

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

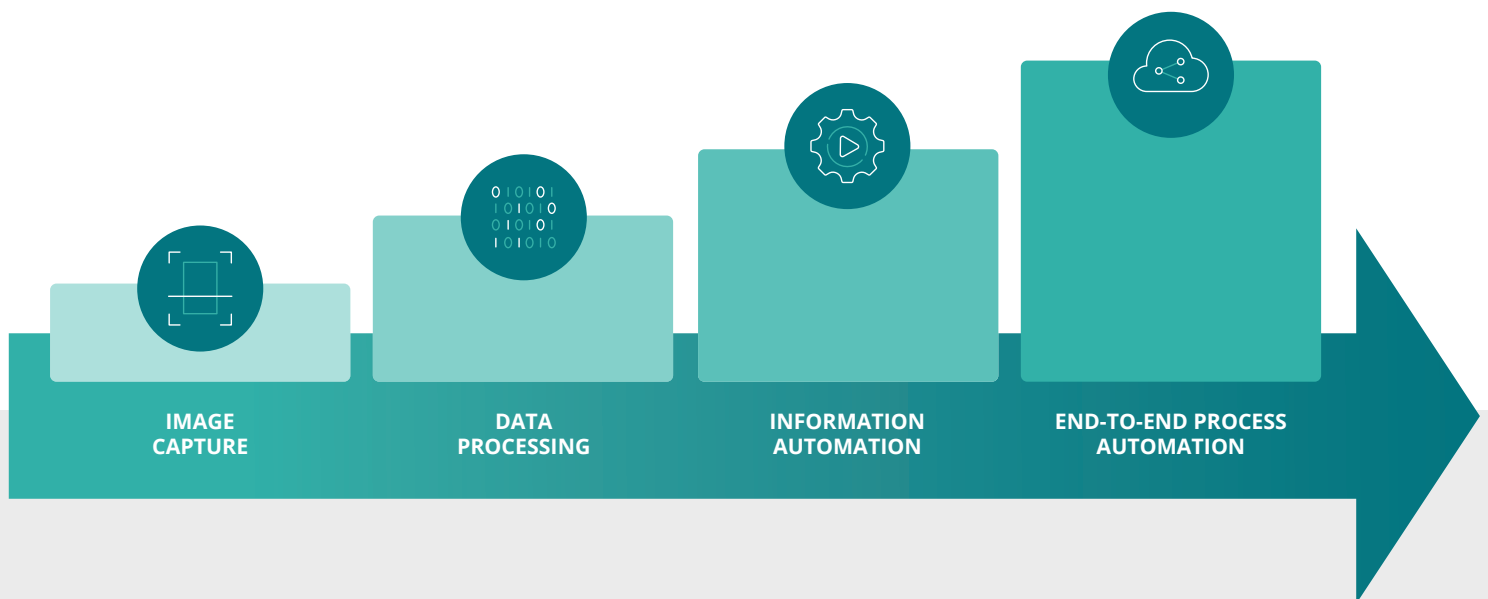
- Significant earnings potential with Industry leading margins
- Strong partnerships by providing superior support from sales, pre-sales, solution architects, marketing, field engineers, and more!

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



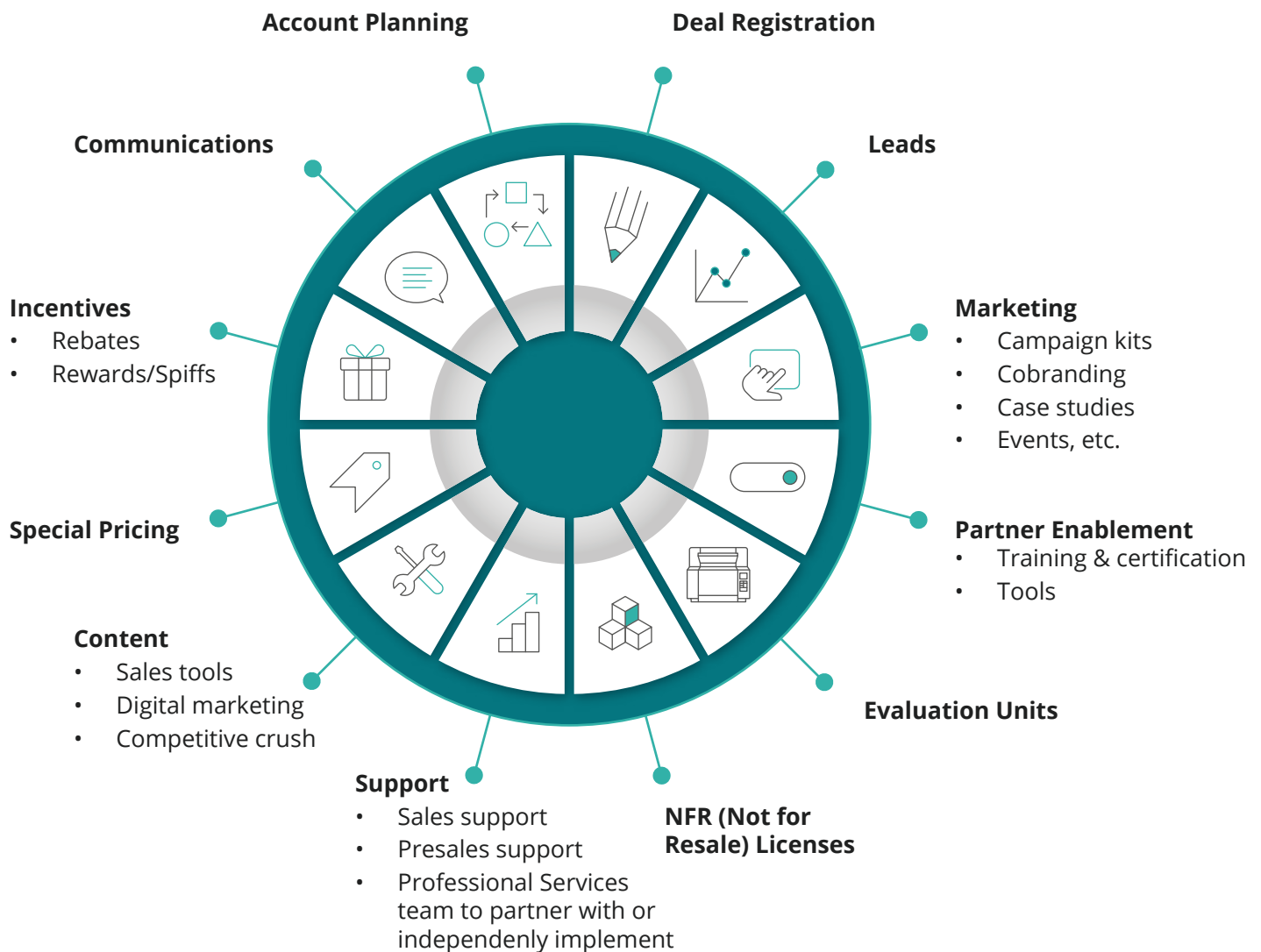
Driving Innovation to help you stay competitive

- 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!

SOFTWARE SOLUTIONS

Industry leading margins where the more you put in, the more you get back.

	Registered Solutions Provider	Premier Solutions Provider	Elite Solutions Provider
Revenue Requirement Licenses, Renewals, Professional Services	N/A	\$100K	\$250K
Joint Account Plan	N/A	Required	Required
Initial License	30%	40%	45%
Renewals	30%	40%	45%
Rewards / Spiff Program	Yes	Yes	Yes
Professional Services	7%	7%	7%
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.

Renewals of Solutions from Kodak Alaris are just as valuable as new deals, and our rebates reflect that. Renewal rebates are equal to new solution sales—and are one of the many revenue streams available when you promote solutions and services from Kodak Alaris.

SCANNERS & SERVICE

The most comprehensive scanner line-up, with the most robust program elements.

Program	Benefit
Deal Registration Rewards you with additional rebates when you actively find opportunities	Earn up to 10% of list price
Trade-In Program Encourage your customers to refresh by offering cash incentives or increase your margin with this backend rebate program.	Earn up to \$5,000 on a single scanner
Rewards Program Exciting spiff program where Reseller Sales Representatives earn cash on sales of products from Kodak Alaris.	Earn up to \$1,120 per unit sold
Care Kit Registration Rebate Gain additional rebates when you register your customers' Kodak Care Kits.	Earn up to 10% of list price
Evaluation Program Show your prospects how beautifully Kodak Scanners perform within their own environments.	

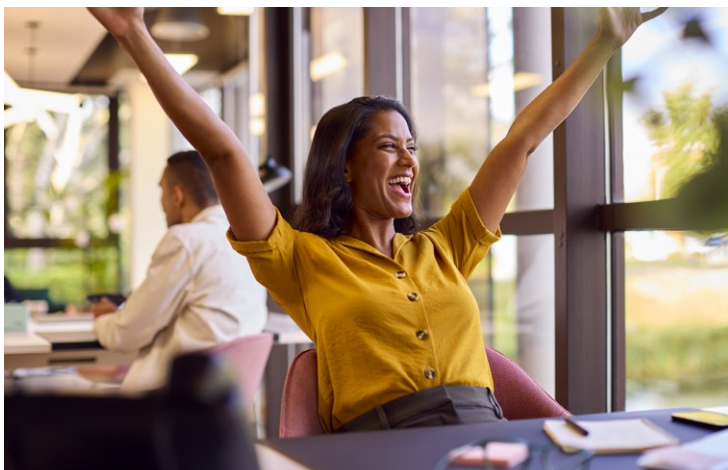
Rebate stacking means your dollars really add up!

When you combine available rebates, your margins grow and grow. For example:



	KODAK S2070 Scanner	KODAK S3120 Max Scanner	KODAK i5250 Scanner
MSRP	\$1,100	\$6,700	\$33,300
Minimum Advertised Price (MAP)	\$990	\$6,030	\$29,970
Estimated Reseller Cost	\$869	\$5,290	\$27,340
Rebates Available			
Deal Registration	\$110	\$900	\$4,329
Competitive Scanner Trade-In Rebate	\$80	\$800	\$2,500
Reseller Cost After Rebates	\$679	\$3,590	\$20,511
Margin Per Scanner Sold	\$421	\$3,110	\$12,789
Additional earning potential with KODAK Care Kits:	—	Deal Registration up to \$187 available!	Deal Registration up to \$509 and Registration rebate up to 10% MSRP available!

Reseller Sales Rep Reward SPIFF	\$60	\$150	\$500
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Here is the key:

All Kodak Alaris rebates are based on MSRP and not your cost.

This means more money in your pocket when compared to other manufacturer programs.



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!

Email: InsideSales@kodakalaris.com

Or visit: www.AlarisWorld.com

NOTES: All prices shown are USD. Estimated costs are noted above; your actual cost may vary and will be provided by your Value-Added Distributor.

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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TM/MC/MR: Alaris, ScanMate
10/23