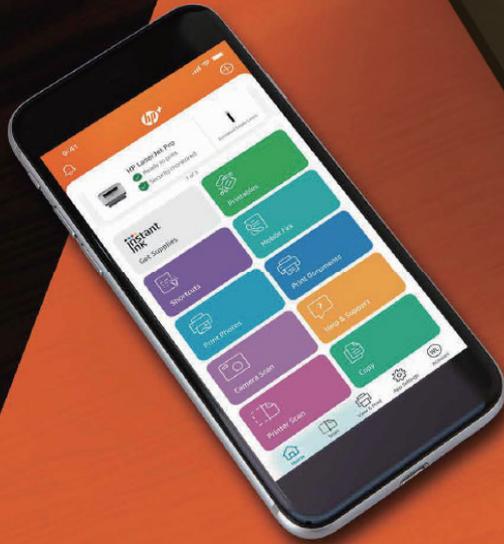




# Super capable. Super compact.



HP LaserJet M200 Series  
With HP+: The smart printing solution



## The smart printing solution

HP+ is HP's simplest printing solution that makes printing easier with always-on, always-connected printers that never run out of toner, an app that helps you get more done, and the superior print quality that comes from exclusive use of Original HP Toner.

HP LaserJet M200 series is our first printer with HP+, providing customers with 6 months of Instant Ink<sup>3</sup>, up to 50% savings with HP Instant Ink, an additional year of HP Commercial Warranty<sup>16</sup> (total of 2 years) and advanced HP Smart App features<sup>8</sup>—all for using Original HP Toner.<sup>3,4</sup>

In the future, HP+ will expand to additional hardware and solutions, including mobility and security features, and more.



## The smart printing solution

HP+ makes printing easier with always-on, always-connected printers that never run out of ink or toner, an app that helps you get more done, and the superior print quality that comes from using only Original HP Supplies.<sup>13</sup>



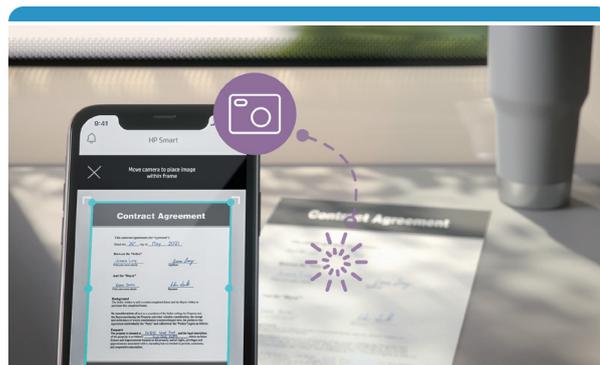
### Better connected, always ready with HP+<sup>16</sup>

With HP+, get fewer printer interruptions with new connected cloud that automatically detects and fixes connectivity issues.



### Never run out of toner with Instant Ink.<sup>13</sup>

Enroll to get toner, plus hassle-free delivery all starting at 1.99€ a month. 6-months of Instant Ink included with HP+.<sup>3</sup>



### Get more done with advanced HP Smart app features<sup>8</sup>

With HP+, get more done with advanced HP Smart app features.<sup>8</sup> Scan multi-paged documents more easily, and save time with pre-programmed shortcuts.



Never run out with HP Instant Ink. Get toner, plus hassle-free delivery, all starting at 1.99€ a month.<sup>2</sup>



Select a printing plan

Print a little or a lot—there's an option for everyone. Your subscription includes toner, hassle-free delivery, and prepaid recycling.



We ship you toner at no extra cost

When toner levels are low, we automatically ship a new cartridge. Cartridges are shipped before you need them, so you never run out.<sup>5</sup>



Enjoy total flexibility

You can cancel or change your plan anytime.<sup>6</sup> If you don't use all of your pages, they automatically roll over to the next month.<sup>7</sup>

## TONER PLANS

**50 Pages**  
a month  
**1.99€**

**100 Pages**  
a month  
**3.99€**

**400 Pages**  
a month  
**13.99€**

### Print more in a month?

Get an additional 10–50 pages for just 1€.<sup>6</sup>

### Print less in a month?

Roll over up to 2x the number of pages in your plan.<sup>7</sup>

**800 Pages**  
a month  
**19.99€**

**1500 Pages**  
a month  
**25.99€**





HP LaserJet M200 series

## Super versatile. Super compact.

High productivity and high quality in a compact MFP that fits where you need it. Designed to help you be more productive with the **fastest two-sided printing** in its class<sup>1</sup> and the **time-saving HP Smart app**.<sup>8</sup> Get peace of mind from more reliable connections with dual-band Wi-Fi™ with self-reset,<sup>2</sup> and the worry-free experience you want with **strong security**, simplified setup, and **intuitive controls**.

**Includes HP+**, HP's simplest printing solution – With HP+, get 6 months of Instant Ink<sup>3</sup> included, an additional year of HP Commercial Warranty<sup>16</sup> (total of 2 years) and advanced HP Smart app features.<sup>8</sup>

Ideal for teams of 1-5 users printing 200-2,000 pages per month.

# Key Selling Points



## Work fast. Work smart.

Increase productivity with the fastest two-sided printing in its class and Dual-band Wi-Fi with self-reset—all from a compact MFP.<sup>1,2</sup>



## Stay productive from anywhere

Get high-quality scanning from your phone—plus print, and save time with Shortcuts—using HP Smart, best-in-class print app.<sup>8,9</sup>



## Easy to set up, easy to use

Easily knock out projects with seamless setup and smart-guided buttons and lighting for an intuitive printing experience.



## The smart printing solution

With HP+, get 6 months of Instant Ink<sup>3</sup> Included, an additional year of HP Commercial Warranty<sup>16</sup> (total of 2 years) and advanced HP Smart app features.<sup>8</sup>

# For Growth-Minded Small Business Owners

This persona needs simple, proven solutions to help them be more productive and focus on growing their business.



## Professions

Accountants, lawyers, financial advisors, real estate agents, notaries, doctors, etc.

## Attitude toward technology

Believes in leveraging tried and tested technology to drive his business. Not an early adopter and not likely to get caught up in hype cycles.

## Printing behavior

### Prints to

- Manage everyday business documents
- Feel more professional
- Stay organized, productive
- Multitask

### Challenges

- Printing takes too much effort
- Disappointed in results
- Concern for environment

## Print and scan activities

- Organize day-to-day finances
- Manage business records
- Business travel, expense reports
- Client, employee communications

## Volume

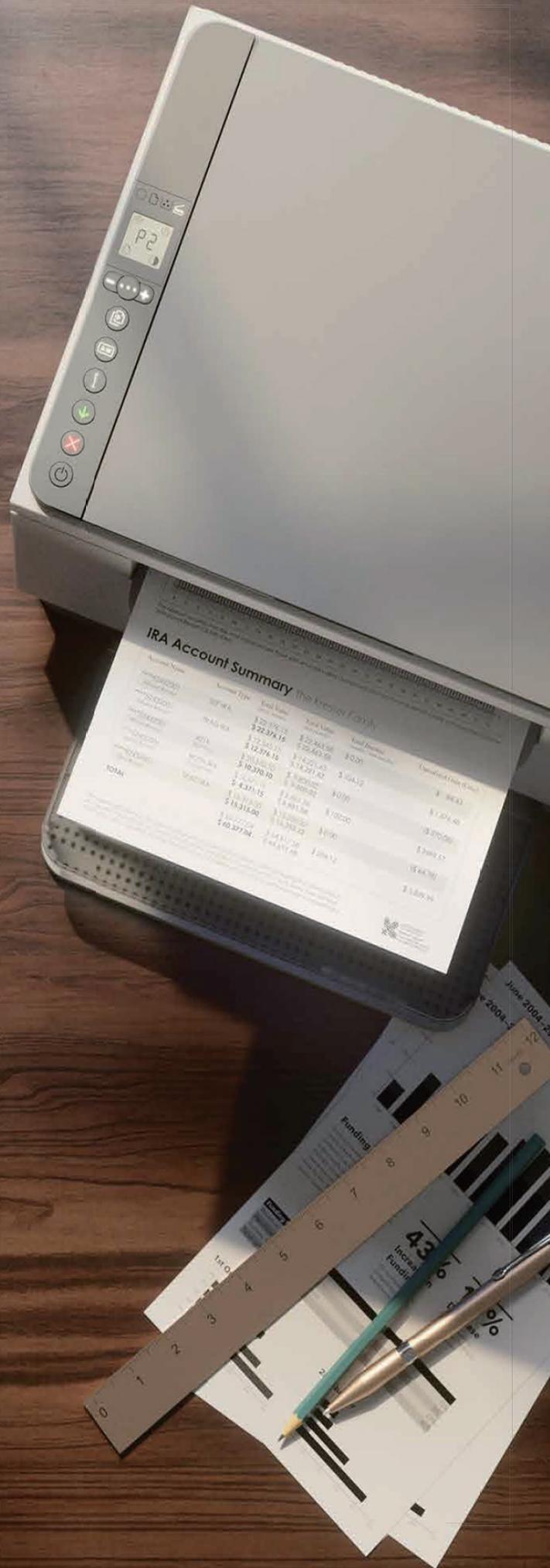
100–400 pages per month (black and white)



# Work fast. Work smart.

Help save time and reduce interruptions with a compact, versatile printer or multifunction printer. Increase productivity with the fastest two-sided printing in its class and optional Dual-band Wi-Fi® with self-reset.<sup>1,2</sup> Finish jobs fast with rapid print speeds.

- Fastest two-sided printing in its class<sup>1</sup>
- Compact size
- Dual-band Wi-Fi with self-reset<sup>2</sup>
- Wi-Fi Direct® printing<sup>9</sup>
- 150-sheet capacity
- Multifunction performance
- Ethernet networking





# Stay Productive from Anywhere



Stay on top of your business. Get high-quality scanning from your phone—plus print, and save time with Shortcuts—using the best-in-class print app.<sup>8,10</sup> You can even organize documents 50% faster.<sup>10</sup>

## Features

- Scan on-the-go<sup>8</sup>
- Print documents and images from your smartphone<sup>8</sup>
- Make copies from your smartphone<sup>8</sup>
- Create Shortcuts for frequently performed tasks<sup>8,10</sup>

# Easy to set up, easy to use

Smart, intuitive, ready to get to work. Easily knock out projects with seamless setup and smart-guided buttons and lighting for an intuitive experience. Plus, count on HP quality and reliability page after page, and get basic encryption and password protection to help maintain privacy and control.

## Features

- Seamless setup
- Smart-guided lighting
- Uncompromising laser quality
- Built-in security

Light-bar color changes to indicate the printer status



# HP Smart app



## Amazing scanning, now on your smartphone

Get high-quality scanning, and share to Dropbox, Google Drive, email, or the cloud— from virtually anywhere.<sup>8</sup>

## Printing just got more productive

Quickly access and print documents and images from anywhere with the HP Smart app, including Dropbox and Google Drive.<sup>8</sup>

## Smartphone notifications

Get notifications when printing, scanning, or copying from your smartphone.<sup>8</sup>

## Easily make copies from your smartphone

Take a photo as a copy and send it to your printer from virtually anywhere.<sup>8</sup>

## Customizable Shortcuts on your phone

Eliminate steps in repetitive tasks with customizable Shortcuts—print, scan to the cloud, share, and email in just a tap.<sup>8,10</sup> Just tap Shortcuts in the HP Smart app to create a shortcut that is available on your phone.<sup>8,10</sup>

## Automate scanning tasks and save time

Process expenses in half the time with Shortcuts in the HP Smart app.<sup>8,10</sup>

## Your printer essentials in one place

Get all your printer information in one place with a convenient dashboard in HP Smart app.<sup>8</sup>

# LaserJet 200 series lineup



Positioning	Super capable. Super compact.	Super versatile. Super compact.	Super productive. Super compact.
Best for	Regular, high-performance black-and-white printing	Regular, high-performance black-and-white printing	Regular, high-performance black-and-white printing with fast copy/scan
Industrial design	Modern compact		
User interface	LED button control panel plus smart-guided lighting		Smart contextual user interface
Productivity	Fast two-sided printing <sup>1</sup>	Fast two-sided printing, flatbed scanner <sup>1</sup>	Fast two-sided printing, flatbed scanner, 40-sheet auto document feeder <sup>1</sup>
Connectivity	USB, Ethernet, Dual-band Wi-Fi® with self-reset + Bluetooth® Low Energy (BLE) <sup>2</sup>		
Security	Always-on protective monitoring, secure mobile printing		
With 	+ 6 months of Instant Ink Included if you register within 7 days after printer's setup <sup>3</sup> + Save up to 50% with HP Instant Ink <sup>4</sup> + 1 year extra HP Commercial warranty <sup>16</sup> (two-years total)		

# HP LaserJet M209 Series (dwe/dw)



Spring '21

# HP LaserJet MFP M234 Series (dwe/dw)



Spring  
'21

# HP LaserJet MFP M234 Series (sdne/sdn & sdwe/sdw)



Spring  
'21

# HOW WE WIN

## KEY HARDWARE DIFFERENTIATORS

- Fastest two-sided printing in its class<sup>1</sup>
- Compact, modern design
- Enhanced usability with smart-guided lighting
- Always-on, dual-band Wi-Fi with self-reset<sup>2</sup>

## BEST-IN-CLASS SOLUTIONS

- Quick and easy mobile setup with Bluetooth® LE
- HP Smart app, best-in-class print app<sup>8</sup>
- Advanced mobile printing  
(print from anywhere and private pickup)<sup>12</sup>

## HP+ ADVANTAGE

- +6 months of Instant Ink Included if you register within 7 days after printer's setup<sup>3</sup>
- +Save up to 50% with HP Instant Ink<sup>4</sup>
- +1 year extra HP Commercial warranty<sup>16</sup> (two-years total)



## Providing more value for those who want the simplest printing experience:

	HP LaserJet MFP M234dwe includes HP+	HP LaserJet MFP M234dw
With Instant Ink <sup>3</sup> Risk-free, no commitment	6 months of Instant Ink Included if you register within 7 days after Printer's setup	Instant Ink available
HP Commercial Warranty <sup>16</sup>	2 years	1 year
HP Smart App	• HP Smart App standard & additional solutions + Advanced HP Smart App solutions <sup>8</sup> included for 24 months.	HP Smart App Standard solutions
Original HP Toner Cartridges	Required to operate	Recommended
Other requirements	• HP account • On-going Internet Connection	

# THANK YOU



## Legal disclaimers

1. Compared to in-class monochrome laser printers and MFPs less than 220€ for single function or less than 320 for multifunction with a published max monthly duty cycle of 20,000 or lower. Exact HP printer speeds vary depending on the system configuration, software application, drive, and document complexity. Buyers Lab September 2020 study commissioned by HP, based on a research survey OEM published specifications publicly available information as of 09/01/2020. Market share as reported by IDC Quarterly Hardcopy Peripherals Tracker - Final Historical 2020Q2 for North America and EMEA. For details: [keypointintelligence.com/HPFastestDuplex](https://www.keypointintelligence.com/HPFastestDuplex).
2. Wireless operations are compatible with 2.4 GHz and 5.0 GHz operations only. Learn more at [hp.com/go/mobileprinting](https://hp.com/go/mobileprinting). Wi-Fi is a registered trademark of Wi-Fi Alliance®.
3. Instant Ink sign up required. Instant Ink not available in all countries. Subject to monthly page limit of plan selected. Must complete Instant Ink signup within 7 days of setting up the printer with the HP-recommended setup process as indicated in the instructions that came with your printer. Unless service is cancelled within the promotional period online at [hpinstantink.com](https://hpinstantink.com), a monthly service fee, based on the plan chosen, plus tax and overage fees will be charged to your credit/debit card. Customer will be charged for any overage fees and applicable taxes at the end of each month in the promotional period. Use of in-box ink cartridge is included in period of offer. One offer redeemable per printer. Free months offer with Instant Ink subject to change after 10.31.2021. Offer cannot be redeemed for cash. Setup Offer may be combined with other offers; see terms and conditions of the other offer for more details. Requires a valid credit/debit card, an email address, and Internet connection to printer. See additional offer information available during online signup process. For service details, see [hpinstantink.com](https://hpinstantink.com).
4. Based on monthly subscription cost for U.S. and Canada for toner HP Instant Ink 1,500 page plan vs. transactional cost per page of in-class monochrome A4 laser printers and MFPs < 450€ that use original, standard-capacity integrated cartridges (toner and drum in one cartridge). Buyers Lab April 2020 study commissioned by HP, based on research of publicly available information as of 04/24/2020. Printers selected by market share as reported by IDC Quarterly Hardcopy Peripherals Tracker - Final Historical 2019Q4 for U.S. and Canada. For details and latest report, see: [keypointintelligence.com/HP Toner Service](https://www.keypointintelligence.com/HP Toner Service).
5. Based on plan usage, internet connection to eligible HP printer, valid credit/debit card, email address, and delivery service in your geographic area.
6. Change or cancel your plan at any time online, except that you can't downgrade from a paid plan to the free plan since it is an introductory offer only. If you decide to cancel your HP Instant Ink, you can go back to using Original HP Standard or XL Cartridges. Plan upgrades are effective immediately, and the charges will be applied retrospectively or in the next billing cycle, depending on user choice. Planned downgrades and cancellations are effective after the last day of the current billing period. For full details, go to [hprintplans.com/terms](https://hprintplans.com/terms).
7. Rollover allows unused pages in a month to be placed in a rollover account and then applied to pages in excess of your monthly allowance. The rollover account balance is limited to a maximum of two times your monthly service plan pages on Toner plans and three times your monthly service plan pages on Ink plans (Toner example: you can roll over up to 100 pages if you are on the 50-page plan. Ink example: you can roll over up to 150 pages if you are enrolled in a 50-page plan).
8. Requires the HP Smart app download. For details on local printing requirements, see [hp.com/go/mobileprinting](https://hp.com/go/mobileprinting). Certain features/software are available in English language only, and differ between desktop and mobile applications. Instant Ink subscription may be required. Instant Ink not available in all countries. See details at [hprinterservice.com](https://hprinterservice.com). Internet access required and must be purchased separately. HP account required for full functionality. List of supported operating systems available in app stores. Fax capabilities are for sending a fax only, and may require additional purchase. For more information, see [hpsmart.com/mobile-fax](https://hpsmart.com/mobile-fax).
9. Mobile device needs to be connected to Wi-Fi Direct® signal of a Wi-Fi Direct–supported AiO or printer prior to printing. Details at [hp.com/go/mobileprinting](https://hp.com/go/mobileprinting). Wi-Fi Direct is a registered trademark of Wi-Fi Alliance®.
10. Based on internal HP testing. Average timing estimate based on: (a) downloaded HP Smart app on mobile or desktop device, (b) setting up Smart Tasks shortcut, and (c) scanning jobs that have more than 2–3 tasks associated with them (scan to email, save and rename, store to cloud, etc). Average timing savings comparison based on using printer and desktop scan software to complete similar scanning tasks. Requires the HP Smart app download and supported HP printer. For details on local printing requirements, see [hp.com](https://hp.com).
11. Print speed in pages per minute (ppm). Printing speed measured using ISO/IEC 24734 and excludes first set of test documents. For more information, see [hp.com/go/printerclaims](https://hp.com/go/printerclaims). Exact speed varies depending on the system configuration, software application, driver, and document complexity.
12. Use Print Anywhere to print to your printer immediately from any location with an Internet connection or mobile network. To keep your prints confidential, send files to your printer for Private Pickup. Printing will only begin when you confirm you are at your printer.
13. Based on plan usage, internet connection to eligible HP printer, valid credit/debit card, email address, and delivery service in your geographic area.
14. Added value is calculated based on 6 months of any Instant Ink plan. Requires HP+ activation and Instant Ink subscription by end Customer. See Instant Ink offer details on box or at [hpinstantink.com](https://hpinstantink.com). With HP+, customers will also receive additional value in the form of (i) access to advanced HP Smart app features and (ii) one extra year of HP Commercial Warranty (2yrs HP Commercial Warranty in total). HP warranty benefits apply in addition to any statutory rights provided under applicable consumer protection laws related to non-conformity of goods with the contract of sale. Such consumer statutory rights are not limited or affected in any manner by the HP Warranty.
15. Improved printer connectivity utilizing Smart Driver and Print/Scan Doctor technology in the HP+ system, versus HP consumer printers without HP+.
16. Additional 1-year HP Commercial Warranty is provided with HP+ in addition to 1-year standard HP Commercial Warranty. Refer to the documentation in the printer box for further information on HP Commercial warranty. HP Commercial Warranty benefits apply in addition to any statutory rights provided under applicable consumer protection laws related to non-conformity of goods with the contract of sale. Such consumer statutory rights are not limited or affected in any manner by the HP Commercial Warranty.

4AA7-9890EEE, May 2021

