# Canon

# imageRUNNER<sup>®</sup> C6870U/C5870U Product Overview Guide

- C6870U Up to 68/16 page-perminute output speed letter (B&W/Color)
- C5870U Up to 58/16 page-perminute output speed letter (B&W/Color)
- New generation color imagePlatform architecture
- Enhanced productivity and operability
- "Internet-ready" features
- New device management and security features
- Customization capability



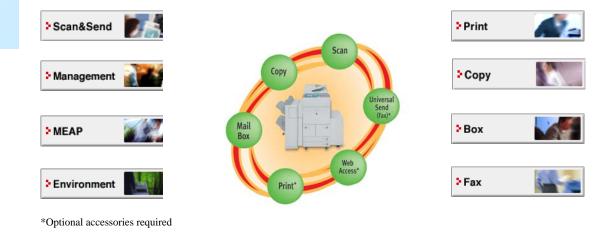
## Two Powerful Color Digital Solutions for Every Mid -High Volume Corporate Office

In today's networked world, corporate departments need the right tools to keep pace with the speed of business on a global scale. Those tools must go beyond traditional paper-based document production to encompass the expanding need for managing and protecting electronic information.

With the imageRUNNER C6870U/C5870U devices, Canon offers two networked digital imaging systems that incorporate high-quality monochrome output with full color capabilities to complement the communication needs of corporate environments. These devices achieve a new level of performance and empower every user with the ability to capture, create, and communicate critical information at network speed.

From high-speed scanning and local document storage to advanced finishing, electronic distribution, and Internet-ready capabilities, these next-generation colorenabled imageRUNNER devices deliver unmatched performance, durability, and innovation. Plus, you can take advantage of Canon's MEAP (Multifunctional Embedded Application Platform) technology to customize system operability around unique company workflows – all while providing peace of mind for corporate decision-makers everywhere.

This imageRUNNER C6870U/C5870U Product Overview Guide is intended to provide a summary of these exciting new systems, with highlights of product positioning and launch objectives, key areas of new functionality, and product configuration characteristics. Additional information can be found on Canon's Product Marketing Web site at www.isgcentral.cusa.canon.com.



The information contained in this Product Overview Guide is Confidential. This document is intended for internal use by Canon U.S.A., Inc. employees, agents, and subcontractors, and employees of authorized dealers, distributors, and resellers. Transfer of this document to any other parties not specified above without the written permission of Canon U.S.A., Inc. is prohibited. All specifications, available dates, and prices contained herein are subject to change without notice. All referenced trademarks and/or product names belong to their respective owners and are hereby acknowledged. © 2006 Canon U.S.A., Inc.

#### FULL INDEX

- Product
  Positioning
- Launch
  Objectives
- Key Features and Technology Highlights
- Key Configuration Points

#### <u>OTHER</u> RESOURCES

- Product Reference Guide
- Easy Operation
  Guide
- Competitive
  Tools
- imageRUNNER Solution Scenario Tools
- Interactive
  Product
  Configurator
- Product Launch
  Presentations
- Sales Proposal Templates
- Canon Links (ISG Central, Learning Zone, e-Support)

# imageRUNNER C6870U/C5870U

# Solidify Canon's Leadership Position in Segment 4, with New Color-Enabled imageRUNNER Devices

#### **Product Positioning**

Canon's new imageRUNNER C6870U/C5870U models introduce completely new and refreshed technology to the Segment 4 business color market. With robust document handling and finishing capabilities, efficient communication capabilities, and a highly reliable design, the imageRUNNER C6870U/C5870U models were specifically created for users within large workgroups and busy corporate departments.



Product Positioning - At A Glance	
Dataquest Segment	Segment 4 (41-69 cpm/ppm)
Multi-page Output Speed (LTR)	B/W: Up to 68/58 ppm Color: Up to 16 ppm
Maximum Duty Cycle	280,000 / 230,000 impressions/month
Optimum Performance Zone	30K – 120K / 30K – 80K impressions/month
Warm-up Time (approx.)	9 minutes or less
First-copy Out Time (FCOT) (approx.)	B/W: 5.3 seconds Color: 12.2 seconds
Connectivity Support	Standard: 10/100Base-T, USB 2.0
Memory - Standard	1GB
HDD - Standard	80GB
Printing	iR C6870U/C5870U: Optional UFR II, PCL 5c, PostScript 3 emulation with Color UFR II/PCL/PS Printer Kit-L1 or optional Adobe PostScript 3 with imagePASS-G1
MEAP	Standard
Photoconductor Drum Life	Est. 3,000,000 Impressions
Toner Yield (approx.)	Black: 40,000 sheets @ 6% coverage Color: 9,500 sheets @ 5% coverage
ENERGY STAR <sup>®</sup> Qualified	Yes

The imageRUNNER C6870U/C5870U models feature Canon's latest generation color imagePlatform architecture; with 1GB RAM and an 80GB hard disk drive. This enables high-speed processing of image data, as well as efficient handling of multiple tasks.

The imageRUNNER C6870U/C5870U devices output at speeds of up to 68/58 ppm, respectively, for black and white and 16 ppm for color. They also feature Canon's advanced smoothing technology for high-resolution output of 600 equivalent x 600 dots per inch (dpi) when copying and up to 2,400 x 600 dpi equivalent when printing.



Offering advanced digital Copying, Universal Send and Mail Box capabilities (for online document storage) as standard features, each model can also be outfitted with optional Printing and Facsimile functions. Each of these features incorporates a number of enhancements from previous offerings that will clearly differentiate the imageRUNNER C6870U/C5870U devices as among the most advanced products within their category.

Through the standard Color Universal Send features, the imageRUNNER C6870U/C5870U devices perform as powerful central communication hubs for sharing and managing information in the office. Users can scan and distribute information to multiple destinations, including individual or groups of e-mail and Internet-Fax addresses, Super G3 Fax destinations (optional), internal Mail Boxes, network or host folders, and document management applications such as optional Canon imageWARE software products. Newly-added Color Universal Send capabilities include URL Send, and optional PDF (OCR) [Optical Character Recognition] and PDF Encryption.

With the imageRUNNER C6870U/C5870U, Canon offers the new Web Access function. This permits these devices to act as data-access terminals, allowing users to call up Internet or intranet sites on the user-interface panel. This function supports information retrieval from on-site locations without the need for a PC, as well as the printing out of in-house administrative application forms and documents.

The imageRUNNER C6870U/C5870U models also offer a host of device management and security features designed to ease administrative burdens, control and monitor device usage, and protect vital corporate information. Some of these capabilities include NetSpot Suite and Remote UI utilities, Department ID, Secured Print, Single Sign-on (SSO) and Simple Device Log-in (SDL), PDF encryption, and Device Information Delivery Settings.

Both devices leverage Canon's proprietary MEAP technology, which enables users to tailor their system functions to specific industry or business needs by installing dedicated MEAP applications. Because these applications are based on open Java standards, third-party developers can use the MEAP Software Development Kit (sold separately) to design customized application software.

#### SUPPORTED FEATURES

- Output Speeds Up to 68/58 ppm (Letter) B&W and 16 ppm (Letter) Color
- Memory Capacity
  1GB RAM
- 80GB Hard Disk
- Standard digital Copy and Mail Box capabilities on both devices
- Standard Basic Color Universal Send
- Optional Canon Color UFR II/PCL/PS Printer Kit-L1 or imagePASS-G1
- Color Network
  ScanGear standard
- Facsimile Optional Super G3 Fax
- Network Connectivity – Ethernet 10/100 Base-T Standard
- USB 2.0 interface standard
- Customization Canon MEAP (Multifunctional Embedded Application Platform) Standard
- ENERGY STAR qualified

#### "Canon is the Overall Brand Leader in the Color Copier Market for the 18th Consecutive Year."

Source: Gartner Dataquest "Printer Quarterly Statistics United States- Database," Camille Iorns, February 2005



# imageRUNNER C6870U/C5870U

# *Increasing the integration between network and peripheral, between the device and the end-user*

#### Launch Objectives

The imageRUNNER C6870U/C5870U devices are perfectly positioned to take advantage of the multitude of upgrade and replacements situations expected as a function of the natural progression of technology. As a result of these market conditions and the unique capabilities offered by these new units, Canon's objectives for this product launch are to:

- Refresh Canon's Color-enabled product offerings with models featuring the latest color imagePlatform technology and customization capabilities.
- Introduce mid- to high-volume customers to new "Internet-ready" functions and the concept of device customization through MEAP.
- Sell in conjunction with the imageRUNNER C3170 Series for expanded customer choice and a complete color-enabled product portfolio.
- Provide a compelling competitive alternative to color-enabled solutions from Ricoh, Konica Minolta, Xerox, Sharp, and others.
- Target and transition existing high volume black-and-white only Canon customers to color-enabled imageRUNNER models.
- Increase market share and unit placements by delivering on your customers' call for increased security-related features.
- Protect your current install base and promote long term account retention by offering your customers refreshed technology that becomes integrated into company workflows.
- Expand you customer base to capture new accounts by offering secure, costefficient communication capabilities others cannot match.

Canon is confident that these goals can be achieved to further cement your dealership name and the imageRUNNER brand as a team synonymous with quality, performance, and innovation.

## The Ideal Blend of Productivity and Efficiency For Virtually Every Document Creation and Communication Need in the Mid-Large Sized Office

#### Technology Highlights

New-generation Color iP Controller The imageRUNNER C6870U/C5870U models feature Canon's secondgeneration color imagePlatform architecture and deliver unique advantages over the competition. The system is able to process copy and print data, as well as manage scanning and network communication tasks. Together with a standard complement of 1 GB and an 80GB Hard Disk Drive, this design raises the speed and efficiency of data processing and enables simultaneous multitask processing.



#### Updated Connectivity

With a new controller come several improvements to network connectivity and performance.

The

imageRUNNER C6870U/C5870U models offer a standard 10/100 Base-T Ethernet interface.

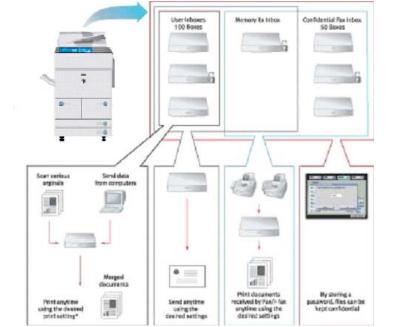


In addition, a standard USB 2.0 high speed interface is available for direct connection to a host PC. This is a great solution for centralized environments that wish to drive all jobs through a single PC for maximum workflow control.

#### Enhanced Mail Box Functionality

The imageRUNNER C6870U/C5870U devices offer value-added Mail Box capabilities for information sharing, secure document storage, and print-ondemand needs. Users can register up to 100 User Inboxes, into which documents may be scanned directly, sent to as a destination from Color Universal Send, or printed from a connected PC. From this location, the stored documents can be previewed, managed, and manipulated through the color display panel or remotely through a Web browser. Documents can then be merged and printed as a single compound document with the desired settings, or forward it to other destinations with the standard Color Universal Send function.

The imageRUNNER C6870U/C5870U can store up to 1,500 documents or 6,000 pages in all Mail Boxes. This is improved from the imageRUNNER C6800/C5800 Series.



#### Robust Input, Throughput, and Output

The imageRUNNER C6870U/C5870U devices have been engineered to deliver total document efficiency for busy corporate environments. Each model offers a standard 100-sheet Duplexing Automatic Document Feeder and supports many digital-enabled input features such as Scan-Once-Print-Many, Job Build, and Copy Reservation. Working with standard automatic Duplexing, the devices offer a standard paper capacity of 4,200 sheets that can be upgraded to support a maximum of capacity of 7,700 sheets through six sources.

These devices can support a wide variety of media, including heavy paper, labels, and transparencies. Customers have a choice of two finishers, plus a puncher unit, so they can select the one that best fits their needs, such as stapling, saddle-stitched booklet output, and 2- 3 hole punching.



#### Technology Highlights – Copy Functionality

#### Productive Output Speeds

The imageRUNNER C6870U/C5870U deliver copy/print output at speeds of up to 68/58 ppm, respectively, for black and white and up to 16 ppm for color. Combined with a quick, 5.3 second first-copy out time (approx.) for B/W, the system is designed to keep busy corporate departments moving.

#### New Shortcut Keys

Language Switch

This shortcut key, located to the left of the System Monitor button, allows users to quickly change the language on the touch panel display. It's new for the iR C6870U/C5870U devices and great for multi-lingual offices!



#### B/W Color Mode

This shortcut key, located to the right of the color mode select drop-down, allows users to quickly change the color mode to Black. Ideal for offices that frequently need to switch between color and B/W copying.



#### Superior Image Quality

Like all imageRUNNER devices, the imageRUNNER C6870U/C5870U models deliver on Canon's reputation for superior image quality. Each model supports scanning at true 600 x 600 dpi resolution, and delivers output at 600 x 600 dpi for copy and up to 2,400 x 600 dpi equivalent for print jobs, ensuring the most faithful reproduction of text and images. And, Canon's third-generation oil-free S-Toners produce eye-catching color with just a touch of gloss, perfect for office applications.



#### Strong Copy Feature Set

As a robust digital copier, the imageRUNNER C6870U/C5870U models offer a host of basic and advanced features to meet the demands of virtually any office environment. The systems' copying versatility is derived from the modes and features accessed through the control panel hard keys and the color touch screen display. Its inherent digital technology provides support for features such as Scan-Once-Print-Many, 5-Job Copy Reservation, traditional capabilities such as Document Layout settings, Image Editing/Adjustment Modes, and a host of memory-enabled functions.

#### Express Copy

The new Express Copy screen enables users to set basic copying modes from one screen. This short-layered UI will provide fewer screens to click through to select various copying functions. The device can be configured so that only the traditional Copy screen appears, only the Express Copy screen appears, or both appear so that uses can select between both screens. Users can store up to 10 standard (shortcut) keys.

# Cays Eand Mail Bec → Image: Auto-Color Solid: → → → Image: Auto-Color Solid: →</t

Copy Basic Features Screen



Special Features Screens



Express Copy Screen

#### Bates Stamping: Page/Copy Set Numbering, Watermark/Print Date

Canon's embedded Bates Stamping function allows you to quickly and easily apply page numbers, copy set numbers, watermarks or the date to documents from the imageRUNNER device, without any expensive add-on software. You can even have the Bates Stamps printed in color! You can pre-select up to five digits (with leading zeros) and choose to apply the Page Number in a header or footer. You can also customize and register a watermark, such as "Confidential." All types of companies can take advantage of the benefits that Bates Stamping offers.

<text><text><text>

ng Systems Group - Corporate Syste

Other new Copy features include:

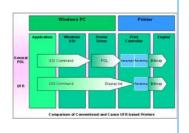
- B/W copying and printing without Dept. ID (when Dept. ID is turned on)
- Scan Image Check
- New Color Mode: Two Colors
- Job Separator Sheet Insertion

#### Technology Highlights – Printing (Optional)

#### Choose from the Canon Color UFR II/PCL/PS Printer Kit-L1 or imagePASS-G1

A choice of two print controllers ensures that the iR C6870U/C5870U devices are ready to tackle any printing task. The Color UFR II/PCL/PS Printer Kit-L1 offers UFR II, PCL5c, and PostScript emulation printing. And, the imagePASS-G1, supports genuine Adobe® PostScript 3 and PCL 5c.

UFR II leverages the vast power found in today's workstation CPUs to share the processing with the print controller. This page description language supports Windows 2000, XP, Server 2003 environments. Macintosh drivers are also available. (Mac OS X 10.1.5 or later.)



Functions are equivalent to those of PCL 5c. Unique for UFR II are two shortcut buttons on the Page Setup tab. One allows you to quickly toggle back and forth between Auto Detect and Black & White Color mode, and the other allows you to toggle between 1-sided and 2-sided mode.



#### New Web Access Software

When configured with the optional Web Access Software-D1, the imageRUNNER C6870U/C5870U devices offer Canon's new Web browsing function. The feature permits the devices to act as data access terminals, allowing users to call up Internet or intranet data on the fullsize user-interface panel. This supports information retrieval from on-site locations without the need for a PC, as well as and the printing out of inhouse administrative application forms and documents. The Web browser offers many user-friendly capabilities, including a number of navigation and page viewing options, the ability to store frequently accessed destinations as "Favorites," print setting adjustments, and the ability to set security restrictions. The Web browser feature will be great for use in kiosk applications, printing information from the Internet such as newspaper articles, e-mail, maps; downloading PDF files and printing them directly from the control panel. Printing PDFs on the iR C6870U/C5870U through the Web Access Software is only available when the Canon Color UFR II/PCL/PS Printer Kit-L1 is installed.

#### Intuitively Designed Print Drivers

Intuitively designed drivers provide users with access to imageRUNNER document manipulation features, and paper supply and finishing features, including the ability to track and control output through the system's Department ID mode. In addition, users have access to several valueadded features that are typically not available with standalone devices.

These include:

- Secured Print Saves a print job inside the printer and outputs it only when the correct password is entered.
- Store Sends data to a Mail Box inside the printer's memory.
- Edit and Preview Starts Canon Page Composer utility and allows you to edit and print two or more documents created using different applications as a single document.



Page Setup



Edit and Preview – Page Composer

#### FTP Print and Direct Print Modes

The imageRUNNER C6870U/C5870U models support printing of PDF, PostScript, or image files (TIFF, JPEG) through the Remote UI, without launching the authoring software application. Please note that on the iR C6870U/C5870U, PDF and PostScript direct printing are only available with the Color UFR II/PCL/PS Printer Kit-L1. You can also print files by uploading them to the printer using FTP client software. This is useful for processing a large amount of business data (plain text or binary data).



Web Access capability enables Web pages to be displayed on the imageRUNNER C6870U/C5870U control panel.

#### **Technology Highlights – Document Distribution Features**

#### Color Universal Send (standard)

This feature enables documents to be scanned and converted to digital data and "pushed" to other destinations including individual or groups of e-mail addresses or Internet faxes, local Mail Boxes, network folders, and document management systems – all in one time-saving operation. A new URL Send feature enables scanned documents to be stored on the device while sending only the URL of the document to a recipient with the LAN for retrieval, thus reducing electronic jams and clogged e-mail inboxes. Sending destinations can be entered ad-hoc, selected from the imageRUNNER C6870U/C5870U devices high-capacity Address Book, or searched on corporate networked servers using the systems' LDAP support for accurate, authorized recipient selection.





Scan and convert documents to digital information for distribution to multiple destinations.



#### Super G3 Fax (optional)

When equipped with the optional Super G3 Fax Board-U1 the imageRUNNER C6870U/C5870U models can be transformed into powerful fax machines, not normally found in the Segment 4 market.



Users can take advantage of the system's robust document handling capabilities for scanning and sending large volumes of pages as fax transmissions. With the Canon Fax driver, users can send documents as "paperless" fax transmissions from their desktops. In addition, incoming transmissions can be automatically routed to other destinations using the systems' advanced Job Forwarding features.

#### Network TWAIN Scanning (Pull Scan) (standard)

Through Canon's Color Network ScanGear utility, the imageRUNNER C6870U/C5870U devices can be used as a shared network scanner. Color Network ScanGear is a great tool for small businesses and workgroups with light scanning requirements, allowing users to scan and capture images from device for transmission back to their desktop or a file server location. Scanned images can then be manipulated as needed at the user's workstation with any TWAIN-compliant software application.



#### Universal Send PDF Enhancement Kit-C1 (optional)

The imageRUNNER C6870U/C5870U devices offer two exciting features that are available as optional add-ons when the Universal Send PDF Enhancement Kit-C1 is installed: Encrypted PDF and Searchable PDF (OCR) modes.

Using 40-bit or 128-bit encryption, the Encrypted PDF function makes it possible to set a password to a scanned file to limit file editing, opening, or printing when received by a user for enhanced security. With the PDF (OCR) mode, users can scan a document and create a PDF file with searchable text using Optical Character Recognition, making it possible to quickly find information contained within documents.





#### PDF High Compression Kit-A1 (optional)

This optional feature processes scanned color data to be send via Universal Send at a high compression rate. This allows even complex or detailed color pages to be efficiently handled over networks without affecting image or text legibility, so that recipients can see documents exactly as intended – in color.



#### Technology Highlights – Device Management and Security

#### **User Authentication Modes**

Canon provides peace of mind in every imageRUNNER C6870U/C5870U device through a number of features designed to ensure that the system can only be accessed by authorized users.

• Department ID Mode: When turned on, limits access to users assigned valid IDs and passwords. Administrators can set page limits for color and black-and-white scans, prints, and copies for up to 1,000 departments or users. An optional Card Reader manages usage of up to 200 users or departments through the use of intelligent cards that must be inserted before granting access to functions.





- SDL (Simple Device Log-in): An enhanced form of Department ID Management, whereby the end-user enters a personal ID and password as well as the option for a Dept. ID. to access the device. SDL will need to be activated at each imageRUNNER device, a process that is done via a Web browser. This eliminates the need for the administrator to physical set up SDL and appropriate end-user limitations at each device. Output/machine usage is tracked only at the department level.
- SSO (Single Sign-on): Single Sign-on provides the end-user with the ability to access any imageRUNNER device using the same ID and password as they do at their PC for tasks that require connection to the network. All the SSO log-in information is stored in one server, and each imageRUNNER device will ping that server when user authentication is requested from the unit.

#### Security Enhancements

The imageRUNNER C6870U/C5870U models offer a number of enhancements in the area of device security.

- imageRUNNER Security Kit-A2 (optional) -Allows customers to protect hard disk contents through Complete Erase and Data Encryption functions, and also to conceal Job Logs.
- SSL Server Function (standard) Encrypts data communications between a client PC and a device for Remote UI, e-mail/I-fax, IPP printing and Device Information Delivery Settings.
- MAC Address Filter (standard) Allows administrators to specify which user can access the device.
- Hard Drive Format (standard) Allows administrators to erase all data on the HD (image data, logs, Address Books and user-mode settings) to address concerns about leaks or theft of data when a device is moved or returned through a lease or other arrangements.
- IP Address Filtering (standard) A function to permit or reject packets from specified IP addresses or range of IP addresses.

#### Remote UI (User Interface) and NetSpot Suite

Canon's device management software eases administrator/user burdens associated with installing, monitoring, and managing Canon and third-party print devices on corporate networks.

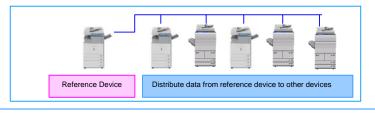
The Remote UI enables users to access system functions such as Mail Boxes, Address Books, job queues, and communicate status information to the desktop via a standard Web browser.



NetSpot Suite includes NetSpot Device Installer, NetSpot Resource Downloader, NetSpot Console, and NetSpot Accountant (option). Canon also supplies plug-in modules for several industry-popular enterprise management software (EMS) applications.

#### **Device Information Delivery Settings**

The imageRUNNER C6870U/C5870U models support the new Device Information Delivery Settings feature that allows an administrator to set one device as a reference machine, from which management data can be automatically broadcasted to other specified machines on a network. Settings that can be managed are the Address Book, Dept. ID, Network Settings, and some settings of Additional Functions including, Forwarding Settings and Favorite Keys. Settings can be sent to any other 70 Series device, B/W or Color/Color enabled, as long as the setting is common to both devices.



#### Accessibility Improvements

The imageRUNNER C6870U/C5870U models support a number of standard and optional accessibility features that aid those with physical disabilities. New options include:

- Remote Operator's Software Kit-A1 (optional) - Enables the device control panel screens to be emulated on a networked computer so a user can access the control panel from a remote location.
- Voice Guidance Kit-A2 (optional) -Provides audible confirmation of the basic Copy menu settings through voice synthesis technology for easier job programming by visually impaired users.

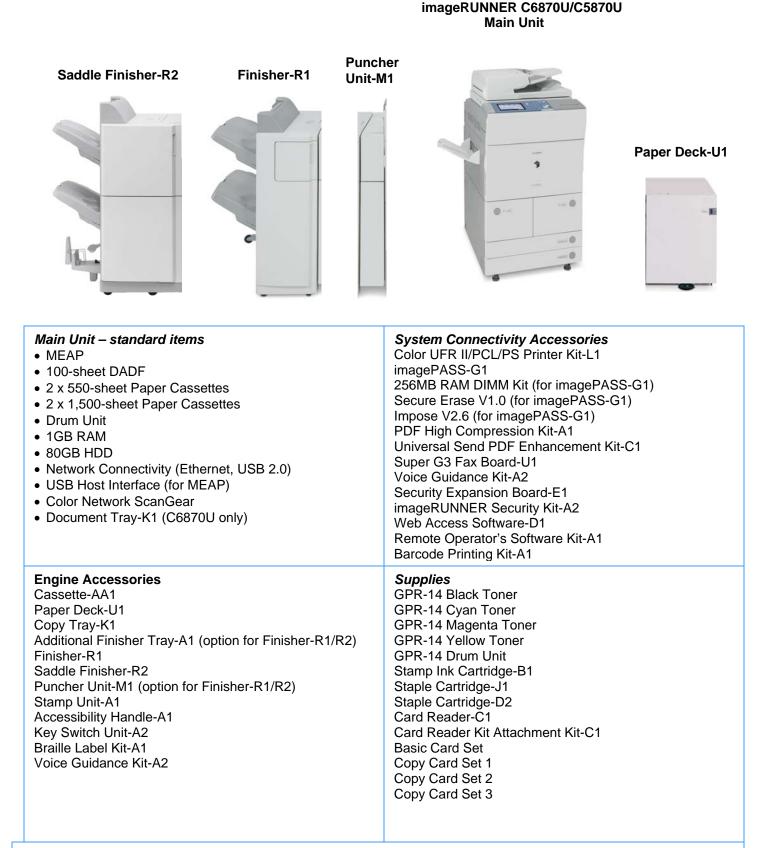


#### Customization (MEAP)

Canon MEAP (Multifunctional Embedded Application Platform) architecture allows the system to incorporate unique applications that run embedded within the device for total integration with customer workflows.



### **Product Configuration**



Refer to the imageRUNNER C6870U/C5870U Product Reference Information for complete configuration details.