



DCC Technologies Hardware Updates —

Print Updates, Gaborone,

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This is a training overview of HP's full printing portfolio — home, small business, and enterprise — covering hardware lineups, supplies (ink and toner), sustainability, security, scanning, and software tools.

1. Home Print Portfolio

- **Three pillars:** simplify the home printing experience, innovate with class-leading features for versatility/creativity, and elevate photo printing in the best home photo printer.
- **Segmentation by user:**
 - **Home / Parents** → Smart Tank, DeskJet, DeskJet InkAdvantage.
 - **Remote / Agile workers** → DeskJet InkAdvantage, Smart Tank, OfficeJet Pro, LaserJet.
 - **SMB owners / ITDMs** → LaserJet Tank, Laser & LaserJet, OfficeJet Pro.
- **Specific models covered:** DeskJet 2320, DeskJet Ink Advantage 2976, DeskJet Ultra Ink Advantage 4376 — with details on speed (up to **7.5/5.5–8.5/5.5 ppm**), recycled plastic content (**60–70%**), 60-sheet input trays, dual-band Wi-Fi, and HP 305 / HP 654 ink supplies and yields.

2. HP Smart Tank (CISS) Line

- **Value proposition:** up to **2 years of ink in the box**, low cost-per-page, self-healing Wi-Fi, mobile setup, color-coded refill bottles.
- **Supplies:** HP GT53 black (~~4,000 pages, 90 ml~~), ~~GT53XL black~~ **(6,000 pages, 135 ml)**, GT52 CMY bottles (**~8,000 pages** each, 70 ml).
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- **Ink Efficiency advantage vs. competitors:** prefilled printhead, no maintenance box, no wasteful ink initialization (competitor systems waste up to **1,000 pages** on initiation and **800 pages** per head cleaning).
- **WED (Warranty End Date) extension:** unopened bottle warranty extended from **2 to 3 years** (shipments started Nov 2025); ink may remain usable up to **5 years** inside the tank.

3. HP OfficeJet Pro Lineup

- Positioned as the digitalization tier for small business.
- **Lineup:** OfficeJet Pro 8123, 9120/9123, 9130, 9720, 9730, 9100b, plus OfficeJet Mobile 202.
- **Range of specs:** speeds from **20/10 ppm** up to **25/20 ppm**, paper trays from 225 to 500 sheets (2 trays), 2.7" to 4.3" color touchscreens, duty cycles 20K–30K, Wolf Pro / Wolf Essentials security, 3-year warranty after registration.
- **Supplies:** HP 925 (~400–500 pages) for 8123; HP 938 / 938e EvoMore (~800–3,100 pages) for the 9120/9130/9720/9730 series.
- 9720/9730 add **P3 color** for 25% wider gamut.

4. Original HP Inks

- **Three tiers:** Smart Tank (cartridge-less, high-volume), Standard (everyday use, recycled plastic), and **EvoMore** (most sustainable — CarbonNeutral® certified, ~**2× printed pages**, lower carbon footprint, **≥50%** post-consumer recycled plastic for 925e).
- **Ink Advantage** explained as a solution enabling up to **2×** pages for the same cost — not a separate printer line or diluted ink.



5. HP Laser Portfolio

- **Four LaserJet types:** Mono SFP / Mono MFP / Color SFP / Color MFP, with print-only or print/copy/scan/fax variants.
- **New transactional numbering convention** for the Pro & LaserJet Tank (1000–4000) and Enterprise (4500–8500) series.
- **Pro Color models:** M100/M200 (30A ~1,600 / 30X ~3,500 pages), and Pro 3000+ series (HP 145A/X, HP 222A/X toners).
- **Pro MFP 3303fdw:** 26/25 ppm, 50-page ADF, 4.3" touchscreen, HP 219A cartridges, RMPV 500–2,500 pages.
- **Pro 4203 / 4303 series:** 35/33 ppm, Wolf Pro Security, TerraJet toner, RMPV 750–4,000 pages.
- **Enterprise 5000/6000 series** for small workgroups/workgroups; **8000 series** (8501, 8601, 8801) — world's first business printers protected against **quantum computer attacks**, 27% faster than predecessors, embedded OCR, scan speeds up to **300 ipm**.
- **HP Flow** technology (E877dn/z) — keyboard, auto-orient/crop/toner, EveryPage, OCR, ADF 200–300 pages, up to **150 ppm / 300 ipm**.
- **Speed upgrades** are field-licensable on E877 series (40 → 50 → 60 → 70 ppm; cannot be downgraded).
- **Print CTO (Configure To Order)** for Color Enterprise 5000/6000 and X500/X600 — speed, ADF, panel, storage, color panels, trays, finishing, memory, fax, connectivity.

6. New Scanjets

- **ScanJet Pro 4200 (s1):** small work team, scans passports/ID cards including **MRZ** (Machine Readable Zone) for identity verification.
- **ScanJet Enterprise Flow 9000 Series:** department-level, A3/ledger, heavy workloads, no carrier sheet.
- **HP AI Innovations** — scan-to-email transformed into AI-summarized, searchable emails with relevant subjects/filenames/metadata.



7. Original HP Toners — TerraJet & JetIntelligence

- **TerraJet** is the next-gen toner technology — **Reduce / Perform / Protect**:
 - Up to **27%** less energy, up to **78%** less plastic, lower carbon footprint, recycled plastic in cartridge.
 - Vibrant color, sharper detail, faster calibration and print speeds.
 - Tamper-resistant chips, firmware, packaging; **ISO/IEC 20243** certified supply-chain integrity.
- **Cartridge formats**: A (standard), X (high yield, up to 3× pages), Y (optimized, up to 65% more vs A/X), Z (ultra-high), plus multi-packs.

8. Anti-Counterfeit & Security

- **HP security labels**: holographic, image-shifting; "TNR" for toner (square), "INK" for ink (rectangle). Any HP toner without a label is suspicious.
- **EAL5+** certified chips.
- **HP 8000 series** = world's first printer protecting against **quantum computer attacks**.
- **HP Sure Start Gen6** — world's first self-healing BIOS; **HP Secure White Listing**; **HP Run-time Intrusion Detection** with TechPulse alerts.
- **HP Wolf Security** suite — out-of-the-box endpoint protection, hard-drive encryption, multifactor authentication, hardware-enforced security.

9. HP Tools / Software

- **HP Smart App**: print from anywhere, mobile scan/copy, cloud printing, ink management.
- **New HP App** consolidates 70+ apps into a unified launchpad — easier setup, in-app AI-powered support, personalized recommendations; projected **~75M MAU**. Addresses pain points around complex setup, inconsistent UX, limited engagement, and disjointed support.



10. Closing Theme — The Hybrid Office

- HP positions itself as the bridge between paper and digital workflows: scanning into cloud/records for teachers, accountants, bankers, lawyers, nurses, HR.
- The "paperless office" remains a myth — print volumes have continued to grow alongside digital communication; HP advocates a **hybrid** approach where paper and digital coexist.

Key Takeaways

- The deck is structured as a **top-to-bottom HP print portfolio walkthrough** — Home → SMB OfficeJet Pro → Smart Tank/CISS → LaserJet Pro → Enterprise → Scanners → Supplies → Security → Software.
- **Sustainability** (EvoMore, recycled plastics, CarbonNeutral certifications, TerraJet) is a consistent thread tying together both ink and toner stories.
- **Security leadership** is a major sales angle: world's-first quantum-resistant printers, Sure Start self-healing BIOS, Wolf Security, EAL5+ chips, anti-counterfeit holographic labels.
- **AI and unified app experience** (Scan-to-email summarization, new HP App) signal HP's pivot toward smarter, software-driven print workflows.
- **Channel/partner enablement intent** — many slides include MSRP, page yields, RMPV, supply SKUs, and competitive positioning, making this a sell-through training resource rather than an end-user deck.

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