

Canon ColorPASS-GX400 vs. Canon imagePASS-A2

When and why do I sell one over the other?

EFI™ offers two Fiery® controllers designed for the Canon imageRUNNER ADVANCE C9280 PRO/C7280/C9270 PRO/C7270/C7270i*/C7260/C7260i*/C5255 — the integrated Canon imagePASS-A2, and the external Canon ColorPASS-GX400. These two solutions address different customer requirements. This document is a guide to help you identify the correct solution for your customer.

<p>When either solution is appropriate</p> <ul style="list-style-type: none"> • The printer is a shared resource among multiple users. • Users print primarily office-based applications such as Microsoft® Office and Adobe® Acrobat® or Internet-based applications. • Customers use the print driver to print from applications.
<p>When to recommend the external Canon ColorPASS-GX400</p> <ul style="list-style-type: none"> • Users need more robust document manipulation and printing tools to minimize waste and optimize throughput. • Operators may need to do pre-production changes to meet deadlines. • They need a centralized production interface and workspace to perform profiling, calibration, job preview, job management and device management. • The customer produces more complex and larger documents using software such as Adobe Creative Suite or Quark Xpress®. • The customer requires fast and efficient VDP production with a variety of vendor-specific PDLs.



How to tell when to sell an external server	
Key questions to ask your customers	Responses for when the customer says "yes."
Are throughput and speed critical?	The ColorPASS-GX400 processes files 26% faster than the imagePASS-A2. It offers benchmark production-level hardware and software to process large and complex files faster.
Do you require color precision and control to achieve accurate and consistent results?	The ColorPASS-GX400 includes the Fiery Graphic Arts Package that offers key features and the Image Enhance Visual Editor for on-the-fly image correction and softproofing, all key tools to achieve optimum image reproduction. The ColorPASS-GX400 can upgrade to the Fiery Graphic Arts, Premium Edition to offer raster preview and color edits with ImageViewer, as well as Preflight and Postflight to maximize flawless throughput.
Do you need advanced production features and capabilities?	The ColorPASS-GX400 offers features that streamline production workflows with SeeSequence Impose and Compose, Set Page Device, for streamlining PS stream driven workflows, and Sequential Print as standard features.
Do you have variable data printing (VDP) requirements?	For those just starting out in variable printing, both the ColorPASS-GX400 and the imagePASS-A2 offer Enhanced FreeForm™ for basic personalization without the cost of a VDP software package. The ColorPASS-GX400 makes VDP production fast and efficient with key caching technology that support industry-standard PDLs such as PPML and the new PDF/VT-1.
Do you need to use a native PDF workflow?	The ColorPASS-GX400 integrates Adobe PDF Print Engine (APPE) rendering technology to offer end-to end native PDF workflow that improves the consistency of the final print from design to output.
Do you see your printing needs growing over time in terms of production volumes? Image quality requirements? Or application types and file sizes?	The ColorPASS-GX400 is a scalable solution with more Fiery option packages, so it can grow as business needs grow. The ColorPASS-GX400 offers more RAM capacity and is the only one to offer the Fiery Integrated Workstation and Fiery Graphic Arts, Premium Edition.
Are your business processes and equipment integrated across your print production environment?	Fiery JDF technology comes with the ColorPASS-GX400. It eliminates manual entry steps and streamlines job workflow from submission to output.

*EU only



Key Comparative Features

Feature	ColorPASS-GX400	imagePASS-A2
Fiery Software	Fiery System 10	Fiery System 10e
CPU	Intel® Core™ i5-660 Processor 3.33 GHz	Intel® Pentium® Processor E5300 2.6 GHz
Memory	2 GB and 2 GB upgrade option	2 GB
HDD	500 GB SATA	160 GB SATA
Removable Storage	DVD-RW/CD-RW	N/A
Removable HDD	OPTIONAL	N/A
USB Ports	USB 2.0, 6 rear, 2 front	USB 2.0, 4 rear
Native PDF Print Workflow (APPE 2.0)	INCLUDED	N/A
Fiery JDF	INCLUDED	N/A
Supported VDP Formats	Enhanced FreeForm, PPML, PDF/ VT-1	Enhanced FreeForm
Sequential Print	INCLUDED	N/A
Insert Tab	INCLUDED	N/A
Set Page Device Visual Mapping	INCLUDED	N/A
Process Next	INCLUDED	OPTIONAL
Quick Doc Merge	INCLUDED	N/A
Fiery Clone Tool	INCLUDED	N/A
Fiery Graphics Arts Package	INCLUDED	N/A
Fiery Graphics Arts Package, Premium Edition	OPTIONAL	N/A
Fiery Workstation (LCD display, keyboard and mouse) and Furniture	OPTIONAL	N/A
Fiery Hot Folders/Virtual Printers	INCLUDED	INCLUDED
Fiery SeeSequence Impose	INCLUDED	OPTIONAL
Fiery SeeSequence Compose	OPTIONAL	OPTIONAL
Fiery SeeSequence Suite	OPTIONAL	OPTIONAL
Fiery Color Profiler Suite	OPTIONAL	OPTIONAL
Image Enhance Visual Editor	INCLUDED	OPTIONAL
Automatic Preflight	OPTIONAL	N/A
PDF/X Output Intent	INCLUDED	N/A



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