

WordCom, Inc.
918-582-8844
www.wordcom.com

Following is a summary of discussions with Purchasing regarding a 3rd choice for color toner cartridges (we are trying hard to bring 'enablement' to the Organization's dual task of 'performance' and 'value')...

Toner:

Many departments have situations and applications that demand the non-compromising performance of a 'name brand product'. But nobody wants to spend more than necessary to get the performance required. Xerox is, of course, as big a 'name brand' as there is. So the client, in those scenarios, can keep their NameBrand requirement on some of their printing needs, and still pay much less than the HP@ pricing (see order page).

We see it as Win Win - the client gets the NameBrand quality it needs on mission-critical tasks, AND saves money at the same time.

We offer the Xerox@ cartridge as a 'third' option for clients (as opposed to a competing option to compatibles/remans), along with the HP@ and lower priced compatible/reman ctgs. **The Xerox@ cartridges more directly challenge the OEM option** than the compatible option. Color ctgs are a much more difficult technical/engineering challenge than are 'black' toner ctgs. Many third party manufacturers do not have the resources to adequately meet that challenge, resulting in performance issues, and hence the reluctance of some users to use compatible color ctgs. Xerox, on the other hand, has a worldclass name brand to protect from subpar quality, and also Xerox does not have a limitation due to 'non-access to capital'.

Please see your Weborder page for pricing and model availability

Please see below for Xerox reference comments, Performance Guarantee.



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Why Xerox "It's Compatible" Laser Printer Toner Cartridges?

When you buy Xerox cartridges, you're not just buying toner. You're buying 35 years of research, quality, and commitment to your documents. And we back all that up with a 100% money-back guarantee. Don't just take our word for it; see what a few of our customers have said:

Tommy Haynes
Purchasing Manager/Mailroom and Reproduction Manager
Telerep Incorporated, New York, NY

"The Truth is the Truth"

"We have 16 offices around the country and around 400 employees so we purchase a lot of cartridges. The Xerox laser toner printer cartridges are just as good if not better than the HP's and other brands. I think with Xerox you're ahead of the game.

"Delivery time also puts Xerox one step ahead in my book. If I have somebody who says to me that I ran out of toner or I only have enough to last me until morning then I can assure them that 'Yes' you will have your cartridge in the morning. In all cases so far it has been there."

Cheryl Wine
Secretary/Office Manager -
Timco Travel, Atlanta, GA

"There are Several Reasons"

"Our office is very environmentally aware so the environmentally friendly issue was important to us. Everyone is well trained in taking the cartridge out and sticking it right back in the box. The return policy is much better because the label is right inside. I didn't have

to search for it and I didn't have to call, which I had to do with the other ones. I would recommend the Xerox cartridge to anyone!"

Carma Oaksmith
Executive Assistant
Chicago Title Insurance

"The name is the best part of it"

The Xerox cartridges are much better than the ones we had before and they work a lot longer. All we have are Xerox copiers and fax machines so the Xerox name on the cartridge was key in our decision to try the product.

The page quality is excellent. I used to get lines all the time and that doesn't happen anymore. And if it's not recyclable we don't buy it. Recycling is a big issue for us.

Joseph Lopresti
Vice President
Corporate Copy International

"The Quality is Superb"

I think that the quality of the Xerox laser printer toner cartridge is superb. If Xerox has taken the time to do product research and development, the product has to be worthwhile of the market.

Xerox is comparable with the HP in that it provides the same page yields and quality as the OEM. The pricing offers the dealer significant savings over the HP product while enabling them to make a decent profit margin on a otherwise tight market.

Orlando Rodriguez
Rodimedi & Associates
Puerto Rico

"You can trust the Xerox name"

You can trust in the Xerox name brand, you know that you are getting quality. Xerox isn't going to put their name on a product unless it's top notch. They have invested a lot of time and money to produce a quality product for a very nice price. Why do we support it...brand name, less expensive, immediate replacement in case of failure - with Xerox you are buying quality! We recommend it to everyone.

Replacement cartridges

Good for performance and conservation.

Our replacement cartridges keep plastic out of the waste stream. While they contain new and reprocessed components, all critical xerographic components are 100% new. Our cartridges feature Xerox specified and approved toner, as well as new photoreceptors, cleaning blades, certified developer roll sleeves and more.

Triple tested for quality assurance.

To ensure your satisfaction, we constantly monitor manufacturing quality from three sources. First, we print test 100% of all cartridges before packaging. Second, we perform monthly life testing at the manufacturing site. And finally, we test samples from our warehouse inventory in our technical center.

100% risk-free guarantee.

Each replacement cartridge is backed by the Xerox 100% performance guarantee. If you're not satisfied, we're not satisfied. Experience real value that works for you.

