

Kodak Alaris Developer Program

Real Power to Expand, Connect, and Grow Your Business

The Kodak Alaris Developer Program is as unique, flexible, and solution-focused as you are

As a software solution provider (ISV) or system integrator (SI), you create customized solutions for customer challenges. You select the best, most appropriate technologies and combine them into ideal systems. When you team with Kodak Alaris, you gain powerful tools to help you solve common and uncommon information management challenges. We help you expand, connect, and grow in meaningful ways.

Why the Kodak Alaris Developer Program is different and better

Kodak Alaris is much more than a technology company offering hardware, software, and services. The Kodak Alaris partner ecosystem benefits from an integrated approach to better information capture and management. And we continue to develop the products, tools, and targeted developer programs that address your unique needs and those of your customers.

We give you flexible options for -

- Connecting scanning directly to cloud applications like SharePoint, Box and Google Drive
- Providing kiosk-like scanning solutions that enable seamless integration into software applications
- Connecting devices to PC-based scanning software
- Creating smart, connected, scanning solutions that combine your software application with Kodak Alaris hardware and software
- Centrally managing a fleet of devices

Redefining the concept and value of team work

To grow with you, we have to get to know you (and vice versa). To transform good intentions into real advantages, we go beyond typical spiff or bonus programs to learn about your specific areas of expertise and how our assets and ideas can help take your business further.

Here's a brief summary of some of the advantages, support, and incentives available.

Strong technical support

- Technical support and access to technical tool kits, including development code for integration, NFR licenses, etc.
- Extensive technical training
- Three Steps to Success Implementation process designed for the INfuse Smart Connected Scanning Solution
- Use-case development and requirements gathering for Proof of Concept creation
- Library of FAQs and documentation
- Access to pre-released devices

Extensive co-marketing support

- Joint events, press relations, custom marketing support and case study creation
- Business Development Funds (BDF)
- Evaluation and seed scanner units
- Incentives for Solution Providers and ISVs selling Kodak Alaris products via the Kodak Alaris Partner Program
- Special pricing available for bundled solutions

True collaboration

- Account management and integration team support
- Joint business planning
- Event/speaking opportunities, teaming with Kodak Alaris at tradeshows, conferences, industry webinars, etc.
- Access to our reseller partner base

New connections for smarter, connected and scalable capture

The INfuse Smart Connected Scanning Solution is a standalone, network-connected, enterprise-grade scanning solution that sits at the front edge of your processes and integrates directly into line of business systems. The sooner data is captured, the sooner organizations can understand and use it. Customers become more productive and more efficient with tasks that in the past may have taken days to complete – due to a lack of information or waiting for information to arrive – now reduced to hours.

Now your customers can onboard content directly into business processes and receive real-time acknowledgement at the point of scanning. Thanks to immediate exception notifications, missing forms, signatures, and other crucial information can be caught and corrected instantly, saving money and improving the customer experience.

Explore a very intelligent solution

Driverless and pc-less, the INfuse Solution is designed to efficiently onboard document content into a business process. The solution consists of Kodak Alaris hardware and software, along with your application, providing simplified setup and optimized content onboarding into business applications.

This intelligent solution is supported by a robust development program, including a bi-directional API, automated device set-up tools, workflow configurations, and technical support for your developers.



Expand, connect, and grow with Kodak Alaris

The Kodak Alaris Developer Program is designed to provide you with access to the sales, marketing and technical support that you need to develop, integrate and promote your solutions in your existing market and new ones around the globe. If your current coverage area is regional, our global presence can help you expand to other regions. Plus, you can expand your reach by including scanners and software that might not be part of your portfolio today.

By focusing on what we do best, we help you optimize your expertise, as we collaborate and connect with you. We have an extensive network of resellers and customers and we'll be happy to introduce you to them, too.

Together, we can deliver the most innovative and competitive solutions to our joint customers. Working together empowers both of us to grow, finding new customers and solving their digital transformation and automation challenges together. We help close deals faster because we are the best imaging provider and the easiest and most flexible to work with – from presentation to integration, from sales to marketing, and beyond.

Want to learn more?

AlarisWorld.com/landing-page/alaris-developer-program

Contact us:

AlarisWorld.com/go/contactus

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