



Kodak Alaris Capture Pro & Info Input Solution Software Overview

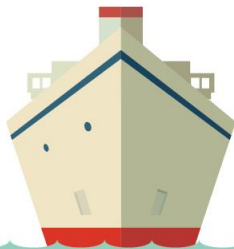
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&

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Alaris (Kodak Alaris) Software Program 2018

Alaris Capture Software Fit & Positioning (Simple Capture)

Software Offerings

- (1) What's in the Box? Capture Pro LE / SmartTouch
- (2) Capture Pro (KCP) – Thick Client
- (3) Info Input Solution – Thin Client

Alaris Support on Demos, PoC, Installation and Training

30% Margin for Partners

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

Export Flexibility

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

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 in

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



Alaris i4x50 / i5x50 Capture Pro Enhancement Option

Why add Capture Pro to an Alaris i4x50 / i5x50 Scanner?

- 1) i5250, i5650, i5850 DO NOT come with Scan Software - Capture Pro LE or SmartTouch
- 2) Capture Pro attach rate is 20% in Alaris Production Scanning
- 3) Clients use Capture Pro to feed Advanced Capture because it is easier for scan operators

What Additional Features come with Capture Pro for Alaris i4x50 & i5x50's?

- Multi-Batch Scanning, Multiple index fields, Multiple barcodes, Split on barcodes
- Intelligent Quality Control – Auto flag questionable images, easily reprocess images without rescanning
- Advanced Image Controls - merge / split
- Zonal OCR, Database Lookup, Double data Indexing
- Indexing workstations
- Supports other scanner manufacturers
- Group E, F & G can be used to monitor a network folder/location

Kodak Info Input Differentiation

Installation

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

Central Management

- Reduces implementation time for new applications and support

Multi-Vendor Environment

- Uniform scan application for all TWAIN / ISIS scanners

Direct Integration

- Application Xtender, Box, 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)



KIIS Web Capture Impact Areas / Business Challenges

Streamline Processes

- Merge documents and data
- **Seamless integration** into business applications – Salesforce, PeopleSoft, BANNER
- Batch and **On-Demand (Transactional)** scanning

Web Connectivity

- Integrate Capture, Including **Mobile**, into your workflow
- **Centralized Admin**, Deployment and Updates

Changing Compliance Needs

- **Control Access** – users, groups, remote access
- Ensure chain of custody (who scanned, what, when, where image and data lives)
- Make fraud detection and compliance easier

Cost Management

- **Scalable** – License sharing
- Reduce Licensing, image charges, upgrades, and training costs
- Drive Rol

Improve your Customer Experience

- Ease of use for employees
- Speed up document processing by scanning at the **Point of Origin**



Key Software Win - USC

Vertical / Industry:	Life Insurance Applications
Partner:	Partner / Kodak Alaris
Project:	Info Input Batch with 7 Client licenses / (3) i4650 Kodak Production Scanners
Value:	\$25K
Close date:	September 2017

Customer Situation

Centralized Scanning using Fujitsu Scanners and Kofax Capture
Costly system with significant Software maintenance and volume charges
Scanning new application packages using patch codes and bar codes
Scanning at slow speed due to VRS and Fujitsu combo

Proposed Solution

Info Input driving (3) Kodak 4650 Scanners with 2 QC stations and license for electronic submission via Outlook
Perfect page in Kodak driver and KIIS to eliminate the delay at scan time
Thin client system able to be managed by IT Admin from satellite office
Server Cost: \$2,400 / Concurrent Licenses: 7 x \$3,000 = \$23,400

Customer Benefits

Significant time savings of active scanning
Cost savings year over year in Software maintenance
Thin client application that can be managed by remote personnel

Life Insurance

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

Mike Paternoster, KIIS Wizard

John Farruggio, Strategic Engineer (East)
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<http://alarisoneclick.com>

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: **App Xtender** / Box / OpenText / Salesforce / PeopleSoft

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

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