



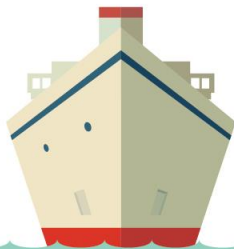
Kodak Alaris Software Program Overview

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Alaris (Kodak Alaris) Software Program 2018

Software Offerings

- (1) What's in the Box? Capture Pro LE / SmartTouch (not inc on 5x50's)
- (2) Capture Pro (KCP) – Thick Client
- (3) Info Input Solution – Thin Client
- (4) Software Subscription yearly option

Simplified Partner Program – 30% Margin for Partners

Alaris Support on Demos, PoC, Installation and Training

- Professional Services packages to help you succeed

***Product Configuration provided by NewWave Sales Team**

Alaris (Kodak Alaris) Capture Offerings

- **Thick & Thin Client Options – Alaris Capture Pro / Alaris Info Input Solution**
- **Simple Capture (No Form Recognition or AI)**
- **Database lookups, Barcode, Flexible Indexing, Image Controls**
- **Simplified Scan Capture for Advanced Capture Apps – Kofax, Ephesoft**
- **Integration into LoB Systems or EDMs – Box Client, AX Client, Others**

Kodak Capture Pro Differentiation

Installation

- **Simple to install, Thick client**
- Single or multiple scanners

Quick Trial – 30 Days

- Prospect can download software and start scanning in minutes

Support for other Scanner

- Can be used on other Scanner models – Group license needed available on web
- www.alarisworld.com

Single Purchase license

- **No image cost**
- Initial Cost based on speed of scanner

i5650 / i5850 Sorter

- Capture Pro fully integrated with the Sorter models

BPO / Service Bureaus

- Loved by Scan operators for ease of QC/Indexing
- Image Controls for poor docs

KCP - Opportunity Targeting

Centralized Scanning

- Scanners in one location – all docs sent into Central location

Image Controls

- Excellent user controls for Scan operators
- Great for poor / older documents
- Dual Stream Output

Sorting / IBML

- Large Scanning operations with Sorting needs evaluating IBML

Indexing & QC Flexibility

- Dual keying and other required Indexing procedures
- OMR recognition

Language Support

- 17 GUI and 126 OCR Languages



Kodak Info Input Solution Differentiation

Installation

- Simple to install, even for large implementations
- Only requires a server component to be installed
- Clients can Access from a browser

Central Management

- **IT Admin can manage, test, update, system remotely**
- Reporting and Batch management dashboard

Multi-Vendor Environment

- Uniform scan application for all TWAIN / ISIS scanners

Direct Integration

- Application Xtender, Box, SharePoint, IBM Filenet OpenText Platform, Kofax Capture

Concurrent-user Pricing

- Priced based on the number of concurrent users you want to support; there is **no page-volume license required**.

Cross-Platform Support

- We support Windows, Linux, Mac, Unix

Security

- All communication can be secured using standard SSL encryption.
- SSL Client and Server certificates can be used for extra security.

KIIS - Opportunity Targeting

Simplification

- Inconsistent capture applications across an enterprise can be simplified to a common Distributed Scan User Interface

Uniform Scan Application

- Even across a multi vendor environment, for all TWAIN / ISIS-compliant scanners

“Moving to the Edge” or “Scanning at the Point of Origin”

- Remote and branch scanning moves digitization – and its efficiencies – to the earliest point in the work process

Thick-client disadvantages disappear

- Decision makers are often unhappy with licensing fees, maintenance costs, server costs, end-user learning curves of thick client capture systems (e.g. Kofax Capture/Captiva)

Scanner Deployment and Management

- Architecture supports easy deployment of new devices or management of existing ones

Enables Cloud Offerings

- Allows BPOs and Service Providers to provide cloud capabilities

Customize Business Applications

- Add a Scan Button to a Line of Business application (e.g. new account opening)



Alaris Software Subscription Offering

- ❑ New Yearly Subscription Software offerings for Capture Pro and Info Input Solution
 - SKU's available through NewWave on Wed. September 19th.
- ❑ Bundled CAT#'s or SKU's will include a 12-month license and 12-month Software Assurance.
 - Professional Services for install, job setup or training are available to be added.
- ❑ Same Partner Margins (30% New Sales / 20% Renewals)
- ❑ Example: Capture Pro Group E (Alaris i4650, i4850, i5250 Scanners)
 - Purchase List Price = \$11,675 (Software License and 3yr Software Assurance)
 - Yearly Subscription List Price = \$3943 / yr.
- ❑ Example: Info Input Solution (1 Server / 5 Concurrent Clients)
 - Purchase List Price = \$21,460 (Software License and 3yr Software Assurance)
 - Yearly Subscription List Price = \$7,732 / yr.

Software Subscription Yearly Option Target

Vertical / Industry:	Life Insurance
Partner:	Partner / Kodak Alaris
Project:	Info Input Batch with 5 Client licenses
Value:	1 st year - \$7,732 + \$825 (Admin Training)
Partner Margin	1 st year = +\$2500 / 2 nd year and beyond = +\$1500

Customer Situation

Mostly Centralized Scanning using 8 Fujitsu Scanners and Kofax Capture
Costly system with significant Software maintenance and volume charges
Yearly Kofax Software Maintenance of \$10K
Scanning at slow speed due to VRS and Fujitsu combo

Customer Benefits

Significant time savings of active scanning
Cost savings year over year in Subscription model vs Kofax Software maintenance
Thin client application that can be managed by remote IT Admin

Partner Key Takeaways

Support?

- Demo, PoC, Installation and Training Support
- Alaris takes 1st Call for Support on PoC's and Production Solutions
- 3 Professional Services packages - for Installation, Job Setup and Training

Margins?

- 30% for all Software
- 20% margin on Renewals through NewWave



Ease of Config – Info Input?

- (2) Licenses for 90% of Solutions - Client License and Server License
- Same Client for all scanners and import (Network Folder / Outlook)
- No volume to consider / Concurrent licensing

Kodak Alaris Professional Services

- **Capture Pro** is Bundled with Startup Assistance (remote provided by KA Support team)
- **Info Input** Support Packages – 3 Key Packages – Discounted to NewWave
 - 1) Info Input Installation – est. 2 hours - \$550.00
CAT#: 1026608
 - 2) Info Input Admin Training – est. 3 hours - \$825.00
CAT#: 1026590
 - 3) Info Input Job Configuration / Batch Creation – 4 hours - \$1100.00
CAT#: 1026624

Technical Support: Contact Info, Positioning, Tech Questions

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Kodak alaris

Alaris Battlecard - Capture Pro / Info Input Solution

Alaris Capture Pro (KCP)

- Simple to Install, Thick client
- **Scanners in one location** (Docs sent to one Central location for scanning)
- **30-day Free Trial**, begin scanning in minutes
- Can be used on other scanners (link below)
- **No image cost** / Initial cost based on scanner speed
- Fully integrated with i5x50 Sorter Scanners
- Loved by Service Bureaus

Image Controls

- Excellent image controls for Scan operators
- **Great for poor / older docs**
- **Dual Stream** (color & B/W) Output

Supported Scanners Group (A-G) / **Trial Download**

<https://www.alarisworld.com/landing-page/supported-scanner-list>

Alaris Info Input Solution

- Single server to install and manage / users **access system from a web browser** or app (Thin-Client)
- No Application to support on PCs
- **Distributed Scanning / Multiple locations Scalable**
- **Concurrent Licensing** / share Client licenses among scan, index, QC, Admin, import (Folder/outlook)
- **Centralized Admin / Control Access**, users & groups
- Merge scanned and electronic images

Advanced Integration and Export

- Direct integration into advanced Capture or OCR Engines: **Kofax**, Captiva, DataCap, ABBYY & Nuance.
- Integrated into LoB apps: **AppXtender** / Box / OpenText / Salesforce / PeopleSoft

Contact **Kelly Garvey** for questions or config support

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