



## Alaris Partner Program

# Let's unlock our future, together!

## The Alaris Partner Program Expands and Grows

We are dedicated to offering a partner experience that helps your business Expand, Connect, and Grow.

**Expand** your offerings with our portfolio of award-winning distributed and production scanners, software, and services.

**Connect** with more leads through demand generation programs and sales enablers delivered by our new partner portal.

**Grow** profitable revenue, customer satisfaction and repeat business with our lucrative channel program and incentives.

### **An integrated approach to digital transformation.**

Partnering with Alaris helps you find new ways to deliver digital transformation innovation by expanding your offerings and reach into new sources of profitable revenue. Alaris helps partners meet customer needs for digital transformation with software, services and scanner solutions for all types of businesses.

Together, we can offer your customers a fully integrated way to use data to drive efficiency, growth, and profitability.

**Science:** Help customers capture, recognize, and extract more information from data

**Technology:** Innovative software and devices to store, share, and integrate data with business processes and applications

**Partnership:** Service installation, training, support, and consultation

### Alaris Partner Program Benefits

#### Lead generation

- Qualified leads from Alaris marketing campaigns
- Marketing assets to create your own campaigns

#### Deal registration

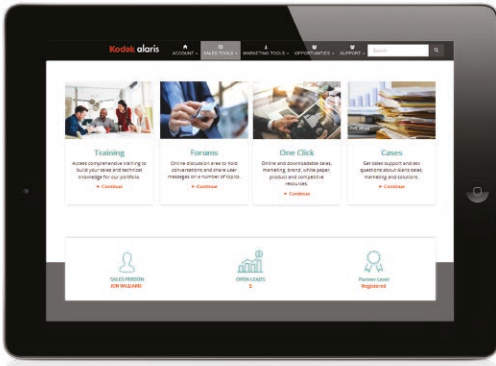
- Partner Portal lets you register deals that meet requirements

#### Selling and partnership incentives

- Updated benefits to support how today's business gets done
- Incentives increase with your partnership commitment to Alaris

#### Multifaceted marketing tools

- Extensive research, competitive information and "why-to-buy" tools are just one click away
- Reseller Locator on the Alaris Website increases your visibility and awareness to customers



## We're making partnership easier with a new portal for today's business environment

- Access from any device with a mobile-friendly design
- Deal registration, business planning, and opportunity management that saves time and streamlines processes
- Sales enablement tools, training, and certification in one click with single sign-on
- Assets and support for marketing activities
- Apply for a portal account at [partners.alarisworld.com](http://partners.alarisworld.com)

# Alaris Partner Program Membership Tiers and Benefits

Partner Program levels reward you for sales and provide the power to find and close deals. The more you sell, the more you make. After you apply for partnership, we will work together to determine the Program Tier that's right for your business and level of engagement.

	REGISTERED	PREMIER	ELITE
<b>Requirements</b>	<ul style="list-style-type: none"> <li>▪ No criteria to qualify</li> <li>▪ Register on portal</li> </ul>	<ul style="list-style-type: none"> <li>▪ Sales volume target</li> <li>▪ Initial investments in business plan, sales and technical training</li> </ul>	<ul style="list-style-type: none"> <li>▪ Higher sales volume targets</li> <li>▪ Business and marketing plans developed</li> <li>▪ Sales and technical training</li> </ul>
<b>Benefits</b>	<ul style="list-style-type: none"> <li>▪ Access to Selling Incentives</li> <li>▪ Access to basic benefits, sales tools, and other resources</li> </ul>	<ul style="list-style-type: none"> <li>▪ Access to more selling incentives</li> <li>▪ Access to sales and marketing tools</li> </ul>	<ul style="list-style-type: none"> <li>▪ Access to greater selling incentives</li> <li>▪ Access to expanded sales and marketing support and resources</li> </ul>

## We only succeed when you do.

The award-winning Alaris Partner Program is designed to enable our success by enabling yours. Here's how:

**We're easier to work with** - a single point of contact for all resources and assistance

**You'll be a product expert** - product knowledge can be accessed and absorbed quickly

**You'll make more money** - through incentives and the support you need to close sales

## Expand, Connect, and Grow today!

To get started today, contact your Alaris Sales Manager or visit [AlarisWorld.com/go/partnerprograms](http://AlarisWorld.com/go/partnerprograms)

### Want to learn more?

[AlarisWorld.com/go/partnerprograms](http://AlarisWorld.com/go/partnerprograms)

### Apply for a Partner Portal account:

[partners.alarisworld.com](http://partners.alarisworld.com)

### Contact us:

[AlarisWorld.com/go/contactus](http://AlarisWorld.com/go/contactus)

# Alaris

a Kodak Alaris business

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TM/MC/MR: Alaris  
02/19