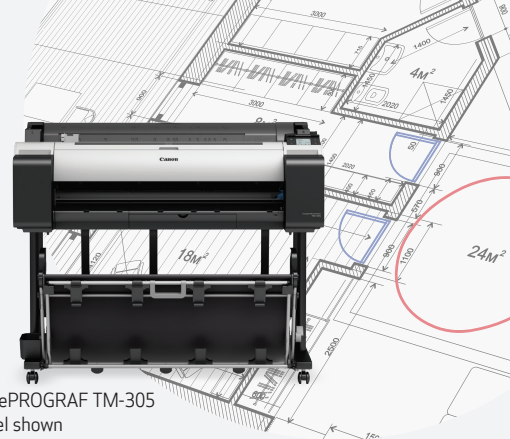




The imagePROGRAF TM-305 Competitive Advantage



imagePROGRAF TM-305
model shown

Competitively priced and fully equipped, Canon's TM-305 large-format printer includes features and functions that neither HP nor Epson can currently match or offer at an additional cost.

Top Reasons the TM-305 Large-Format Printer is the Best Choice for Your Customer.

A Fast CAD and Poster Printer

Productivity is one of the most important features your customers look for in a large-format printing solution. The more prints your customer needs, the more productivity matters. Busy work environments that must output long plots, produce multiple sets, and meet tight deadlines will get more done in less time with Canon.

- Produce high-quality line drawings in just 21 seconds!
- Canon's high-speed image processing helps reduce the time from "click" to first print.
- Sharp reproduction of text and lines, even on uncoated paper, thanks to the fully pigmented ink set.

Quiet Operation

The operational noise has been reduced to provide for a quieter and more comfortable work environment.

Easy Roll Loading by Slide-in Style

Easily load the roll with a natural posture. Simply slide the roll along the guide rails and let the printer automatically determine whether a roll or sheet is loaded. The preloading position is 2.75 inches closer to the front on the TM-305 than previous models for easier roll loading.

Compact Design

Now with the TM-305's compact, sleek design it's easier to find a place to put your large-format printer, even in smaller offices with limited space. Since you can load paper, replace ink, and clear jams without needing to access the back of the printer, it can be installed flush against walls or even next to a desk where regular work can be done.

MAXIMUM PRINT RATE FOR A1/D-SIZED LINE DRAWINGS*	
HP DesignJet T520	35 Seconds
HP DesignJet T730	25 Seconds
Epson SureColor T3270	28 Seconds
Canon TM-305	21 Seconds

imagePROGRAF TM-305

* Canon U.S.A., Inc. has determined which HP and EPSON devices compete directly with Canon imagePROGRAF devices based on the selling price as well as printing width. Canon highlights Canon's advantages based on the comparison in this competitive brief, and the statements presented in this document are an opinion of Canon. The facts, product statistics, and specifications about HP and EPSON contained in this document were obtained from the following, publicly available sources: HP marketing collateral; the HP company website (www.hp.com); EPSON marketing collateral; EPSON company website (www.epson.com); and Canon U.S.A., Inc. observations, as of August 2021.

TOP THREE COMPETITIVE ADVANTAGES

Speed

Fast CAD and Poster Printer

Office-Friendly

60% quieter from previous models; small footprint

Weather Resistant Ink

LUCIA TD Pigment Ink optimizes print quality on plain paper; allows for outdoor viewing

Top Reasons Why the TM-305 Printer is the Best Choice for Your Customer

- Speed
- Size
- Quiet operation
- TD high-yield pigment ink
- Direct USB drive printing
- Stacking basket
- Creative and workflow solutions in the box
- Simple media roll loading
- Outdoor media compatibility
- Large color gamut on uncoated paper
- Security features built in

Stacking Capabilities

The TM-305 comes equipped with a flat stacker that can be set to three positions—**Regular**: to hold a single sheet; **Draped**: to hold 20 sheets; and, **Flat Position**, which holds 20 sheets. This allows for greater productivity and convenience when printing multiple large-format documents.

Privacy, Security, and Peace of Mind

Recently cloud computing has become a popular option for low-cost data storage. The **HP T520** and **Epson SureColor T3270** seek to capitalize on this trend. Be careful—cloud computing may not be appropriate for all your customers. Storing data to the “cloud” means uploading documents to another company’s server. And if that third-party server is compromised, sensitive data and important documents can be lost or accessed by unwanted users!

The Canon TM-305 printer’s large 500 GB hard drive enables your security-sensitive customers to maintain direct control over their files and provides them with more options, including a triple overwrite of the hard drive that conforms to the DoD.52220.22-M standard of the U.S. Department of Defense!

With the **Interface Lock System** on the TM-305, you’ll get further enhanced security functions at the printer plus an option for administrative control over who can access the printer.

Largest Hard Drive Included

More memory at the printer means more power, and Canon’s large 500 GB hard drive comes standard with the TM-305 large-format printer. With its ability to handle complex CAD files, large, high-resolution images; and GIS files plus Canon’s large hard drive with Remote User Interface, and password-protected user mailboxes, multiple users can access the imagePROGRAF printer at the same time.

- HP charges up to \$1,000 extra to upgrade the T730 with a 160 GB hard drive. (confirm price)
- Epson does not offer a built-in hard drive with the SureColor T5270.
- HP’s ePrint & Share provides only 5 GB of storage and files must be uploaded to HP’s server. (confirm)

CAPACITY OF BUILT-IN HARD DRIVE*

HP DesignJet T520	Not Available
HP DesignJet T730	Not Available
Epson SureColor T3270	Not Available
Canon TM-305	500 GB Standard

imagePROGRAF
TM-305

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imagePROGRAF TM-305 Competitive Comparison

	Canon	HP*		Epson*
Model	imagePROGRAF TM-305	DesignJet T520	DesignJet T730	SureColor T3270
Hard Drive	YES	YES	NO	N/A
Accounting Manager	YES	YES	NO	YES
Noise Suppression for Quieter Operation	YES	NO	NO	NO
Cut-Sheet Paper	YES	N/A	NO	N/A
Print Plug-In for Microsoft® Office	YES	N/A	NO	YES
Media Configuration Tool	YES	N/A	NO	N/A
Printer Driver Extra Kit - Layout Software - imageRUNNER Enlargement Copy	YES	NO	NO	NO
Sub-Ink Tank System	YES	NO	NO	NO

Canon's LUCIA TD Pigment Ink and Water Resistant Media

Unlike Epson and HP, Canon has engineered a unique ink formulation specifically designed to meet the needs of CAD, AEC, and general-purpose printing. Canon's 5-Color LUCIA TD Pigment Ink optimizes print quality on uncoated paper, producing clear and sharp lines. The fully pigmented ink also provides vivid color expression on plain paper due to its increased amount of surface pigments, allowing the color to stand out. This ink provides a balance among bleed resistance, black density, and water resistance not found in dye ink.

Canon's Ultra-High-Density Print Head

The core technology in any inkjet printing system is the print head. The capacity of the print head helps to determine both the quality and throughput speed of the printer. With two to three times more nozzles to eject ink than Epson and HP, only Canon offers your customers the reliability, precision, and high-speed throughput of an ultra-high-density print head.

Hot-Swap Ink Tank System

Total Inkjet Nozzles	
HP DesignJet T520	5,504
Epson SureColor T3270	3,600
Canon TM-305	15,360

As always, the Sub-Ink Tank System is standard with all imagePROGRAF printers for uninterrupted printing. This feature allows for the use of virtually all the tank's available ink before having to replace it, helping to eliminate any waste. Not only does this prevent downtime in continuous printing, but it also makes it easy to use all ink in the tanks, which can help cut costs.



**imagePROGRAF
TM-305**

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imagePROGRAF TM-305 Competitive Comparison

	Canon	HP**		Epson**
Model	imagePROGRAF TM-305	DesignJet T520	DesignJet T730	SureColor T3270
MSRP	\$5,260	\$2,995	\$3,595	\$3,995
Width	36"	36"	36"	36"
Max. Print Speed A1/D-Sized Line Drawing†	21 Seconds	35 Seconds	25 Seconds	29 Seconds
Media Rolls	One	One	One	One (Option for Two)
Media Output	Basket (Standard)	Media Bin	Media Bin	Catch Basket
Mobile Printer App	YES	YES	YES	NO
Wi-Fi* Enabled	YES	YES	YES	NO
Direct Print From USB	YES	NO	NO	NO
Hot Swap Ink Tanks	YES	NO	NO	NO
Max. Resolution (dpi)	2400 x 1200	2400 x 1200	2400 x 1200	2880 x 1440
Memory (GB)	2 (Physical)	1	1	1
Hard Drive (GB)	128 (Virtual), 2 (Physical)	1	1	1
Ink Tank Size (ml)	Starter Inks: 90 (C,M,Y,K) 130 (MBK) Replacement Inks: 130/300	29 (C, M, Y); 38/80 (K)	40/130/300, 69 (mK Only)	110/350/700
Ink Type	Pigment	Dye (C, M, Y); Pigment (K)	Dye (C, M, Y); Pigment (K)	Pigment
Number of Colors	5	4	4	5
Ink Colors	C, M, Y, BK, MBK	C, M, Y, K	C, M, Y, K	C, M, Y, pK or mK
Line Accuracy	0.10%▲▲	0.10%■	0.10%■	0.10%
Minimum Line Weight	0.02 mm	0.02 mm	0.02 mm	0.018 mm
Print Languages	SGRaster, HP-GL/2, HP RTL, JPEG	HP PCL 3 GUI, HP-GL/2, HP-RTL, CALS G4, JPEG	HP-GL/2, HP-RTL, HP PCL3 GUI, CALS G4, JPEG, TIFF, URF	Epson Precision XD,HPGL/2, HP- RTL, (Optional Adobe PostScript 3™), CALS-G4, EPS, JPEG, PDF, TIFF
Workflow Solutions (Standard)	Accounting Manager, Canon Print Service, Canon PRINT Inkjet/ Selphy, Device Management Console, Direct Print Plus, Free Layout Plus, imagePROGRAF Printer Driver for Windows®/ Mac®, Media Configuration Tool, Optimized Driver for AutoCAD, PosterArtist Lite for Windows, Quick Utility Toolbox	Windows and Mac Printer Drivers, Apple AirPrint, HP Print Service Plugin for Android, HP Print for Chrome App, HP ePrint, HP Smart App	Windows and Mac Printer Drivers, Apple AirPrint, HP Print Service Plugin for Android, HP Print for Chrome App, HP ePrint, HP Smart App	Epson Professional Print Drivers for Windows and Mac, Job Accounting Software for Windows, Print Plug-in for Microsoft Office, Epson CopyFactory, Epson Print Server HDD Utility Utility

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† Print speeds for a single page and square feet per hour are based on print engine speed only. Total throughput time for any print depends on workstation configuration, file size, resolution, ink coverage, networking, etc.

▲ Wireless printing requires a working network with wireless 802.11b/g or 802.11n capability. Wireless performance may vary based on terrain and distance between the printer and wireless network clients.

▲▲ Line accuracy repeatability is guaranteed after a user performs necessary adjustment and under the same environmental conditions. Applies to media for line drawing (Plain Paper, Coated Paper, CAD Translucent Matte Film, and CAD Tracing Paper) only.

■ ±0.1% of the specified vector length or ±0.2 mm (whichever is greater) at 23°C (73°F), 50-60 relative humidity, on A0/E printing material in Best or Normal mode with HP Heavyweight Coated roll feed and Original HP inks.

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