xerox printers with a mixed set of office equipment brands and accessories.

"With a broad range of plug-ins for networked peripheral management software tools, including IBM's Tivoli software, Computer Associates' Unicenter and now HP's Web Jetadmin software, Xerox provides IT administrators with a breadth of information about the status of these powerful document devices," said Brian Bissett, editor and publisher of The MFP Report. "This enables IT personnel to ensure each device maintains optimal performance and is critical to lowering often overlooked IT infrastructure costs."

Color Leadership

Building its leadership in the burgeoning color market, Xerox is bridging the office and high-end production printing segments with the DocuColor(R) 240/250 color laser multifunction systems.

"At speeds up to 50 pages per minute in color, these offerings allow Xerox to serve customers in graphics-intensive offices and print shops. We are now better positioned to increase share in the light production color market, just as we have in the digital light production black-and-white market, where we have significantly increased our market share in one year," said Tim Williams, president, Xerox Office Group. "This strategy will drive growth for Xerox and superior value for our customers."

The DocuColor 240/250 with an integrated EFI controller provide professional quality printed materials from systems that are 15 percent smaller than the closest comparable products in their class.

The systems use a new proprietary 32-beam laser, rather than a traditional 2-beam laser, to write text and images at a higher rate and resolution, resulting in razor-sharp output with fine line and shadow detail. The DocuColor 240/250 are the only devices in their class to offer true 2400x2400 dpi, 16 times the resolution of the Xerox DocuColor 12, one of the industry's most successful office color laser multifunction systems with more than 60,000 units sold to date.

For small to large-sized businesses and workgroups, four new Phaser(R) network color printers - the Phaser 8500 and 8550 solid ink printers and the Phaser 6300 and 6350 color laser printers - deliver cost-effective, yet vibrant color prints. The 24-ppm networked Phaser 8500 starts at \$899. For higher-volume printing, the Phaser 6350 offers the industry's fastest color print speed in its class at 36 pages per minute.

Office Multifunction Leadership

Leading the industry in document security, performance and productivity, 18 new CopyCentre(R) digital copiers and WorkCentre(R) and WorkCentre(R) Pro multifunction devices are even easier for IT administrators to manage. With a new 1 GHz processor, the systems copy and print at speeds from 32-75 pages per minute, reducing processing time and improving the management of large files and complex jobs. The WorkCentre and WorkCentre Pro models also scan and fax. Powerful security features allow customers to restrict access, track usage and protect confidential information, such as legal, healthcare or financial data.

Enhanced Office Services

In addition to expanding its product array, Xerox enhanced its value-added services that help simplify how people manage documents in their offices. The Xerox Office Services portfolio includes upgraded software and device management services that keep offices running at peak productivity by identifying how often equipment is used and flagging printer or network problems before they occur.

KeyBank is one of many customers getting the most out of Xerox Office Services. One of the nation's largest financial services companies, KeyBank expects to save up to \$6 million, relying on Xerox for many functions including detailed analysis and recommendations for improved efficiency based on usage patterns, employee needs and device performance.

Document Management Partnerships and Software

Xerox also announced 10 partner solutions designed to control costs and streamline document-intensive processes. These offerings extend the capabilities of Xerox advanced MFPs to help solve problems related to cost accounting, document scanning and routing, making emergency

notifications and managing forms. The list of companies includes EFI, Equitrac, IPro Tech Inc., Notable Solutions Inc., Principia Products, ScanSoft Inc., Stream Communications and Verity Inc.

Xerox is now bundling its DocuShare(R) content management software with its FreeFlow(TM) SMARTsend(TM) workflow software. This offering allows customers to integrate hardcopy documents into digital work processes to reduce costs and comply with industry regulations.

In a multi-year contract, the City of Newark, N.J., is using a combination of DocuShare software, Xerox multifunction systems and services to link 1,500 city employees and reduce inefficiencies associated with managing paper documents such as budget reports, human resources materials and forms.

Pricing and Availability

Starting retail prices range from \$899 for the Phaser 8500 solid ink color printer up to \$40,495 for the DocuColor 240/250 color multifunction systems. Prices for the CopyCentre digital copiers and WorkCentre and WorkCentre Pro multifunction devices start at \$6,075.

The Phaser printers are available immediately in North America, Europe and developing markets. The DocuColor multifunction systems, CopyCentre digital copiers, and WorkCentre and WorkCentre Pro multifunction devices will be available in July throughout North America and sold in Europe and developing markets by Sept.1. Xerox sells its office products through a combination of channels: Xerox direct sales, authorized sales agents, resellers, dealers, concessionaires and TeleWeb operations. The Phaser products are also available online at www.xerox.com/printerstore.

Customer Contacts:

For more information about Xerox office products and services, visit www.xerox.com/office or call 800-ASK-XEROX.

NOTE TO EDITORS: To watch today's webcast from the C3 Expo at 11:30 a.m. ET, visit www.xerox.com/ITXChangeC3.

Xerox will demonstrate its new products, software and solutions at C3 Expo, Javits Conference Center, booth 3527, New York, June 28-30.

For more information on Xerox, product photography and its RSS news feed, visit www.xerox.com/news. XEROX(R), CopyCentre(R), DocuShare(R), FreeFlow(TM), Phaser(R), SMARTsend(TM), WorkCentre(R) and WorkCentre(R) Pro are trademarks of XEROX CORPORATION. DocuColor is a registered trademark licensed to XEROX CORPORATION.

CONTACT: Media:

Xerox Corporation
Ed Gala, 585-423-5230
edward.gala@xerox.com
or
Xerox Corporation
Erin Isselmann, 503-685-4493
erin.c.isselmann@office.xerox.com

SOURCE: Xerox Corporation