Dedicated scanners for small to medium business

Small to medium-sized businesses face some unique challenges when competing in a larger marketplace. With fewer employees, locations, and resources to utilize, smaller businesses need to focus on accuracy, efficiency, and superior service to keep up with demands. With HP dedicated scanners, small business owners and employees can simplify document management and work more efficiently, scanning and organizing documents right from their desk without disrupting the day’s workflow.

Identifying potential customers and starting the conversation

### Purchasers spotlight

**Rachel**  
Producer at a small children’s media company

- What does she scan?  
  Mostly letter-sized documents including contracts, rate sheets, tax documents, hand-written notes, sketches, and storyboards
- How often?  
  3–4 times a week, up to 25 pages at a time
- What features matter to her?  
  High resolution, small footprint, wireless connectivity, color scanning, and the ability to detect blank pages
- Why does she want a dedicated scanner?  
  “The fact that I don’t have to interrupt my workflow by getting up to use the MFP helps me work efficiently.”

**Mafel**  
Office manager at a small metal manufacturing company

- What does she scan?  
  Primarily financial documents including quotes, invoices, and bills; occasionally pictures and drawings
- How often?  
  3–4 times a week, up to 15 pages at a time
- What features matter to her?  
  Jam-free, energy efficiency, network connectivity, OCR, and wireless
- Why does she want a dedicated scanner?  
  “Having a scanner makes it easier to find things in the electronic document system.”

**Connie**  
Product support engineer at a large windshield manufacturer

- What does she scan?  
  Letter-sized documents, mostly information for warranty claims
- How often?  
  A few times per day, up to 10 pages at a time
- What features matter to her?  
  Speed, ease-of-use, ability to scan to multiple destinations, and auto-adjust for highlighted words
- Why does she want a dedicated scanner?  
  “It makes it super-easy to upload customer documents for future reference.”

### HP recommended scanner:

- **Rachel**: HP ScanJet Pro 3000 s3  
- **Mafel**: HP ScanJet Pro 4500 fn1  
- **Connie**: HP ScanJet Enterprise Flow 7000 s3

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### Qualifying questions

- What will you be scanning? How often? How many pages?
- How fast would you like the scanner to scan pages?
- Where will this scanner be located? On a desktop? Or in a central area?
- What will you do with the scans? Where will they go?
Help me choose the right scanner

All scanners can scan both sides of the page in color at the same time.
All scanners include I.R.I.S. ReadIris Pro—the OCR (optical character recognition) software that turns scans into editable text.

Sheet-feed scanners
Ideal for letter-size paper and mixed flat media of various sizes, including brochures, receipts, business cards, and laminated ID cards

<table>
<thead>
<tr>
<th>Auto Document Feeder (ADF) Capacity</th>
<th>HP ScanJet Pro 2000 s1</th>
<th>HP ScanJet Pro 3000 s1</th>
<th>HP ScanJet Enterprise Flow 5000 s4</th>
<th>HP ScanJet Enterprise Flow 7000 s3</th>
</tr>
</thead>
<tbody>
<tr>
<td>80</td>
<td>L2759A MSRP $329</td>
<td>L2763A MSRP $479</td>
<td>L2755A MSRP $799</td>
<td>L2757A MSRP $999</td>
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<tr>
<td>50</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Compact size with folding tray</td>
<td></td>
<td></td>
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<tr>
<td>• 2,000 recommended daily duty cycle</td>
<td></td>
<td></td>
<td>• 6,000 recommended daily duty cycle</td>
<td>• 7,500 recommended daily duty cycle</td>
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<tr>
<td>Up to 24 ppm¹</td>
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Scan speed (pages/minute or ppm)

Flatbed scanners
Ideal for sheets of paper, ID cards, and items like books and magazines

<table>
<thead>
<tr>
<th>Auto Document Feeder (ADF) Capacity</th>
<th>HP ScanJet Pro 2500 f1</th>
<th>HP ScanJet Pro 3500 f1</th>
<th>HP ScanJet Pro 4500 fn1</th>
<th>HP ScanJet Enterprise Flow 7500</th>
<th>HP Digital Sender Flow 8500 fn2</th>
</tr>
</thead>
<tbody>
<tr>
<td>200</td>
<td>L2747A MSRP $299</td>
<td>L2747A MSRP $549</td>
<td>L2747A MSRP $899</td>
<td>L2763A MSRP $1,499</td>
<td>L2762A MSRP $2,999</td>
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<tr>
<td>150</td>
<td></td>
<td></td>
<td></td>
<td>• 12,000 recommended daily duty cycle</td>
<td>• 11” x 17” scan bed</td>
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<tr>
<td>100</td>
<td></td>
<td></td>
<td></td>
<td>• 3,000 recommended daily duty cycle</td>
<td></td>
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<tr>
<td>50</td>
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<td>• 4,000 recommended daily duty cycle</td>
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<tr>
<td>• 1,500 recommended daily duty cycle</td>
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<tr>
<td>Up to 20 ppm¹</td>
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</table>

Scan speed (pages/minute or ppm)

To learn more about the full scanner portfolio specifications, click here.

¹. Scan speed measured at 300 dpi (black-and-white, grayscale, and color). Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software.
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