

Kodak alaris

Better Solutions.

Bigger Margins.

A Stronger Future.

**See the
Difference**



Kodak Alaris Partner Program

Take Your Business to New Heights

Comprehensive and margin-smashing, the Kodak Alaris Partner Program unlocks new revenue streams and enables you to grow your profitability, fast. We're the only vendor that provides both intelligent document processing (IDP) solutions and scanning hardware. Our Partner Program is the only one that offers the tools, assets, support, and freedom you need to grow wherever and however you want to grow.

Expand your portfolio with our award-winning software, hardware, solutions, and services—and accelerate your business like never before.

Why Partner with Kodak Alaris

100% partner-driven organization – we will never compete with you

Best in Class Partner Program

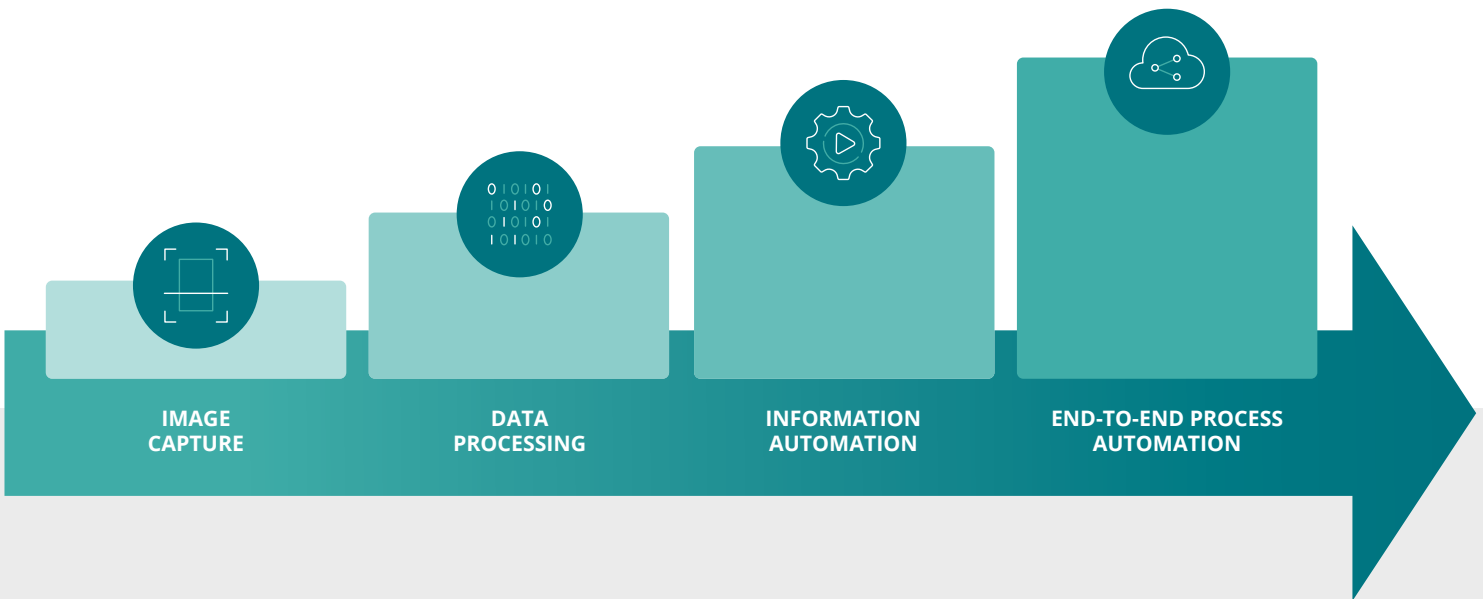
- Significant earnings potential with Industry leading margins
- Strong partnerships by providing superior support from sales, pre-sales, solution architects, marketing, field engineers, and more!

World Class Support & Services

- World-Class dedicated services team for Kodak Alaris and all major scanner brands
- Kodak Alaris employees, not subcontracted out

Broad Portfolio

- The only manufacturer that offers a full range of Scanners, Software and Services
- Scanners range from 20 ppm desktop to 110 ppm sorting capabilities & FADGI compliant
- Named 'Major Player' for IDP SW by IDC
- Industry-leading AI Tools
- Offerings that allow you to personalize and brand as your own our innovative, first-to-market, virtually un-hackable scanning solution.
- Full Range of Professional Services ensuring customer success



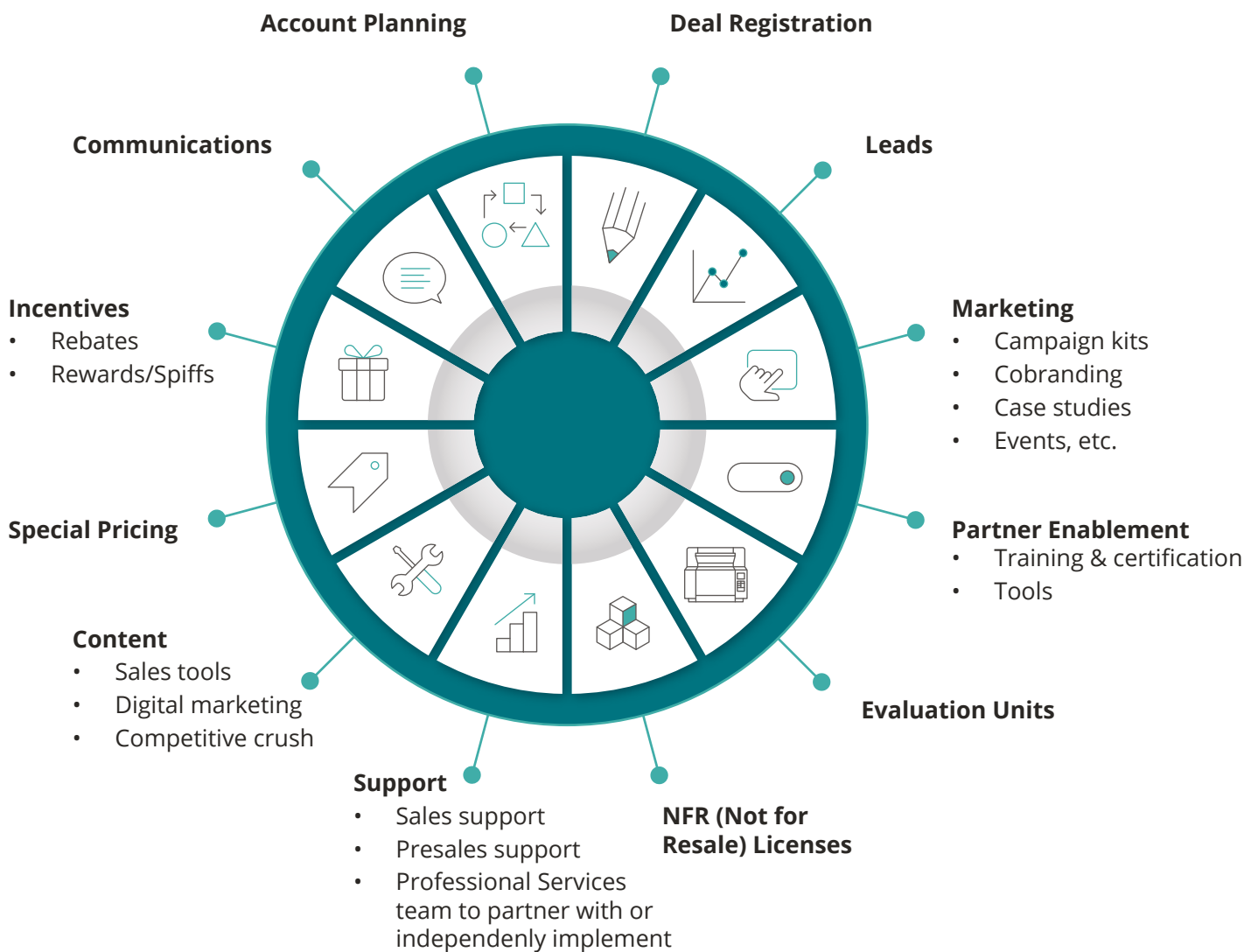
Driving Innovation to help you stay competitive

- Organizations seek to extend their **digital transformation journeys** beyond simple digitization.
- The need for automation and artificial intelligence (AI) is driving major buying decisions across numerous industries.
- While many vendors offer *either* digitization or AI-powered automation solutions, **Kodak Alaris uniquely offers *both***, enabling our partners to **simultaneously expand and simplify their portfolios**.
- By automating manual tasks and identifying better solutions to data capture and information processing challenges, our partners are delivering a multitude of benefits that positively impact their customers' performance and profitability.
- We **transform documents into business-critical data** by sending information to the right place at the right time—**quickly, accurately, securely, and reliably**.



What You Get

The Kodak Alaris Partner Program is a robust program designed to provide you with the skills and knowledge you need to accelerate your business by fully leveraging our portfolio, incentives, and resources.



As You Grow, So Do the Benefits!

Whether you want to sell hardware, solutions, or both, we have a plan for you!

SCANNER & SERVICES

		REGISTERED	PREMIER	ELITE
Requirements	Register on portal	•	•	•
	Revenue		Minimum revenue	Minimum revenue
	Training		Minimum 1 sales trained	> 1 dedicated and certified resources
	Business planning		Marketing plan created to benefit from MDF	Business and marketing plans Quarterly target & QBR
Benefits	Sales tools	•	•	•
	Marketing tools		•	•
	Deal registration	•	•	•
	Channel incentives	Eligible	• •	• • •
	Leads		•	•
	MDF		Eligible	•
	Sales support		•	•
	Pre-sales support			•
	Competitive crush			•
	Project pricing		•	•
	Rebates		•	• •
	Rewards*	•	•	•
	Partner summits invitation			•
	Demo units	•	•	•

* Geographical limitations apply

SOFTWARE SOLUTIONS

	Registered Solutions Reseller	Premier Solutions Provider	Elite Solutions Provider
Revenue Requirement Licenses, Renewals, Professional Services	N/A	Minimum Revenue	Minimum Revenue
Joint Account Plan	N/A	Required	Required
Initial License	X	XX	XXX
Renewals	X	XX	XXX
Rewards / Spiff Program	Yes	Yes	Yes
Professional Services	X	XX	XXX
Sales Certification	N/A	1 person	2 people
Technical Certification	N/A	1 person	2 people
Marketing Support / Leads	N/A	Available	Available
* INFUSE Smart Connected Scanning Solution	INFUSE is a unique solution, developed by you, so you determine your sales price and margin.		

Note: Qualifying Products - Info Input Solution, excluding OCR engine modules..



Team Up with a Reliable Vendor

Our partner community is an extension of our team. Together, we reach new customers, deliver more effective outcomes, and accomplish collective goals. We strive to help you better serve customers and deliver the best solutions, enabling you to drive client acquisition, satisfaction, and growth.

Connect with us today!

Visit: www.AlarisWorld.com

Apply for a Partner Portal account:

partners.alarisworld.com

Contact us:

AlarisWorld.com/go/contactus

Kodak alaris



Services from
Kodak alaris

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