



The Alaris Global Alliance Program

Create opportunities. Expand existing relationships. Build new business.

As a technology company with international presence, you prefer to work with partners who can match your scope and level of expertise. Partners who can team with you in synergistic ways to deliver truly beneficial advantages. Advantages like the ability to -

- **Expand your offerings** - through a portfolio of award-winning scanners, software, and services
- **Connect you with more qualified leads** - via demand generation and sales enablement programs
- **Grow profitable revenue, customer satisfaction and repeat business for you** - with lucrative channel programs and incentives

To achieve these benefits and others, we invite you and your company to become part of the Alaris Global Alliance Program.*

Benefits for Global Partners

The Program provides a partnership structure and extensive support for global organizations with demonstrated technology expertise. When you team with Alaris, you receive -

- Business development support to increase sales and service opportunities
- Alignment and visibility to our global network of technology partners and portfolio experts
- Dedicated global sales and marketing support
- Introductions to regional and local Alaris sales teams and channels to build connections
- Comprehensive technical and sales training resources, along with access to marketing resources and assets
- Significant selling incentives including a global pricing structure, rebates, referral fees, and others
- Elite Partner status and advantages for local/regional offices of Global Partners

Why team with Alaris?

Working closely with Alaris helps your company find new ways to deliver digital transformation and automation to existing and potential customers. Software, services, and scanning solutions from Alaris integrate powerfully and seamlessly with your offerings to build more business for you. Discover even more powerful and intelligent ways to use data to drive efficiency, growth and possibilities, thanks to the expertise of Alaris in –

- **Science** – helping customers capture, recognize, and extract more valuable information from data
- **Technology** – providing smarter software and devices to store, share, and integrate data with business processes and applications
- **Partnership** – offering service, installation, training, support, and consultation



About Alaris

Alaris is a leading global provider of information capture solutions. Our IN2 Ecosystem helps the world make sense of today's complex data environment with smart, simplified, connected solutions powered by decades of image science innovation. We strive to ensure that each aspect of the IN2 Ecosystem gives customers the –

- **Right Fit** – to fulfill their business goals, environment, and budget
- **Right Experience** – to simplify everything, from acquisition to operation and ownership
- **Right Results** – offering superior business value through fast, accurate, reliable information capture

Let's expand, connect, and grow... together

Combine our science/technology/partnership approach with your company's knowledge, expertise, and people and we can collaborate to offer true synergistic advantages. Together we can help customers leverage the power of information, reduce costs and process complexity, save time, and optimize business processes.

We're ready to get started on a relationship that creates new opportunities, expands existing relationships, and builds new business. Join us in the Alaris Global Alliance Program.

About Alaris, a Kodak Alaris Business

Alaris is a leading provider of information capture solutions that simplify business processes. We exist to help the world make sense of information with intelligent, connected solutions powered by decades of image science innovation. Our award-winning range of scanners, software and services are available worldwide, and through our network of channel partners. For more information, please visit AlarisWorld.com and follow us [@AlarisWorld](https://twitter.com/AlarisWorld).

Want to learn more?

AlarisWorld.com

Contact us:

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Alaris

a Kodak Alaris business

*Global Alliance Program participants demonstrate technology expertise, have developed business and marketing plans, and have completed sales and marketing training through Alaris.

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