

Our partners are our power

Introducing the Alaris Partner Program from Kodak Alaris Information Management

Welcome to an all-new, modern partner experience to help your business Expand, Connect, and Grow.



Expand your offerings with our portfolio of world-class distributed and production scanners, capture solutions, and service.



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



Grow profitable revenue with our lucrative channel program and incentives.

An integrated approach to digital transformation.

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

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

- Access from any device with a mobile-friendly design
- Co-branding resources to market your business
- Assets and support for marketing activities
- Sales enablement tools, training, and certification in one click with single sign-on
- Deal registration, business planning, and opportunity management that's integrated with our CRM to save time and streamline processes

More ways to grow

Lead generation

- Qualified leads from Kodak Alaris Information Management global campaigns
- Marketing automation tools and assets to create your own campaigns

Deal registration

- Registration for deals that meet requirements

Selling and partnership incentives

- Redesigned benefits and bonuses to support how today's business gets done
- Additional incentives increase with your partnership commitment to Kodak Alaris Information Management

We only succeed when you do.

The Alaris Partner Program is built 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 understand what you're selling

Product knowledge can be accessed and digested quickly

You'll make more money

Through incentives and the support you need to close sales



Alaris Partner Program membership tiers and benefits

Registered

Requirements

- Register on Portal

Benefits

- Training & Certification
- Access to Sales Tools
- Access to Marketing Support
- Web Syndication
- Social Syndication
- Access to Competitive Crush
- Business Development Funds
- Evaluation Units
- Logo Usage
- Access to Rebates
 - Deal Registration
 - Government Rebate
 - Trade-In Program
 - Kodak Care Kit Registration Rebate

Premier

Requirements

- Register on Portal
- \$100K+ Annual Revenue*
- Minimum 1 Sales Rep Certified

Benefits

- Training & Certification
- Access to Sales Tools
- Access to Marketing Support
- Web Syndication
- Social Syndication
- Access to Competitive Crush
- Business Development Funds
- Evaluation Units
- Logo Usage
- Access to Rebates
 - Deal Registration
 - Government Rebate
 - Trade-In Program
 - Kodak Care Kit Registration Rebate
 - Scanner Backend Rebate

Elite

Requirements

- Register on Portal
- \$400K+ Annual Revenue*
- 2+ Sales Reps Certified
- Documented Business Plan

Benefits

- Training & Certification
- Access to Sales Tools
- Access to Marketing Support
- Web Syndication
- Social Syndication
- Access to Competitive Crush
- Business Development Funds
- Evaluation Units
- Logo Usage
- Membership Plaque
- Access to Rebates
 - Deal Registration
 - Government Rebate
 - Trade-In Program
 - Kodak Care Kit Registration Rebate
 - 2X Scanner Backend Rebate

* See Program KA41 for Full Details

† URL available as of 4/3/17

Expand, Connect, and Grow today!

To get started today visit partners.kodakalaris.com[†]

Kodak alaris
Information Management