

Sales Guide



**The HP 9195A
ScanJet Plus Scanner**

**Not Intended for
Customer Use**

The Award Winning HP ScanJet Plus Scanner

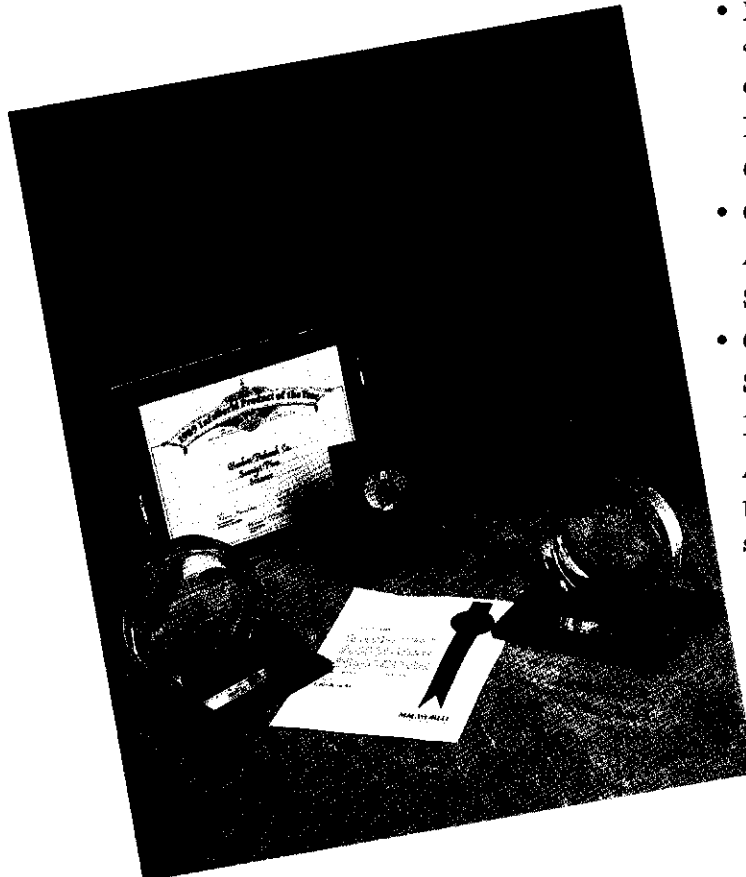
The One-Minute Sale

PC Magazine's Best of 1989 (January 1990)

MacWorld Reader's Choice for 1990 World Class Award in the Digitizer/Scanner category (September 1990)

- "...the product simply reeks of HP's traditional quality, right down to the manual and installation instructions. Scanning has never been so easy—or so good." (PC Magazine, January 1990)
- "On the PC, we think you get the best value, again, from the Hewlett-Packard ScanJet Plus." (Publish, March 1990)
- "Take it from someone with experience: the easy-to-use ScanJet Plus proves a great choice for publishing novices as well as for experts." (PC Magazine, June 1990)

The 8-bit, 256 gray level, HP ScanJet Plus scanner is the most versatile, highly regarded desktop scanner in its class. Here are some of the reasons the ScanJet Plus scanner is in such demand:



- **Ease of Operation**
 - “Point & Shoot” image exposure
 - Live Preview
 - On-line, context-sensitive Help
- **Quality**
 - Automatic exposure
 - Samples print
- **Control**
 - Samples print
 - Image editor
 - Automatic document feeder
 - Unsurpassed 3rd-party text scanning software support

Meet the HP ScanJet Plus Scanner



HP Listens... We Give You What You Need

We enhanced the HP ScanJet Plus scanner to provide a one look, one feel, one company solution.

HP ScanJet Plus Scanner Features and Benefits

Features		Benefits
AT-compatibles & MCA	Macintosh	
Automatic Exposure	Automatic Exposure	Easy to use and provides high-quality images
Live Preview	Live Preview	Instant feedback, easy to use
On-line Help	On-line Help	Easy to learn and use all functions of the product
Grayscale/Color Image Editor	Grayscale/Color Image Editor	Ability to edit and enhance images
Exposure/Halftone Samples		User controls process
	Desk Accessory Operation	Easy to use

New Additions

- HP Scanning Gallery Plus 5.0—image-scanning and editing software for AT-compatible and MicroChannel (MCA) computers
- HP Desk Gallery Plus—image-scanning and editing software for Macintosh computers
- HP AccuScan software—HP-developed text-scanning software for the AT-compatible and MicroChannel computers

Introducing HP AccuScan Text-Scanning Software

HP AccuScan software is Hewlett-Packard-developed text-scanning software for AT-compatibles (including EISA) and MicroChannel computers. HP AccuScan software can be added to your customer's system at any time and works with the ScanJet Plus scanner or the original ScanJet scanner.* (NOTE: HP AccuScan software may not be available worldwide.)

HP AccuScan Features and Benefits

Features	Benefits
Unattended Start	Ease of operation with "One Button" text entry
Automatic Page Recognition	Quality of input
Interactive Page Recognition	User-controlled process
Automatic Document Feeder	Ease of operation and effective time management
On-line, Context-sensitive Help	Easy to learn and use all functions of the product
Extensive Application Support	Easy to incorporate with existing applications

*Original HP ScanJet scanner is no longer available for purchase.

Host Compatibility and Software Support

Host Compatibility

PC Compatibility

The HP ScanJet Plus scanner is supported on:

IBM PS/2 (models 30/286 and above)
IBM PC-AT and compatibles
HP Vectra PC

Macintosh Compatibility

Macintosh Plus
Macintosh SE and SE/30
Macintosh II series

Scanning Gallery Plus 5.0 works under:

Microsoft® Windows Version 2.11 or 3.0

Image files are stored and brought to application software via industry-standard file formats:

TIFF	TIFF
MS Paint	MacPaint
EPS	EPS
PC Paintbrush	PICT
GEM	Clipboard

Software Support

Extensive software support exists for the HP ScanJet Plus scanner. Listed below are just a few popular software packages supported.

Sophisticated Word Processing

Microsoft Word for Windows
WordPerfect 5.0
Microsoft Word 5.0

Desktop Publishing

Aldus PageMaker
Xerox Ventura Publisher

Spreadsheet

Microsoft Excel
Lotus 1-2-3
Borland Quattro

Customer Profile



How to Recognize Scanner Customers

Know your customers. Who are they? Where do they work? What do they do and why do they do it? Here are a few tips to help you spot a potential scanner customer.

Who are they?	Office Professionals Professional Staff Managers Financial Experts Legal Professionals Editors	PR Professionals Educators Self-employed General Administrators Writers
Where do they work?	Business Service Government Agencies	Education Manufacturing
	<i>These industries include several kinds of businesses, such as:</i>	
	Legal firms Marketing and advertising agencies Job resume services	Accounting firms Financial services Non-profit organizations
What do they do?	Reports Memos Spreadsheets Presentations	Promotional Materials Newsletters Training Materials Technical Documents
Why do they do it?	To enhance the effectiveness of documents by integrating text and images and to increase productivity.	

Quick Reference to Using the ScanJet Plus scanner

Quick Steps to Image Scanning Using Scanning Gallery Plus 5.0 Software

1. From the SCANGAL5 directory, type WIN.
2. Double-click on SCANGAL5.EXE to open Scanning Gallery Plus 5.0.
3. Place the document face down on the copyboard glass with the top-right corner of the page next to the orange document set mark.
4. Drag the **Image type** pop-up menu to select the appropriate image type.
5. Click **Preview scan**.
6. Drag the mouse to create a selection box around the desired part of the image.
7. Click **Auto** exposure.
8. Drag the **Resolution** pop-up menu to select a resolution to match your printer.
9. Scale the image to the appropriate size.
10. From the **Print** menu, select **Copy print** to see a printout of your image, if desired.
11. Click **Scan region**.
12. Name the file.
13. Click **Save**.

Quick Steps to Image Scanning Using Desk Gallery Plus Software

1. Place the image on the copyboard glass face down with the top of the image next to the orange V.
2. Select **DeskScan** from the Apple menu.
3. Click on the **Preview** button.
4. Drag the mouse to create a selection box for the desired part of the image.
5. Click on **Zoom** to see a close-up of the selected area.
6. Select a file format from the **Scan To** pull-down menu.
7. Select an image type.
8. Select a resolution to match your printer.
9. Adjust brightness and contrast, if desired.
10. Adjust the size of the final image, if desired.
11. Click on **Final**.
12. Name the scanned file. Click on **Save**.



Quick Steps to Text Scanning Using HP AccuScan Software

“One Button” Text Scanning Using the ADF

1. Place originals, text side up, top first into the ADF document tray. Adjust the document guide so that it touches the side of the paper stack.
2. Slide the paper stack forward as far as it will go into the ADF cover.
3. Select **Unattended**.
4. Click **Start**.
5. After all the pages have been scanned, click **Done**.
6. Click **File**.
7. Select a file type.
8. Name the file.
9. Click **Save**.

Interactive or Manual Text Scanning

1. Place any document with the text side down on the copy-board glass.
2. Select **Interactive** or **Manual**.
3. Click **Start**.
4. After making adjustments using the region tools, click **Continue**.
5. Click **View** to see the scanned text file, if desired.
6. Click **Done**.
7. Select a file type.
8. Name the file.
9. Click **Save**.

Using the Region Tools

- Click the **Delete** tool, then click the text region you want to delete.
- Click the **Region** tool. Click and drag the mouse to create a new region.
- Click the **Notch** tool, then click a text region. Drag borders to shape the text region precisely.
- Select **2x**, **4x**, or **Maximum zoom** from the **Zoomview** menu to see an enlarged view of the document, if desired.

Ordering Information

What Your Customers Need to Get Started with Image Scanning

Your customers will need an HP ScanJet Plus scanner and at least one HP scanner interface kit for image scanning. Here's a list of products and their contents.

HP 9195A ScanJet Plus Scanner	HP 88296A PC Interface Kit	HP 88496A PS/2 Interface Kit	HP 88396A Macintosh Interface Kit
HP ScanJet Plus Scanner	Scanning Gallery Plus 5.0 *	Scanning Gallery Plus 5.0 *	Desk Gallery Plus*
Power Cable	User's Guide	User's Guide	User's Guide
Set-up Instructions	AT-compatible Interface Card	MicroChannel Interface Adapter	Interface Pod
	Interface Cable	Interface Cable	Interface Cable
			SCSI Terminator (SCSI System and PeripheralCables not included)
	<i>*Contains image-scanning and image-editing software</i>		

What Your Customers Need to Get Started with Text Scanning

The scanner supports many text scanning packages. Encourage your customers to select the text-scanning product that best meets their needs. We recommend testing representative documents using the HP ScanJet Plus scanner and different text-scanning products. The automatic document feeder is a recommended option for text scanning.

HP offers a text-scanning product which works on AT-compatibles or MicroChannel computers. An 80286 processor is required, but 80386SX or 80386 is recommended. Scanning Gallery Plus 5.0 and a full version of Microsoft Windows 2.11 or 3.0 are required.

HP 88596A
AccuScan Software

HP 88195A
Automatic Document Feeder

AccuScan Text-Scanning Software

Users Guide

Current ScanJet Plus or ScanJet customers who wish to use AccuScan software must purchase an upgrade to Scanning Gallery Plus 5.0 in addition to the AccuScan software. They must have a system which meets the configuration requirements specified on page 10. Customers may purchase the Scanning Gallery Plus 5.0 upgrade by calling **1-800-848-9283**.

Other Options Available for the HP ScanJet Plus Scanner

Standard Unit

HP 9195AB	HP ScanJet Plus Scanner — 220/240V, Power cord for Europe
HP 9195AG	HP ScanJet Plus Scanner — 220/240V, Power cord for Australia and New Zealand
HP 9195AQ	HP ScanJet Plus Scanner — 220/240V, Power cord for Switzerland
HP 9195AU	HP ScanJet Plus Scanner — 220/240V, Power cord for UK, Singapore, and Malaysia
HP 9195AY	HP ScanJet Plus Scanner — 220/240V, Power cord for Denmark

Cables

HP 92166F	SCSI Peripheral Cable
HP 92166G	SCSI System Cable

Accessories

HP 92259N	100% cotton, anti-static, water-repellent, custom-fitted dust cover
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Sales and Reference Literature Available for the HP ScanJet Plus Scanner

Publication # Description

5952-2974	Sales Kit: Folder to keep the ScanJet Plus sales literature orderly. Contains all the literature pieces listed above. Reorder pieces to keep your Sales Kit complete.
5952-2975	Sales Guide: Features and benefits, technical and ordering information.
5952-2976	ScanJet Plus Product Brief: Product specifications, ordering information, and an overview of features and benefits.
5952-2977	AccuScan Product Brief: Product specifications, ordering information, and an overview of features and benefits.
5952-2978	Flip Chart: Point of sale piece describing the many uses of the HP ScanJet Plus scanner.
5952-2979	Competitive Matrix: Helps you sell against competitors.
5952-2980	Text-Scanning Primer: A tutorial booklet to introduce end users to text scanning.
5952-2981	PC Set-up Guide: Instructions to connect the HP ScanJet Plus scanner to an AT or compatible computer.
5952-2982	PS/2 Set-up Guide: Instructions to connect the HP ScanJet Plus scanner to a PS/2 computer.
5952-2983	Macintosh Set-up Guide: Instructions to connect the HP ScanJet Plus scanner to a Macintosh computer.

Setting Up

Recommended System and Memory Configuration for HP Scanning Gallery Plus 5.0 Software

Use the following table to configure your system for Scanning Gallery Plus 5.0 software.

HP Scanning Gallery Plus 5.0 Software System Configuration

	Required	Recommended
Computer System	286 based system with a clock speed of 8 megahertz or greater	286, 386sx, or 386 based system with a clock speed of 12 megahertz or greater
Operating System	DOS 3.3 or 4.01 Windows 2.11 or 3.0	DOS 3.3 or 4.01 Windows 2.11 or 3.0
Memory	640 kilobytes	640 kilobytes plus 1 megabyte RAM
Flexible Disk Drive	1.2 megabyte (5.25") or 720 kilobyte (3.5") disk drive	1.2 megabyte (5.25") or 720 kilobyte (3.5") disk drive
Hard Disk Drive Space	4 megabytes available disk space	4 megabytes available disk space; 40 megabyte hard disk drive
Monitor	EGA	VGA
Pointing Device	MS Windows-compatible device	MS Windows-compatible device
Scanner	HP ScanJet scanner and interface card with Scanning Gallery Plus 5.0	HP ScanJet Plus scanner and interface card with Scanning Gallery Plus 5.0

Recommended System and Memory Configuration for HP Desk Gallery Plus Software

Use the following table to configure your system for Desk Gallery Plus software.

HP Desk Gallery Plus Software System Configuration

Memory	Data Storage	Operating System
1 megabyte or more	20 megabyte or larger hard disk	System Tools 6.03, 6.04, and 6.05

Current Peripheral Configuration

	No External SCSI Devices	One External SCSI Device	Multiple External SCSI Devices
Required to Operate ScanJet Plus:	System Cable HP 92166G	Peripheral Interface Cable HP 92166F	Peripheral Interface Cable HP 92166F



Recommended System and Memory Configuration for HP AccuScan Software

Use the following table to configure your system for Scanning Gallery Plus 5.0 and AccuScan software.

HP AccuScan Software System Configuration

	Required	Recommended
Computer System	286 based system with a clock speed of 10 megahertz or greater	286, 386sx, Or 386 based system with a clock speed of 16 megahertz or greater
Operating System	DOS 3.3 or 4.01 MS Windows 2.11 or 3.0	DOS 3.3 or 4.01 MS Windows 2.11 or 3.0
Memory	2 megabytes RAM (1 megabyte base in which the RAM between 640 kilobytes and 1 megabyte is available as extended memory, plus 1 megabyte additional memory compatible with LIM* 4.0)	3 megabytes RAM (1 megabyte base plus 2 megabytes additional memory compatible with LIM 4.0)
OR		
	640 kilobytes base plus 2 megabytes additional memory compatible with LIM 4.0	
Flexible Disk Drive	1.2 megabyte (5.25") or 720 kilobytes (3.5") disk drive	1.2 megabyte (5.25") or 720 kilobytes (3.5") disk drive
Hard Disk Drive Space	7 megabytes available disk space	7 megabytes available disk space; 40 megabyte hard disk drive
Monitor	EGA	VGA
Pointing Device	MS Windows-compatible device	MS Windows-compatible device
Scanner	HP ScanJet scanner and interface card with Scanning Gallery Plus 5.0	HP ScanJet Plus scanner and interface card with Scanning Gallery Plus 5.0

*LIM is the standard developed by Lotus, Intel, and Microsoft for expanded memory. Check the documentation that came with the expanded memory to see if it is compatible with LIM 4.0.

Technical Information

Scanner Type

Flatbed

Optical Resolution

300 dpi (dots per inch)

Grayscale

4 bit (16 grayscale levels)
and 8 bit (256 grayscale levels)

Scanning Speed

10 seconds* for A4 or letter size, line
art or dithered mode, 300 dpi (dots per
inch)

Scaling

4 to 200% in 1% increments at 300 dpi
resolution (scaling range dependent
upon resolution)

Maximum Document Size

Flatbed glass: 216 x 297 mm (8.5 x
11.7 inches)

Optional automatic document feeder:

216 x 356 mm (8.5 x 14.0
inches) will hold approximately 20
sheets

Light Source

Flourescent lamp with automated
calibration

Interface

Bidirectional Centronics for PC
systems and SCSI adapter for
Macintosh

Drop Out Color

Yellow

Environmental Ranges

Temperature

Operating: 5 to 40 degrees C
(41 to 104 degrees F)

Storage: -40 to 60 degrees C
(-40 to 140 degrees F)

Humidity

Operating: 10 to 90% non-condens-
ing (5 to 35 degrees C); 10 to 60%
non-condensing (35 to 40 degrees C)

Storage: 10 to 90% (0 to 40 degrees
C), 10 to 60% (40 to 60 degrees C)

Power Requirements

Voltage

Range: 100/115 VAC (9195A) or
220/240 VAC (9195AB)

Frequency

50/60 Hz (9195A) or 50 Hz (9195AB)

Consumption

40W maximum

Physical Specifications

Scanner

Height: 107 mm (4.2 inches)

Width: 345 mm (13.6 inches)

Depth: 480 mm (18.9 inches)

Net weight: 7.5 kg (16.5 lb)

Shipping weight: 9.0 kg (19.8 lb)

Automatic Document Feeder

Height: 73 mm (2.9 inches)

Width: 343 mm (13.5 inches)

Depth: 526 mm (20.1 inches)

Net weight: 3 kg (6.6 lb)

Shipping weight: 5.8 kg (12.7 lb)

Product Certifications

9195A: UL 478: Electronic Data
Processing Equipment (EMRT) Fifth
Ed; UL 114: Office Appliances and
Business Equipment (QAOT); CSA
C22.2 #220: Data Processing
Equipment; FCC: Class B Part 15 for
computing equipment.

9195AB: IEC 380 and 435; VDE:
FTX 1046/84 (VDE Level B).

Questions concerning regulatory
agency compliance should be directed
to the local Hewlett-Packard Sales
and Service Office.

Warranty Policy

Hewlett-Packard warrants the HP
ScanJet Plus scanner against defects
in materials and workmanship for a
period of one year from receipt by the
end user. Alternate warranty
coverage is available. Contact your
HP Sales Office or representative for
details of other warranty options.

The unit must be returned to an
authorized HP repair facility or HP
dealer with shipping prepaid.

Warranty coverage includes all
non-customer damage failures, except
service or modification by
unauthorized HP repair facilities or by
hardware, software, interfaces, or
peripherals not provided by HP.

For more information, call your
local HP sales office listed in
your telephone directory or call
1-800-752-0900 for the location
of your nearest sales office.

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*Does not include lamp warm-up time.