

Alaris Independent Software Vendor (ISV) Alliance

Real Power To Expand, Connect, and Grow Your Business



You're Unique, Solution-Focused, and Flexible. So is the Alaris ISV Alliance.

As an ISV, you nimbly create customized solutions for customer challenges. You select the best, most appropriate technologies and combine them into ideal systems. When you partner with 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 Alaris ISV Alliance is different and better

To truly help you expand, connect, and grow, Alaris is much more than a technology company offering hardware and software. We researched extensively to define and understand today's world of data chaos and the big issues it creates. Then we developed the Alaris IN2 Ecosystem as an integrated approach to better information capture and management. (Please see sidebar.) And we have, and continue to, develop the products, tools, and targeted ISV programs that address your unique needs and those of your customers.

Redefining the concept and value of "partnering"

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 specific advantages, support, and incentives available.

True collaboration

- Account management and integration team support
- Participation at the annual Alaris Partner Kick Off Meeting
- Joint business planning
- Event/speaking opportunities, teaming with Alaris, at tradeshow, conferences, industry webinars, etc.
- Access to our reseller partner base



Strong technical support

- Technical support and technical software development kit, including development code for integration, NFR licenses, etc.
- Extensive technical training
- Access to pre-released devices

Extensive co-marketing support

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

Expand, connect, and grow with Alaris

Our alliance 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 offer more by including scanners and software that might not be part of your portfolio today.

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

Together, we can deliver the most innovative and competitive solutions to our joint customers. Tackling Data Chaos in partnership empowers both of us to grow - finding new customers and solving their Data Chaos 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.



At Alaris, we're all about mutual commitment and investment for success together - yours and ours. To explore all the possibilities and expand, connect, and grow with us, [click here](#).

Solutions that harness the power of Data Chaos

Today, businesses need a better way to deal with and profit from the mountains of data created everyday. Depending on the industry, many companies possess between one and 12 million gigabytes of information. The solution to this Data Chaos is digital transformation, and that's one of Alaris' key areas of practical, strong expertise.

Unless companies extract meaning from their ever-increasing volumes of data, they miss opportunities to grow. Digital transformation pulls insights from integrated data making it easier to share, mine meaningfully, comprehend the comparative value of various business processes, and determine areas of improvement within particular functions and workflows.

Results: increased top-line profits, a distinct competitive edge, and substantial improvements in data accuracy and efficiency.

Five key challenge areas and "partnerable" solutions

Here are five areas where digital transformation can create winning outcomes for you and your customers when you partner with Alaris -

- **Mailroom:** When a mailroom is equipped with seamlessly automated workflows to rapidly manage data, the impact on the top line can be huge. Employees have more time to focus on core job functions, and time-critical documents move at the speed of business.
- **Customer Onboarding:** Customer onboarding powered by digitized processes leads to increased customer satisfaction, and even higher lifetime value per customer.
- **Accounts Payable:** When extra insight makes Accounts Payable more intelligent and automated, suppliers can serve customers at the right time for their needs. Their staff can then focus on future projects to move the business forward.
- **Forms Processing:** Well-architected workflows for form recognition, information extraction, and quality assurance remove bottlenecks to success and accuracy and save significant amount of time.
- **Records Management:** Digital records management offers many advantages over paper solutions, including the ability to synchronize information, increase security, and quickly access critical documents.

Alaris IN2 Ecosystem

Today's complex data environment needs an integrated approach to information capture. The Alaris IN2 Ecosystem delivers the best information capture solution for your business with industry-leading scanners, software, and services delivered by a network of trusted partners.

Alaris IN2 Ecosystem gives you the:

- **Right Fit:** Solutions to fit your business goals, environment, and budget
- **Right Experience:** Solutions that simplify your work—from acquisition through operation and ownership
- **Right Results:** Solutions that deliver superior business value through fast, accurate, reliable information capture

To learn more, alarisin2.com

Want to learn more?

www.kodakalaris.com/b2b

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