News
Press Release

IBM magnifies productivity potential through a new industrial offering

An alternative that offers a lower TCOP than laser printers

BOULDER, Colo., October 22, 2002. . . IBM today announced an addition to its industry leading line of impact printers that will help improve the efficiency of printing manufacturing, transportation, distribution and retail applications. When compared to laser printers of comparable speeds, the total cost of printing (TCOP) associated with these impact printers can be as much as 40 percent less than the TCOP of laser printers.

"The market today is devoting significant focus and attention to the optimization of business applications," said Kemp Irwin, director, global product marketing, IBM Printing Systems. "IBM recognizes that the output from our solutions becomes the input that affects our customers' supply chain and business process. The new IBM 4247-V03 and IBM 6400 will optimize mission critical output applications thereby optimizing supply chain and mission critical business operations."

IBM 4247-V03
With a speed of up to 1,100 characters-per-second (cps)/500 lines-per-minute (lpm), the IBM 4247-V03 is a professional, industrial-grade desktop printer designed to deliver exceptional reliability and functionality at a low total cost of printing. A unique offering for industrial environments, the 4247-V03 offers the performance benefits of a higher cost line matrix printer, but with the forms flexibility, size, and price of a desktop serial matrix printer. Its rugged design, including metal covers and unlimited duty cycle components, lends to the 4247's superior performance in demanding industrial environments.

The 4247 is capable of supporting two straight paper paths for reliable paper feeding and forms loading to help increase printing options and productivity. With support for paper parking and linking, users can minimize manual forms switching activities, and maximize print consolidation potential thus improving efficiency and lowering costs. For additional flexibility, the 4247 has user installable and switchable interface cards. This becomes valuable for the customer who is anticipating migration from one platform to another.

IBM 6400
To maintain our competitive advantage, IBM continues to invest in its 6400 with state-of-the-art print engine and controller technology. The 6400 models, printing at speeds up to 2,000 lpm, now offer optional ANSI 3.64, allowing customers with legacy, non-IBM printers to migrate to the IBM 6400. Also, an Intelligent Ribbon System, designed to automatically alert users when a new ribbon supply is needed, helps ensure print quality and improved operational efficiency. Accompanying the enhancements to the 6400, are new models numbers, which are as follows:

- 6400 i05 -- an enclosed cabinet design that prints 500 lpm in Fast Draft mode and 375 lpm in Data Processing mode.

- 6400 i5P -- an open pedestal design that prints 500 lpm in Fast Draft mode and 375 lpm in Data Processing mode.

- 6400 i10 -- an enclosed cabinet design that prints 1,000 lpm in Fast Draft mode and 750 lpm in Data Processing mode.

- 6400 i1P -- an open pedestal design that prints 1,000 lpm in Fast Draft mode and 750 lpm in Data Processing mode.

- 6400 i15 -- an enclosed cabinet design that prints 1,500 lpm in Fast Draft mode and 1,125 lpm in Data Processing mode.

- 6400 i20 -- an enclosed cabinet design that prints 2,000 lpm in Fast Draft mode and 1,800 lpm in Data Processing mode.

Availability and Pricing
The new models -- IBM 4247-V03 and IBM 6400 -- joining the IBM industrial printer family will be generally available beginning November 22, 2002 and October 25, 2002, respectively. The IBM 4247-V03, available in desktop, cabinet or pedestal configurations will have a starting U.S. lists price of $3,595. The IBM 6400 models U.S. list price range from $5,195 to $14,999. These products can be purchased through IBM sales representatives.

About IBM Printing Systems
IBM Printing Systems specializes in e-business printing solutions. The company focuses on information and output management products and offerings that enhance print operations, maximize efficiencies and reduce print and related costs for companies and departments of all sizes. A leader in production print solutions, print-on-demand technologies, distributed print technologies, one-to-one marketing initiatives and print management software, IBM Printing Systems' offerings include printers, software, consultation, systems integration, supplies, service and support. For more information visit www.ibm.com/printers

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