Sales battle card HP DeskJet Ink Advantage 2135 All-in-One series



Make your everyday printing, scanning, and copying tasks easy and affordable with an HP DeskJet all-in-one that simply works—right out of the box. Print at a great value with HP's lowest-priced ink cartridges.



HP DeskJet Ink Advantage 2135 All-in-One series Suggested retail price:¹ \$79

Top HP advantages²

- Fresh, friendly and inviting design with trendy colours
- Fastest colour print speeds versus listed Canon devices
- Lower cost per page for black and colour printing versus the listed Canon PIXMA MP237 device
- Highest black ink yields and lowest cartridge replacement cost of the listed Canon devices
- World's No. 1 selling printer brand³

Key benefits

The HP DeskJet Ink Advantage 2135 All-in-One series lets you save time and money with easy setup, straightforward operation. Save space with an all-in-one designed to fit where you need it.

Affordable prints at home

- Print, scan, and copy at an affordable price
- Do more for less, using the world's No. 1 selling printer brand³ plus Original HP ink cartridges

All-in-one capable

• Print, scan, and copy what you need quickly and easily with a reliable all-in-one

Designed to fit your life and your space

- Accomplish more—right out of the box—set up in a snap
- Easily print, scan, and copy with simple controls
- Save your space with a compact all-in-one designed to fit where you need it
- Compatible with a wide variety of operating systems, including the new Windows® 10

Lower environmental impact

- Conserve resources with an all-in-one that's ENERGY STAR® certified
- Reduce your impact even more with easy, free cartridge recycling through HP Planet Partners⁴

HP performance vs. Canon²

	HP DeskJet Ink Advantage 2135 All-in One series	Canon PIXMA E400	Canon PIXMA MP237
Estimated retail ¹	\$79	\$63	\$66
Print speed (ISO) ppm (pages per minute)	Black: ⁵ up to 7.5 Colour: ⁵ up to 5.5	Black: up to 8.0 Colour: up to 4.0	Black: up to 7.0 Colour: up to 4.8
Cost per page, K/KCMY	K: \$0.019 KCMY: \$0.079	K: \$0.017 KCMY: \$0.072	K: \$0.057 KCMY: \$0.134
Ink yields in pages	Black: ⁶ up to 480 CMY: ⁶ up to 150	Black: up to 400 CMY: up to 300	Black: up to 401 CMY: up to 349
Connectivity	USB 2.0	USB 2.0	USB 2.0
Media handling Input Output	Up to 60 sheets Up to 25 sheets	Up to 60 sheets INA	Up to 100 sheets INA
Two-sided printing	Manual operation	Manual operation	Manual operation
Dimensions with paper trays not extended	425 x 304 x 149 mm (16.73 x 11.97 x 5.87 in)	426 x 306 x 145 mm (16.77 x 12.05 x 5.71 in)	444 x 329 x 153 mm (17.48 x 12.95 x 6.02 in)
Weight	3.42 kg (7.54 lb)	3.5 kg (7.72 lb)	5.3 kg (11.68 lb)
Warranty	1 year	1 year	1 year

The HP DeskJet Ink Advantage 2135 All-in-One series is ideal for people who want:

- Affordable at-home everyday printing, scanning, and copying
- Space-saving design to fit on a desk or a shelf
- Easy printing right out of the box
- Quality with every page
- A modern, attractive-looking product

Qualifying questions

- Are you looking for an all-in-one device that will help you minimise costs, up front and in the future?
- Does your current device fit your environment in respect to size and overall appearance of your home decor?
- Are you satisfied with the current quality and appearance of your colour documents?
- Do you monitor your energy and resource consumption in order to help lower costs and reduce environmental impact?

Objection: "I'm not interested in a lot of extra features I'll never use. I just want a space-saving all-in-one that's economical, reliable and that will let me copy, scan, and print."

- **Response:** The HP Deskjet Ink Advantage 2135 All-in-One series has you covered with:
- Low all-in-one purchase price at an estimated \$79¹
- Intentionally simple design so you can copy, scan, and print without worries
- ISO print speed up to 7.5 ppm black, 5.5 ppm colour⁵
- Quality printing at a low cartridge price and high yield of 480 pages (for black)⁶
- Legendary HP reliability

Objection: "I don't have a lot of space to dedicate to a big, clunky device."

Response: HP engineered this device to be compact and lightweight. Even with the paper trays fully extended, it measures only 424.97 x 519.36 x 248.77 mm and weighs only 3.42 kg.

Objection: "Will this device look good in my space?"

Response: This device features a fresh, friendly and inviting design, consisting of minimal lines and trendy colours—easily fitting in with any decor.

Objection: "I don't print a lot of volume. I just need a reliable, low-cost all-in-one that produces professional looking output."

Response: This device is priced right to fit into your budget with a low cartridge cost and black page yield of 480 pages.⁶ From school projects to greeting cards, this all-in-one makes it simple and affordable to print in colour right from your home. Plus, you can print more of the documents you need for less, without sacrificing quality.

Objection: "Why should I choose HP's all-in-one over the competition?"

Response: HP is the world's No. 1 selling printer brand³ for good reason. You can always count on HP's solid reputation for quality, reliability, performance, and durability.

¹ Estimated retail price. Actual price may vary.

² Based on the manufacturers' published product specifications as of March 2015.

³ Based on IDC's Worldwide Quarterly Hardcopy Peripherals Tracker[®], 2014 Q4. Shipments for inkjet single-function printers and multifunction printers, including production units.

⁴ Programme availability varies. Original HP cartridge return and recycling is currently available in more than 49 countries, territories, and regions in Asia, Europe, and North and South America through the HP Planet Partners programme. For more information, visit <u>hp.com/recycle</u>.

⁵ Either after first page or after first set of ISO test pages. For details see <u>hp.com/qo/printerclaims</u>.

⁶ Average yield based on ISO/IEC 24711 or HP testing methodology and continuous printing. Actual yield varies considerably based on content of printed pages and other factors. For details see <u>hp.com/go/learnaboutsupplies</u>.

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