

## COMPETITIVE INTELLIGENCE BRIEF

# September 2008

# Roland VersaUV LEC-300 vs. Mimaki UJF-605II

# Top 7 Reasons to Buy a Roland LEC-300 vs. a Mimaki UJF-605RII

- 1. Buy 3 LECs for the price of 1 UJV-605 for maximum productivity and flexibility  $\,$
- 2. Integrated Printer/Cutter for digital die cutting
- 3. Clear overcoat for premium applications
- 4. Up to 90% lower power consumption
- 5. Up to 10 times longer UV lamp life
- 6. Integrated high-speed Ethernet connectivity
- Roland Intelligent Pass Control ensures band-free prints in every mode

# Print Speed Comparison

Time opeca companson			
CMYK Mode			
High Speed - 360 x 720 dpi	58 sqft/hr (5.4 sq m/hr)		
Standard - 720 x 720 dpi	30 sqft/hr (2.7 sq m/hr)		
High Quality - 720 x 1440 dpi	25 sqft/hr (2.3 sq m/hr)		
CMYK+White Mode			
Standard - 720 x 720 dpi	15 sqft/hr (1.4 sq m/hr)		
High Quality - 720 x 1440 dpi	12 sqft/hr (1.1 sq m/hr)		
Mimaki Modes*			
300 x 300 4-pass	62.5 sqft/hr (5.8 sq m/hr)		
300 x 300 4-pass Hi	74.5 sqft/hr (6.9 sq m/hr)		
600 x 600 8-pass	29.4 sqft/hr (2.7 sq m/hr)		
600 x 600 16-pass Hi	18.3 sqft/hr (1.7 sq m/hr)		
1200 x 1200 8-pass	32.3 sqft/hr (3.0 sq m/hr)		
1200 x 1200 16-pass Hi	18.3 sqft/hr (1.7 sq m/hr)		
1200 x 2400 16-pass	16.3 sqft/hr (1.5 sq m/hr)		
1200 x 2400 32-pass Hi	9.1 sqft/hr (0.8 sq m/hr)		
*Print speeds based on numbers publi	cized on Mimaki's web site for the UJI		

\*Print speeds based on numbers publicized on Mimaki's web site for the UJF 605CII which uses the same printing engine as the UJF-605RII.

## Head to Head Comparison

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Category	Roland LEC-300 - 30"	Mimaki UJF-605RII - 25.2"	
Price	\$49,995 msrp	\$171,995 msrp	
	Specifications		
Print Head/Max. Resolution	Variable Droplet Piezo 720x1440	Piezo 1200x2400	
Ink Configuration	CMYKW+Clear	CMYKLcLmW	
Number of Heads	3	8	
Ink Options	Eco-UV	Mimaki UV ink (SPC-371)	
Outdoor durability	Up to 1 year	Up to 1.5 year	
Ink Supply/Delivery	Six 220 ml cartridges	Eight 440 ml cartridges	
UV Curing System	UV LED Lamp x 2	UV Lamp Bulb x 1	
UV Lamp life	Up to 10,000 hours	Approx. 1,000 hours	
UV Lamp warm-up/cool-down time	Instant ON/OFF	3 min / 6min	
Media Width/Sheet Size	30"	Rolls	Sheets
		25.2"	24.4 x 20.5"
Media Thickness	1.0 mm	.2 mm	2.0 mm
Media Weight	44 lbs	55 lbs	
Power Consumption	320W	4.0 kVA	
Energy Star Certified	Yes	No	
Integrated Fume Control	Required	Required	
	Performance		
Available Modes	3 Modes	4 Modes	
Production Speed	58 sqft/hr	62.5 sqft/hr	
Maximum Speed	58 sqft/hr	74.5 sqft/hr	
Quality Speed	14 sqft/hr	16.3 sqft/hr	
	Cost of Ownership		
Estimated cost of replacement of UV lamps during the first 2 years	\$O	\$2,800 (\$700 x 4 lamps)	
Warranty	2-Year Trouble Free Warranty	6 months (does not cover the UV lamp)	
Service	Roland Passport Customer Care	3rd Party	

## More Reasons the Advantage Goes to Roland

### HIGHLY ENERGY EFFICIENT AND SAFE

The Mimaki UJF605RII uses old, inefficient UV lamp technology which lasts only 1,000 hours and emits eye-damaging and cancer-causing UV radiation (UV-B and UV-C). The lamp also requires 3 min of warm-up and 6 min of cool down time which lowers the overall productivity as the lamp is turned off when the printer is idle for 30 min or more.

By contrast, VersaUV LEC-300 is Energy Star Certified and uses two energy-efficient, state-of-the-art UV LED lamps which last up to 10,000 hours and emit safer UV-A radiation - the same UV radiation used in sun tanning booths. The LED lamps also turn ON and OFF instantly so that the printer is ready to use right after it is turned ON for true on-demand printing and higher productivity. The energy efficient design translates into a power consumption of 320W in operation that is roughly 90% lower than the UJF-605RII.

#### UNMATCHED CONTOUR CUT AND CLEAR COAT CAPABILITY

The LEC-300 provides clear coat and contour cutting capabilities that are must-haves for premium labels, decals and packaging applications. Clear coat can be used to create high-gloss area highlights or it can be layered for realistic textures such as faux leather, crocodile skins and even Braille. The contour cutting handles the most complex shapes with high precision and automated workflow for one-of-kind custom applications. The UJF-605RII has no similar technology, requiring a labor intensive 2 device approach for contour cutting and costly outsourcing for clear coat

## NO LENGTH LIMITATION, FULL FLEXIBILITY

UJF-605RII is derived from the flat-bed unit (UJF-605CII) inheriting the length limitation of approximately 20" for jobs even when printing on roll media. The flatbed behavior can even be seen on the way the printer advances the media first and then starts printing the job by moving the head in X-Y direction.

The LEC-300 has virtually no length limitation so you are not limited to the production of just labels or decals.

#### PURPOSE-BUILT FOR LABEL, DECALS AND PRODUCT DECORATION

UJF-605RII is equipped with 8 heads but it only uses 7 so you are paying for parts that has no apparent use. Also the flat-bed oriented design makes the unit less flexible and productive. The LEC-300 was especifically designed for roll-to-roll applications and supports all important features such as white ink, clear coat and contour cutting for custom shaped label, decals, packaging and product decoration. Roland's superior design even brings new possibilities by offering 3-dimensional textures for specialty applications by layering the clear coat.

#### RIP SOFTWARE PACKED WITH FEATURES

## Roland: Powerful VersaWorks 3.0 RIP Software

Built upon the latest genuine Adobe ® PostScript ® CPSI ™ 3018 engine, VersaWorks is a powerful RIP software developed to be easy to use, even for those who are not familiar with digital printing, and still offer advanced features. VersaWorks is now better than ever, upgraded with powerful new features including the ability to control up to 4 Roland devices and PerfCut for for creating perforated cut lines along the images for ready-to-use decals. Standard features include Roland Color, Roland's exclusive spot color matching system, and Variable Data Printing, allowing users to merge txt or CSV data fields within a pre-defined design template for custom prints with variable text and graphics.

#### LEGENDARY ROLAND SERVICE AND SUPPORT

Roland has the best reputation for post-sales support in the industry. Our products are sold through a network of highly specialized, Roland University-trained dealers that partner with us to provide the highest levels of support and service to customers. The Roland organization achieves unmatched product quality and reliability by engineering and manufacturing products to exacting ISO 9001 standards. We back our products with the Two-Year Trouble-Free Warranty and offer Roland University courses to end users as well.



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