

Lexmark MB2236adwe Battlecard*

Placement Guidance

The Lexmark MB2236adwe is a mono multi-function product (MFP) for the smallest workgroups of 2-4 people, featuring standard wi-fi, touch screen, front USB port, and a recommended monthly page volume up to 3000 pages**.

Partner Benefits

- ▶ As part of the Lexmark GO Line™ series, it includes all the pricing, promotions and programs that make it profitable for partners.
- ▶ This is one of Lexmark's first MFPs aimed at the micro workgroup: 2-4 people. Now there's a full, flexible Lexmark GO Line series with something for every customer.
- ▶ Comes fully configured, with standard duplex and wi-fi.
- ▶ Device has unique supplies that help partners build a recurring revenue stream.
- ▶ Like the rest of our product line, this model has Lexmark's full-spectrum security, to provide customers with a consistently secure experience



Key Selling Points

- ▶ **Affordable.** Competitive features at a competitive price. Plus, there are energy-saving modes and standard duplex to reduce operating costs.
- ▶ **Small.** Compact device fits almost anywhere.
- ▶ **Easy to use.** Plug it in and go! Setup is fast and easy. Standard wi-fi makes it easy to print from mobile devices.
- ▶ **Powerful performance.** 1 GHz dual-core processor with 512 MB of memory is better than all its top competitors.
- ▶ **Outstanding Print Quality.** Unison™ Toner delivers rich black and smooth grays with crisp details.
- ▶ **Secure.** Includes Lexmark's full-spectrum security to help secure device, data and network.

*"Top competitors" were determined based upon third-party market intelligence provider's competitive price band data as of May 8, 2019.

**"Recommended Monthly Page Volume" is a range of pages that helps customers evaluate between Lexmark's product offerings based on the average number of pages customers plan to print on the device each month. Lexmark recommends that the number of pages per month be within the stated range for optimum device performance, based on factors including: supplies replacement intervals, paper loading intervals, speed, and typical customer usage.

*** Print and copy speeds measured in accordance with ISO/IEC 24734 and ISO/IEC 24735 respectively (ESAT). For more information see: www.lexmark.com/ISOspeeds.

Lexmark MB2236adwe vs. top competitors (Global)

	Lexmark MB2236adwe	HP LaserJet Pro MFP M227fdw	BROTHER MFC-L2750DW	BROTHER MFC-L2730DW
Launch Date / BLI Intro Date	3Q19	Oct-16	Dec-17	Jan-18
Functions	PCSF	PCSF	PCSF	PCSF
Print Speed (Ltr) (ppm)	36*	30	36	36
Time to First Page: ready (sec)	8	6.8	<8.5	<8.5
Scanner Glass (max)	Letter / A4	Letter / A4	Letter	Letter
Duplex Scan	Manual with 50-sheet ADF	Manual with 35-sheet ADF	DADF	Manual with 50-sheet ADF
Processor (MHz)	1GHz Dual Core	800	600	600
Memory (Std/Max)	512MB / 512MB	256MB / 256MB	256MB / 256MB	128MB / 128MB
RMPV (k pages)	.25 - 2.5**	.25 - 2.5	2	2
Maximum Duty Cycle (k pages)	40***	30	15	15
Hard Disk	No	No	No	No
Front USB Port	Yes	Yes	No	No
Input Capacity (Std/Max)	251 / 251	260 / 260	251 / 251	251 / 251
Input sources (Std/Max)	2 / 2	2 / 2	2 / 2	2 / 2
Multi-purpose Feeder (pages)	1	10	1	1
Output Capacity (Std/Max)	150 / 150	150 / 150	100 / 100	120 / 120
Operator Panel	2.8-in touchscreen	2.7-in color touch	2.7-in color touchscreen	2.7-in color touchscreen
Toner Yield: SWE (k pages)	0.7****	1.6	0.7	1.2
Toner Yield: Std/HY (k pages)	1.2 / 3 / 6 ****	1.6 / 3.5	1.2 / 3 / 4.5	1.2 / 3
PC / Imaging Unit (k pages)	12	23	12	12
Duplex Print	Yes	Yes	Yes	Yes
Networking	Ethernet, USB 2.0	Ethernet	Ethernet, USB 2.0	Ethernet, USB 2.0
Wireless Capability	Yes	Yes	Yes	Yes
Dimensions (HxWxD)	14.2" x 16.4" x 13.9"	15.9" x 24.6" x 17.9"	16.1" x 15.7" x 12.5"	16.1" x 15.7" x 12.5"
Weight (Base Unit)	19.94 lbs	20.7 lbs	26.5 lbs	26.5 lbs
Dimensions (HxWxD) (mm)	360 x 415 x 352	403.5 x 624.8 x 454.7	410 x 398.5 x 318.5	410 x 398.5 x 318.5
Weight (Base Unit)	9 kg	9.4 kg	11.8 kg	11.8 kg

All information in this document is subject to change without notice. Lexmark is not liable for any errors or omissions.

INA = Information Not Available

Top competitors were determined based upon third-party market intelligence provider's competitive price band data as of May 8, 2019. Competitive printer specifications were obtained from third-party market intelligence provider as of May 8, 2019.

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****"Maximum Monthly Duty Cycle" is defined as the maximum number of pages a device could deliver in a month using a multishift operation. This metric provides a comparison of robustness in relation to other Lexmark printers and MFPs.

****Average continuous black or continuous composite color (CMY) declared yield in one-sided (simplex) mode up to this number of pages in accordance with ISO/IEC 19798. Actual yield will vary considerably based upon many factors. See www.lexmark.com/yields for more information.