



*Patient Information System*

Printer Recommendations  
May 2007

Printing ExitCare documents in color is not required. With many facilities using ExitCare facility-wide, it is fair to say that the majority of our Users print in black only. The quality of the writing is the same, and the graphics and bulleted lists still add great value to the patient education efforts. However, the marketing phrase “color sells” really does apply to this patient education process. From years of anecdotal reports from our Customers, we strongly believe that providing our documents in color improves patient compliance, which is one of health care’s primary goals. Because the cost of color printing is dramatically dropping while the quality and speed is improving, we believe that printing ExitCare patient educational materials in color is very realistic for many facilities and/or departments. Consequently, we are here providing information only on color printers (with the exception of a black-only label printer for printing prescriptions only).

**We have not tested all of the printers on this list; they are presented here as being printers you may wish to check out to see if they meet your particular needs.** Also consider that printers are being retired and replaced with new models on a very fast pace, and so you will need to check with your printer supplier or manufacturer to verify that printers you select will perform as needed. The basic information provided below about considerations in selecting a printer should help guide your selection process.

With ExitCare, there is another point to consider if you will also be licensing the ExitMeds Medication Management System. You have the option to print scripts on another printer, or a second paper tray within a printer, or from the same tray and same printer. If you choose to purchase a printer with two paper trays, make sure that the trays are user selectable/programmable. The second tray (or printer) is especially important if you intend on printing your scripts on special, tamper-resistant security paper (required in some states). Also be sure that the tray for printing prescriptions can print on the size paper you would be using. Printers vary in their ability to work with paper that is shorter and/or narrower than regular letter paper. The availability, models and drivers of printers are constantly changing. *Be sure to check with your printer vendor/manufacturer that the printer you are selecting, whether from this list or otherwise, will accommodate what you need to do in terms of tray selection/setup, paper size, securing paper trays, etc.* The newest generation of printers typically allows ExitCare Patient Educational materials to be printed in “Draft Mode” greatly increasing the speed (pages per minute or ppm), and reducing the amount of ink used. Each User must decide for themselves on issues of price, speed, and quality. When looking at duty cycles, realize that a typical Patient Education handout set, which includes a Patient Signature Page and prescription, is between three and six pages.

### **Ink Jet Printers**

Given the low cost of quality ink jet printers today, you may consider, whenever space allows, each computer having its own local USB printer. This maximizes throughput and allows printing, even in the event that the network is down. Remember, ExitCare can still provide discharge instructions when the server is down, as each workstation can run the program and databases locally. Because laser-type color printers have become so much more price-competitive, we are offering only one suggestion for ink jet printers. There are others that may meet your needs.

HP Deskjet 6980dtd Color Inkjet Printer: Cost is under \$200. Prints up to 36 ppm black, 27 ppm color. Suggested printing volume of up to 5,000 sheets per month. Paper tray holds 150 sheets with additional 250 sheet tray available. Prints as small as 4 x 6 inches. Includes built in wired and wireless network capability as well as USB.

## **Solid Ink Printers**

Solid ink printing technology has arrived and works great! Currently, only Xerox provides this choice. We liked it so much we have bought two past models for our own office! They continue to come out with faster and less expensive models.

Xerox Phaser 8560/N - This printer is rated at 30 ppm in black and color, with first page out in 5 to 6 seconds. This printer is designed for up to 85,000 pages per month volume. Black and color printing is with solid ink technology. It is more cost effective than ink jet printing, and produces almost no environmental waste. Current list pricing is \$799 for the network ready model and two input paper sources (one tray, one flip down for Rx paper, etc.). An extra bottom tray is available. It is network and USB ready, with optional wireless. *Free shipping available from Advanced Technology Systems, Inc. Contact John Posavad at [jposavad@advtek.com](mailto:jposavad@advtek.com).*

## **Laser Printers**

Color laser printers have dramatically come down in price and up in print speeds. We can suggest several models that may meet your budget and performance needs. The availability and models of printers are constantly changing, so always check your suppliers for the latest models and prices.

Xerox Phaser 6180/N - This printer is rated at 20 ppm in color and 26 ppm in black, with first page out in 10 seconds. This printer is designed for up to 60,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is under \$500 for the network ready model and two input paper trays.

Xerox Phaser 6360/N - This printer is rated at 42 ppm in black and color. First page time out is 9 seconds color. Duty cycle of up to 100,000 pages per month. Black and color printing is with black and color toner. Current list pricing is under \$1,399 for the network ready model and two input paper trays.

HP LaserJet 3800n - This printer is rated at 22 ppm in black and color, with first page out in 12.5 seconds. This printer is designed for up to 65,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is \$999 for the network ready model and two input paper trays.

HP LaserJet CP4005n - This printer is rated at 25 ppm in black and 30 ppm in color. This printer is designed for up to 80,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is \$999 for the network ready model and two input paper trays.

HP LaserJet 4700 - This printer is rated at 31 ppm in black and color. This printer is designed for up to 100,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is \$1,349 for the network ready model and two input paper trays.

Canon imageRUNNER LBP 5360 - This printer is rated at 22 ppm in black and color, with first page out in just over 10 seconds. Black and color printing is with new oil-less black and color toner. Current list pricing is \$1,349 for the network ready model and two input paper trays. Contact your printer vendor for pricing.

Konica Minolta magicolor 5550 - This printer is rated at 27 ppm in color and 31 ppm in black, with first page out in 14 seconds. This printer is designed for up to 120,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is \$1,199 for the network ready model and two input paper trays.

Konica Minolta magicolor 5570 - This printer is rated at 31 ppm in color and 37 ppm in black, with first page out in 14 seconds. This printer is designed for up to 120,000 pages per month volume. Black and color printing is with black and color toner. Current list pricing is \$1,599 for the network ready model and two input paper trays.

### **Secured Thermal Rx Printer (similar to label printers)**

These are printers which typically are very small in size, and print from a roll of paper.

Star TSP847 – We have checked out the Star TSP847, which includes a secure lid so you can protect your special Rx paper. This printer is available with parallel, USB, and Network connection choices. Pricing and cost of ownership is very competitive, with very high duty cycles. While Star printers are widely available, you may contact a vendor we have worked with to test this printer. This vendor also can provide the paper stock you will need. *They are: MS Cash Drawer, in Pasadena, California, at 800-544-1749, or by e-mail at [sales@mscashdrawer.com](mailto:sales@mscashdrawer.com). **Please ask for Tanya Doubko or Jack Miller and identify yourself as an ExitCare (MedQuest) customer so they will work with you directly.***

Citizen CT-S4000 – Thermal Rx printer offering USB, parallel, and Ethernet interfaces. Fits high capacity rolls for less frequent roll changes. Pricing and cost of ownership is very competitive, with very high duty cycles. For more information contact Citizen Systems America Corporation at 800-421-6516, or by e-mail at or [sales@citizen-systems.com](mailto:sales@citizen-systems.com).

For more information, please check out the Canon website at [www.canon.com](http://www.canon.com), or the Hewlett Packard website at [www.hp.com](http://www.hp.com), or the Xerox website at [www.xerox.com](http://www.xerox.com), or the Konica-Minolta website at [www.konicaminolta.com](http://www.konicaminolta.com), or contact ExitCare, LLC at 800-694-6669.