



Built For Small Teams That Think Big

Xerox® C305ae Color Multifunction
Printers



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Agenda



Evolving and emerging needs
in the workplace



Introducing the C305ae Color Multifunction
Printers

- At-a-glance
- Features



Xerox sell sheet by verticals



Supplies

Small businesses need compact, affordable printers that are easy to set up and built to keep work moving.

- Easy installation and intuitive usability are critical for small teams without dedicated IT support.
- Small offices need secure, high-quality color printing and scanning without complexity or oversized costs.
- Compact, space-saving design and fast performance are essential for growing teams.

1 Fewer employees in the office



3 Smaller office spaces



2 Maximizing productivity in limited time



4 Increasing cost and sustainability pressure



72% of small businesses rank cost efficiency as their top technology purchasing driver in 2026.



You need a printer that powers business forward, not one that slows it down

Your days demand:

- Easy setup and intuitive controls from day one
- Devices that just work, day after day
- Seamless integration of paper into digital workflows
- Advanced protection for devices and data

Introducing the Xerox® C305ae Color Multifunction Printers

Keep teams connected, productive
and secure wherever work happens

- Easy setup and intuitive usability
- Powerful, fast, reliable and compact
- High-quality output, maximum productivity in minimal space
- Affordable and efficient

C305ae



C305ae Multifunction Color Printer At-a-Glance



4.3-inch intuitive
touchscreen UI

Fast print and scan
speeds to keep up
with high demands

Comprehensive,
built-in security

Compact footprint

Print Speed: Up to 32/30 ppm
(color/black and white), Letter/A4

First Page Out Time: First printout as
fast as 8.3 seconds B&W/8.6 Color

Scan Speed Duplex: 96/92 ipm
(black and white), 42/40 ipm (color),
Letter/A4

Print Resolution: Up to 2400 x 600 dpi,
4800 Color Quality

Copy Resolution: 600 x 600 dpi

C305ae Multifunction Color Printer Features

Single-Pass Duplex Automatic Document Feeder (DADF) – Up to 50 sheets of 20-lb bond/75 gsm paper

4.3-Inch Intuitive Touchscreen

Main Tray – Up to 250 sheets of 20-lb bond/75 gsm paper

2 x Optional 250 Sheet Tray – Up to 250 sheets of 20-lb bond/75 gsm paper

100-Sheet Output Tray

USB allows users to quickly print from any standard USB memory device

Manual Feed Slot – 1 sheet

Optional Adjustable Printer Stand





Keep everyday work flowing effortlessly

- Superior user experience with intuitive touchscreen lets you breeze through tasks with fewer steps
- Xerox® Easy Assist enables installation and ongoing management right from your mobile phone
- Xerox® Print and Scan Experience delivers advanced printing and scanning features



Easily install, manage and monitor your printer—right from your mobile phone—with Xerox® Easy Assist App

Get a guided installation of your WiFi-enabled Xerox® Printer or MFP



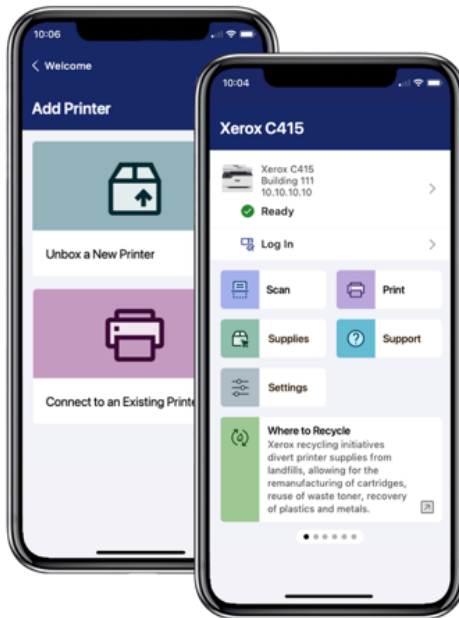
Simplify print and scan setup



Quickly scan, print, browse and preview files from within the app



Monitor supply levels and reorder genuine supplies with ease



Manage admin passwords and use your phone to securely sign in to your printer



Resolve issues quickly with real-time self-support system



Receive insight into the latest launches, news and promotions



Easy access to information on our sustainability initiatives



Hassle-Free Scanning, Printing and Editing

Work like a pro with the Xerox® Print and Scan Experience App

Easy Setup

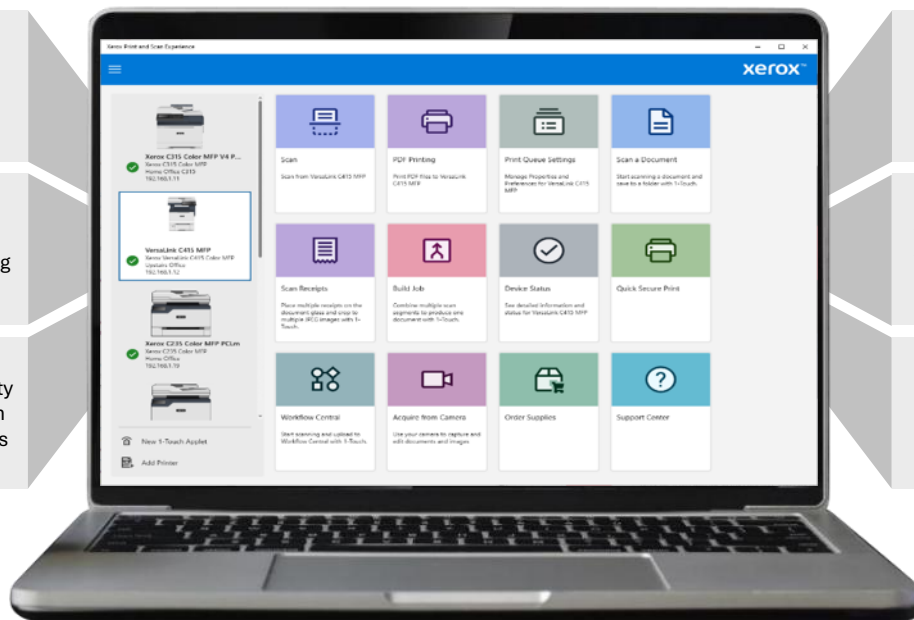
Automatically discover your Xerox® printers and install IPP queues to enable print and scan functionality.

Work Simpler

Get more done in less time by easily scanning, previewing, altering and distributing your most important documents.

Work Smarter

Get more out of every minute with productivity tools that automatically rotate and straighten images, remove blank pages, sign documents and make scanned text searchable.



Get More Done, Automatically

Streamline repetitive tasks with advanced automation capabilities, such as 1-touch settings/apps.

Make Your Documents Dynamic

Take advantage of the optional Xerox® Workflow Central Platform and overcome everyday workflow challenges.

Manage Your Printers Efficiently

Stay productive by easily reordering your supplies and accessing real-time support services.

Available for Download on



Your objectives, achieved



Make work easier

- Xerox® Easy Assist makes installation easy and straightforward
- Get up and running fast with an intuitive touch-screen that makes it easy to use the feature you need every day
- Print and manage from any device, anywhere



Reliability you can count on

- Quick first page output and consistent performance — print after print, scan after scan
- Crisp, professional-quality and vibrant color output
- Keep interruptions, IT tickets and service calls low, and productivity levels high



Get more done in less time

- Enhanced productivity and built-in mobility features save time and drive cost efficiencies
- Advanced access to the Xerox® Print and Scan Experience to help you work like a pro
- Optional access to Xerox® Workflow Central to easily automate your workflows



Multilayer security

- End-to-end protection for devices, data and networks with advanced encryption and hardware-enabled post-quantum-ready security architecture
- Prevents unauthorized access with convenient card authentication*
- Supports the latest protocols and strong wireless security with WPA3



Designed for sustainability and efficiency

- Made with more than 50% post-consumer recycled plastic (PCR)
- Includes energy-saving features and modes
- ENERGY STAR® certified and EPEAT registered
- Supports recycling through the Xerox® Cartridge Collection Program, where available

*C305ae only

C305ae Color Multifunction Printers

Xerox sell sheet by verticals

Simplifying paperwork in accounting firms.



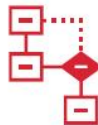
MOST PRINTED DOCUMENTS

- Tax Returns, Tax Audits
- Contracts
- Receipts & Invoices
- Reports



A massive **70%** of accounting leaders believe that remote work hasn't led to increased productivity.

Source: Karbon, 2023.



50% of paper-intensive accounting tasks can be automated in some way.

Source: McKinsey, The Modern Accountant, 2021.

PRIMARY BUYERS PERSONAS

- Managing Partner
- Principle
- IT Leader
- Office Manager

QUESTIONS TO ASK

- How do you currently protect client data on hardcopy documents from security breaches?
- How successful has your company been when it comes to implementing a strategy to support mobile workers?

Xerox Sell Sheet for Engineering and Construction (E&C)

Staying productive from any work location.



MOST PRINTED DOCUMENTS

- Project Bids & Tenders Drawings
- Contract Agreements / Invoices
- Permits / Applications
- Safety Documentation



45% of professionals in E&C industry cite “Lack of collaboration due to multi-location teams” as a frequent challenge.

Source: Karbon., 2023



22% of E&C IT leaders have implemented e-document management systems for effective documentation access.

Source: PwC's Construction Industry Vision 2025

PRIMARY BUYERS PERSONAS

- Business Owner
- Operations Manager
- Financial Leader
- IT Leader

QUESTIONS TO ASK

- How do you prevent multiple project members from acting on outdated information?
- How do you merge paper and digital files on projects? Examples: drawings, bid specifications, invoices, tenders, etc.
- How do you currently track and control your print related expenses?

Xerox Sell Sheet for Education

Creating effective learning environments.



MOST PRINTED DOCUMENTS

- Course materials, tests
- Report cards
- Applications, Registrations
- Transactional forms



61% of teachers
prefer print
materials over
digital.

Source: Bay View Analytics, 2022



285 estimated days US schools have
suffered of downtime due to
ransomware attacks in 2021 vs 50 days
in 2018.

Source: CompariTech, 2022

PRIMARY BUYERS PERSONAS

- School Administration
- Superintendent
- Teacher Committee
- IT Leader

QUESTIONS TO ASK

- What percentage of your staff still rely on paper documents vs. digital documents?
- How do you manage printing costs across all facilities?
- What additional document services would you like to offer?
- Did you suffer any day of downtime due to security breach in the last few years ?

Focusing on Patients, not Paperwork.



MOST PRINTED DOCUMENTS

- Clinical Documentation
- Patient Check-in, Registration
- Referral, Prescriptions, Discharge
- Billing and Patient Statements



63% of clinicians say most consultations between clinicians and patients will be remote.

Source: Elsevier, Clinician of the Future, 2022



In 2022, there were **340** data breaches in the healthcare sector in the United States vs only 16 in 2005.

Source: Statista, 2023

PRIMARY BUYERS PERSONAS

- Doctor, Nurse, Medical Office Assistant
- IT Leader
- Admissions/Booking Office
- Accounting/Billing Office

QUESTIONS TO ASK

- How often do you struggle with lost faxes, or faxes that are hard to read when they arrive?
- For incidental scanning, would you like to have a way for any office member to easily scan and send a document to your Electronic Health Records (EHR) system?

Xerox Sell Sheet for Insurance

Back-office assistance for brokers.



MOST PRINTED DOCUMENTS

- Policies, claims
- Records, contracts
- Reports
- Forms



41% of surveyed insurers cite “Better support for internal audit/Reporting” as the main reason for digitizing paper-based processes.

Source: Quocirca, 2023 Print Industry Trends



76-86% of time spent in the insurance sector could become remote work.

Source: McKinsey, What's next for remote work, 2022 Update.

PRIMARY BUYERS PERSONAS

- Insurance broker
- Finance leader
- IT Leader
- Environmental Leader

QUESTIONS TO ASK

- How would you rate your company's transition from paper to digital documents on a 1-10 scale?
- What percentage of your employees work from home at least one day per week ?
- How do you currently protect client data on hardcopy documents from security breaches?

Xerox Sell Sheet for Legal

Maximizing productivity at the law office.



MOST PRINTED DOCUMENTS

- Agreements, Contracts
- Transaction bibles
- Briefs
- Depositions, Minutes



62% of law firms budget for technology in 2023 vs 60% in 2019.

Source: Clio, Legal Trend Report, 2023



The average lawyer billed just 2.5 hours (**31%**) of an 8-hour day due to paperwork.

Source: Clio, Legal Trend Report, 2023

PRIMARY BUYERS PERSONAS

- Managing Partner
- Senior Partner
- IT Leader
- Office Manager

QUESTIONS TO ASK

- How do you currently protect from security breaches in the context of hybrid workplace?
- How would you rate your firm's transition from paper to digital documents on a 1-10 scale?
- How well does your firm capture client fees for chargeable services like printing, copying, scanning and faxing?

Smart office for effective production lines.



MOST PRINTED DOCUMENTS

- Technical / Production
- Brochures / Proposals
- Employee Records
- Financial / Invoices



85% of manufacturing executives expect their organizations will invest more in prevention in 2022.

Source: Deloitte, 2022 manufacturing industry outlook



By moving to a cloud model, manufacturing industries expect to cut collaboration costs by **40%**.

Source: CriticalRiver, Manufacturing Industry Blog, 2023

PRIMARY BUYERS PERSONAS

- Business Owner
- Operations Manager
- Financial Manager
- IT Leader

QUESTIONS TO ASK

- How do you currently control print usage and costs?
- How do you manage data that comes in different formats? Examples: electronic orders, paper files, office documents, electronic documents, CAD and large format documents.
- What types of documents do you translate as part of your manufacturing process?

Increasing real estate agencies' efficiency.



MOST PRINTED DOCUMENTS

- Listing Agreements
- Purchase Agreements
- Feature Sheets



94% of Realtors most often communicate with clients digitally.

Source: National Association of Realtors, 2022



The software tool most often provided or encouraged by firms is e-signature (83%).

Source: National Association of Realtors, 2022

PRIMARY BUYERS PERSONAS

- Broker
- Business Manager
- IT Leader
- Top Producing Agents

QUESTIONS TO ASK

- What percentage of your agents still rely on paper documents vs. digital documents?
- What's preventing your agents from using more digital documents?
- On a scale of 1-10, how would you rate the way you currently recover costs on your office MFP?

Xerox Sell Sheet for Retail (Specialty Stores)

Powerful Printing – From Receipts to Promotions.



MOST PRINTED DOCUMENTS

- Marketing / Promotional Materials
- Point-of-Sale (POS) Materials
- Inventory / Shipping Documents
- Return / Warranty / Product information



77% of retailers aim to increase profitability by controlling costs and reducing inefficiencies.

Source: Scanset, 2023



59% of retail businesses plan to increase their investment in MFPs with workflow features to meet rising demands in 2025.

Source: Quocirca, 2024

PRIMARY BUYERS PERSONAS

- Operations Manager
- IT Manager
- Procurement Manager
- Marketing Manager

QUESTIONS TO ASK

- How are you currently managing your in-store printing needs, such as receipts, promotional materials, and labels?
- Are your print and scan devices integrated with your digital workflows, or do you face challenges with data security and remote access for hybrid work environments?

C305ae Color Multifunction Printers

Supplies

Supplies (Standard – High Capacity – Extra High Capacity)

Supplies Standard	Part Number	Supplies High Capacity	Part Number	Supplies EH capacity	Part Number
Genuine Xerox Black Standard Capacity Toner Cartridge (1,300 Pages)	006R05051	Genuine Xerox Black High-Capacity Toner Cartridge, (3,000 Pages)	006R05071	Genuine Xerox Black Extra High-Capacity Toner Cartridge, (6,200 Pages)	006R05091
Genuine Xerox Cyan Standard Capacity Toner Cartridge, (1,200 Pages)	006R05052	Genuine Xerox Cyan High-Capacity Toner Cartridge, (2,500 Pages)	006R05072	Genuine Xerox Cyan Extra High-Capacity Toner Cartridge, (6,400 Pages)	006R05092
Genuine Xerox Magenta Standard Capacity Toner Cartridge, (1,200 Pages)	006R05053	Genuine Xerox Magenta High-Capacity Toner Cartridge, (2,500 Pages)	006R05073	Genuine Xerox Magenta Extra High-Capacity Toner Cartridge, (6,400 Pages)	006R05093
Genuine Xerox Yellow Standard Capacity Toner Cartridge (1,200 Pages)	006R05054	Genuine Xerox Yellow High- Capacity Toner Cartridge (2,500 Pages)	006R05074	Genuine Xerox Yellow Extra High-Capacity Toner Cartridge, (6,400 Pages)	006R05094



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