



Questions (Q) & Guidance (G):

1 Choose the Model

There is only one model of the Infoprint 1650 MFP which comes standard with USB and Ethernet connections.

Infoprint 1650 MFP
 Prints 45 PPM
 Print/Copy/Fax Mono
 Scan Color/Mono
 2400/1200IQ / 600/1200dpi,
 128MB, 514MHz
 Machine Type: 4544-011
 PN: 39V1382

2 Network Attachments Options

The 1650 MFP comes standard with USB and Fast Ethernet

Q: Is your customer going to connect to a different network such as Wireless Ethernet, or do they want an external Ethernet adapter or a 1000 BaseTX Ethernet card instead of the standard Ethernet ?

G: Choose from these optional adapters.

G: The Infoprint 1650 has both INTERNAL and EXTERNAL network attachment options.

G: The Infoprint 1650 has one Internal attachment slots that may be populated with INTERNAL network attachment cards, or INTERNAL local attachment cards.

G: DO NOT install more than one network option of the same type in the printer – only one will be recognized.

Internal Network attachments (max = 1)

Ethernet 1000
 BaseTX
 PN: 75P6992

External Network attachments (max 1)

Ethernet 10/100
 BaseTX – 1 USB port
 PN: 39V1524

Ethernet 10/100
 BaseTX – 4 USB port
 PN: 39V1525

Ethernet 10/100
 BaseTX – 1 parallel port
 PN: 39V1526

802.11g Wireless to USB
 PN: 75P6854

802.11g Wireless to Ethernet
 PN: 75P6857

3 Local Attachments Options

Q: Does your customer need a serial or parallel-1284 B connection for a local attachment?

G: Choose from one of these interface cards.

G: The 1650 comes standard with one USB port and Fast Ethernet.

Serial Interface Card
 PN: 39V0326

Parallel 1284-B Interface Card
 PN: 39V0327

4 Cables for Local Attachments

Q: Is your customer going to use a local attachment (Parallel or USB) to connect their printer to a computer?

G: They may need one of these cables to physically attach their printer.

10 Foot Parallel
 Cable
 PN: 75P7029

USB Cable –
 2 Meters
 PN: 75P7030

Note: Please see spec sheet for copy, scan and fax details. To insure you have a correct configuration, call Techline at 800-793-5889 option 4.

5 Memory – SDRAM, Flash, and Hard Drive

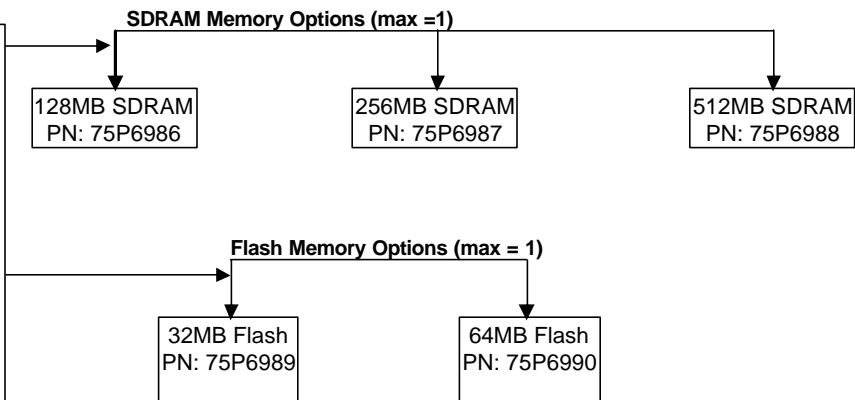
Q: Is your customer going to be printing complex jobs (lot of graphics / images), are they going to be running applications that will require fonts to be downloaded, or will they be sharing the printer with a number of users (job queuing may be required)?

G: The 1650 comes standard with 128 MB memory.

G: For complex jobs, the customer can purchase some additional SDRAM memory. The 1650 can be configured with as much as 640MB by installing one 512MB DIMM in addition to the 128MB of standard memory onboard.

G: To store fonts or other resources on the printer the customer can purchase flash memory. Storing fonts on the printer improves performance because the fonts will not have to be downloaded from the host for use on the printer with each new print job.

G: The printer has ONE memory slot for SDRAM and TWO slots available for Flash memory/Application Solution Card. Only 1 Flash memory card allowed.



6 Application Solutions – Bar Code and Decryption Card

Q: Does your customer need to produce and/or print barcodes on their business documents? Would the customer benefit from the capability to be able to encrypt their print datastream for subsequent decryption at the printer? Does your customer have a need to print images or Web pages directly to their printer without using a driver?

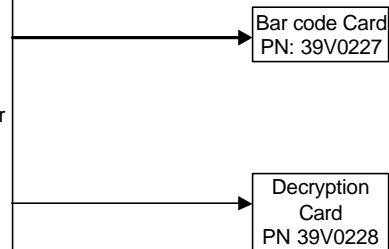
G: If yes, one of the following application solutions may be beneficial.

G: The primary target audience for the Bar Code Card is businesses that need to produce and print bar codes from virtually any application. The Bar Code Card produces bar codes using either PCL escape sequences or PostScript commands.

G: The Decryption card enables a high level of security for proprietary and confidential documents. It enables documents to be encrypted at an appropriately configured host for subsequent decryption at the printer. This can be useful if the print datastream is traveling from the host to the printer over a non-secure network (HOST SOFTWARE IS REQUIRED).

PDS through Print Services Facility (PSF) and with IBM Infoprint Manager.

G: For more information on Application Solutions, please reference the Sales manual online or call Techline.



7 Paper Handling Input Options, Duplex and Envelope Feeder

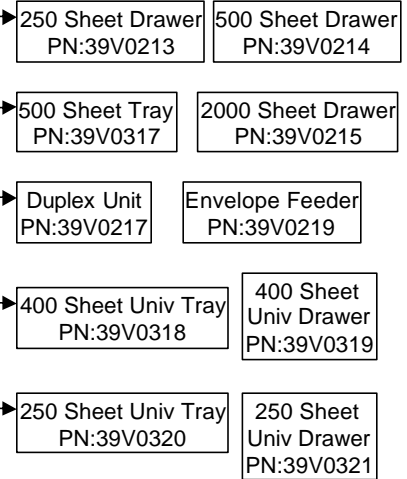
Q: Does your customer need additional input capacity?
G: You can add up to four additional inputs for total of 4100 sheets. Only one 2000 sheet drawer can be installed.

Q: Does your customer need to print duplex?
G: Offer the duplex unit as a feature.

Q: Does your customer need to print on envelopes?
G: Add the envelope feeder as an option, it will hold up to 85 envelopes.

G: Most input devices (standard drawer, optional drawers, and the MPF) can be used to feed plain paper, cardstock, transparencies, envelopes and paper labels. See the universal sales manual for media guidelines.

Q: Does your customer need to print on narrow media or custom sizes smaller than letter or legal?
G: Look at the universal paper drawers and trays as options. The minimum paper size supported is 3x7 inches. Find more information in the sales manual.



8 Output

G: The Infoprint 1650 MFP comes standard with a 500-sheet output bin. There are no other output options.

9 Furniture Options

G: If you add additional drawers, you may need to suggest a printer stand or base for support.

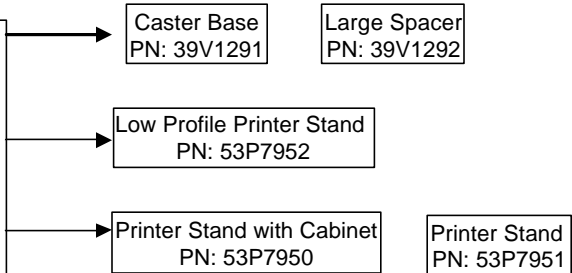
G: Caster Base includes casters to move the MFP more easily.

G: Large Spacer feature is used to raise the height of the MFP approx 10 inches.

G: Low Profile Stand is for users that access printer sitting down.

G: Printer Stand and Printer Stand with Cabinet are for users that access the printer at table height.

Please reference the workgroup furniture guide posted on the PSD BP Sales Site.



10 Maintenance ServicePacs

Q: Is your customer interested in upgrading their warranty or buying an extended service agreement?
G: Select one of the In Warranty Servicepac offerings in the following table.
G: The Infoprint 1650 MFP comes with a one year 5x9 ND, Onsite Repair

Description	Part Number
2 Yr. IOR 5x9ND	42V1650
3 Yr. IOR 5x9ND	42V1651
1 Yr. IOR 24x7 SD	42V1652
2 Yr. IOR 24x7 SD	42V1653
3 Yr. IOR 24x7 SD	42V1654

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Infoprint 1570 MFP Supplies
Q: Would your customer like to purchase some supplies at the same time as they are purchasing their printer?
G: Select one of the offerings in the following table.
G: The page count for the cartridge (yield) is based upon 5% cover per page.



Part Number	Product Description	Yield (pages)
39V0541	Toner Cartridge	10,000
39V0542	IBM Return Program Toner Cartridge	10,000
39V0543	High Yield Toner Cartridge	21,000
39V0544	IBM Return Program High Yield Toner Cartridge	21,000
40X0100	Maintenance kit LV2	300,000
40X0101	Maintenance kit HV2	300,000
40X0116	Fuser LV	300,000
40X0117	Fuser HV	300,000
40X0127	Charge Roll	300,000
40X0130	Transfer Roll	300,000
40X0454	Separator Roll Assembly	120,000
40X0453	Pick Up Assembly	120,000
40X0466	Cushion, White pressure pad	Life of product

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