



2006 Pick of the Year

*Most Outstanding Monochrome
MFP Product Line of 2006*

Canon U.S.A., Inc.



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Based on the outstanding performance of its products in BLI's comprehensive laboratory tests, Canon U.S.A., Inc. has been chosen by Buyers Lab as the winner of its "Monochrome MFP Line of the Year" award for 2006. On the strength of its remarkably consistent imageRUNNER product line, which continues to improve with each new generation, Canon receives the award this year after having been named BLI's "Line of the Year" recipient most recently in 2004 and then again for an unprecedented three years in a row for 2000, 2001 and 2002.

Consistent Superior Performance

"Canon's five 'Line of the Year' wins since 2000 is proof of what we have found in our one-of-a-kind laboratory testing—that its imageRUNNER line is extremely consistent in terms of the quality of its performance," said BLI Managing Editor Daria Hoffman. "Unlike with some vendors' product lines, which may be very strong in some segments, but not as strong in others, Canon's monochrome imageRUNNERS are at the top of their classes, from Segment 1 to Segment 6," added Hoffman.

"Canon was the clear choice for us this year because not only does it have BLI 'Pick of the Year' award winners in every segment, but it also has more 'Highly Recommended' models than any other qualifying vendor," said BLI Lab Manager Pete Emory.

In BLI's testing, Canon monochrome products have continually scored high in all of the most important test areas—reliability, image quality and ease of use. For example, all of them have proven to be highly reliable. Time and time again, they complete BLI's rigorous durability test with excellent results, typically requiring only routine preventive maintenance. Canon products also consistently score high for image quality, generally earning Very Good to Excellent ratings across the board.

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Exceptional Ease of Use

Perhaps most impressive about the Canon models is their superior ease of use. Their outstanding control panel design is consistent throughout most of its line, for color as well as monochrome models. "Canon's basic copy screen makes programming jobs highly intuitive," said BLI's Manager of Competitive Services Pia Beddiges. "Functions are clearly labeled with terms users will readily understand and step-by-step instructions are provided to walk the user through programming various functions."

And to make use of its MFPs even easier, Canon offers users a choice of copy screens. In addition to its highly intuitive main copy screen, it offers an Express Copy screen that enables users to program the most commonly used functions, and even some advanced functions, from the main screen. While Canon's traditional copy screen is so simple that it will play well in environments where there are many different new users, the Express Copy screen will save steps for users in busy walk-up environments. Canon previously was acknowledged for this advancement with a BLI "Outstanding Achievement" award for Control Panel Design in 2005.

Flexibility Gives Canon Customers Choices

The choice of control panel screens is just one of many ways in which Canon offers the flexibility of choice to its users. Another example is in its scan functionality. Customers can configure their Canon imageRUNNERS with either one of two outstanding scan solutions: Canon's Universal Send, which is very easy to use and enables users to see a preview of scanned documents, or eCopy ShareScan OP for MEAP, an outstanding scan solution that earned Five Stars in BLI's solution evaluation.

With its 30 series models, Canon also offers a choice to customers who want Canon reliability and quality but at a lower cost.

"When a product combines trouble-free operation with outstanding ease of use, very good output quality and good productivity, like Canon's imageRUNNERS consistently do, it delivers on everything that matters to a customer," said BLI's Emory. Moreover, many of these models offer a better-than-average supplies cost per page.

In addition to delivering the basics, Canon is an innovator that is continually improving its product line. The Express Copy screen is an example of that innovation, as is the Web access option of its higher-speed imageRUNNERS. With this capability, a Web browser embedded in the device enables users to browse and print documents from the Internet or an intranet directly from the imageRUNNER's control panel. With MEAP, Canon was also the first vendor to introduce an embedded platform to enable developers to write applications that add value to customers' MFPs. Because of this, via eCopy, users of Canon products can scan directly into a range of document management and other types of applications, streamlining workflow and leveraging customers' investments.

Canon also offers a wide range of security features, including an optional security kit that is one of only two data security kits tested by BLI to date to offer both hard drive overwrite and encryption.

While not specifically related to Canon's monochrome line, another example of Canon's innovation came into sharp focus this year, in which BLI tested so many color products: BLI found that of all the color models tested, Canon's color models handled color files more efficiently; its compression resulted in the smallest file sizes. This is a strong advantage that reduces network traffic from scanning and will appeal to IT departments.



"Receiving BLI's 2006 award for 'Most Outstanding Monochrome MFP Line of the Year' is a great achievement for Canon," said Sam Yoshida, director and general manager, Product Marketing, Imaging Systems Group, Canon U.S.A., Inc. "The monochrome space remains a key part of the office environment and we are proud to offer such an extensive range of solutions."

A Look at Canon's Impressive Lineup

The outstanding monochrome Canon models tested by BLI in the past couple of years, all of which earned "Highly Recommended" ratings, include the following Segment 1 models: the imageRUNNER 2016/2016i, a 16-ppm model that earned BLI's "Highly Recommended" rating earlier this year, and the 20-ppm imageRUNNER 2020/2020i, which was "Highly Recommended" and also earned a "Pick of the Year" award for Segment 1. In Segment 2, Canon offers the imageRUNNER 2270, another "Highly Recommended" product that won a BLI "Pick." In this range, Canon also offers the imageRUNNER 2870, which is based on the same highly reliable engine. In Segment 3, Canon offers the imageRUNNER 3570, which was "Highly Recommended" and won a Fall 2006 "Pick" award, as well as the lower-cost, lesser-featured imageRUNNER 3530, which was also "Highly Recommended" and named a Fall 2006 "Pick." Canon has an especially strong line-up in Segment 4, starting with the "Highly Recommended" 45-ppm imageRUNNER 4570. Canon also has this important segment covered with its 50-ppm imageRUNNER 5070, 55-ppm imageRUNNER 5570 and 65-ppm imageRUNNER 6570, all three of which won "Pick" awards. In Segment 5, Canon offers the 80-ppm imageRUNNER 8070, which won a "Pick" award in Spring 2005 and the 86-ppm imageRUNNER 7086, which has not yet been tested by BLI. Finally, in Segment 6, Canon offers the "Highly Recommended" 95-ppm 7095, which was named a Fall 2006 "Pick" in Segment 6, as well as the 105-ppm imageRUNNER 7105, which earned a four-star rating in BLI's field test. Noteworthy is that Canon's Segment 6 products are the only ones available with a perfect binder finishing option.

BLI congratulates Canon U.S.A., Inc. on having the "Most Outstanding Monochrome MFP Line of 2006."



About BLI's Picks of the Year

Twice a year with its "Pick of the Year" awards, BLI gives special recognition in each category to those products that provided the most outstanding performances in BLI's exhaustive lab tests.

BLI's awards stand alone in that they are based on a rigorous battery of lab tests that takes approximately two months to complete and includes an extensive durability test, during which each unit is run at the manufacturer's maximum recommended monthly volume. BLI's durability test is unique among office product evaluations and uniquely qualifies BLI to assess reliability, which is a critical factor for buyers and IT directors, given that virtually all of the products are designed for use on networks.

In addition to assessing reliability, in terms of the number of service calls and PM (preventive maintenance) calls required, as well as misfeed frequency, BLI's comprehensive evaluation includes an assessment of copy and print quality, productivity, ease of use and economy, as well as connectivity issues such as feedback to workstations, administrative utilities, print drivers, multitasking and scanning solutions. Each product that successfully passes BLI's lab test earns BLI's "Recommended" or "Highly Recommended" seal and a BLI "Certificate of Reliability" and qualifies as a "Pick" award contender. Consequently, a BLI "Pick of the Year" is a hard-earned award that buyers and IT directors can trust to better guide them in their acquisition decisions.

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BUYERS LABORATORY INC.
LINE of the YEAR



Most Outstanding Monochrome MFP Line of the Year



ANTHONY E. POLIFRONE
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DATE

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