

Kodak Alaris Furthers Commitment to Channel by Hosting Partner Kick Off

Information Management vendors convene in Atlanta to plot course for mutual success

ROCHESTER, N.Y., March 30, 2017 -- Kodak Alaris' Information Management division hosted its North American Partner Summit for more than 85 Value Added Resellers and Distributors from over 60 companies. The two-day event brought together channel partners from across the region to reinforce Kodak Alaris' commitment to its partners as the primary vehicle for delivering solutions that take the complexity out of information capture.

"We see tremendous opportunities to help customers accelerate digital transformation and simplify and improve the way people work," said Rick Costanzo, President and General Manager, Kodak Alaris Information Management. "Our partners play a critical role. Their efforts reflect directly on our bottom line so it's important to host these events to share our vision, strategy and product roadmap for 2017 and beyond."

The summit included a mix of presentations and breakout sessions by Kodak Alaris senior executives and marketing teams, where partners were briefed on the company's vision, go-to-market transformation, and business growth objectives. Attendees were given a preview of new sales and marketing initiatives designed to help partners 'grow together' with Kodak Alaris and a series of demos where they could 'test drive' the latest technologies.

One of the highlights of the event was the unveiling of the new and highly anticipated Alaris Partner Program that Kodak Alaris will be introducing this year. The Alaris Partner Program offers a number of new sales tools, incentives and technical resources designed to support partners and help them expand their businesses.

Attendees took time out for a fun-filled afternoon participating in a scavenger hunt where they ventured through the streets of Atlanta and took in the sights. "It's important to bring together our regional partners and deliver a first-class experience, from our team building event to networking and aligning behind our vision and a common set of goals," added Costanzo. "Based on the enthusiastic response from our partners, the event was a great success. We look forward to hosting it again next year."

"We were honored to be part of this year's partner kickoff," said Jason Abare, Vice President, eBizDocs, a Kodak Alaris Authorized Reseller. "It was refreshing to see all the hard work Kodak Alaris has been doing is paying off, and all the pieces are coming together. From the new site where a complete library of tools and information are readily accessible, to the upcoming new Partner Portal, and the great team of existing and new Kodak Alaris leadership, eBizDocs is more excited than ever to be a partner."

Jim Sheridan, Executive Vice President, DRS Imaging Services also noted, "The information shared is invaluable to the marketplace. Like all the other Kodak Alaris events we've attended, we left with a lot of valuable insights to help our customers."

To close out the event, Kodak Alaris hosted an awards ceremony to recognize its highest performing partners from the region. There were 25 winners in a variety of categories, including:

Top 2016 Revenue - VAD

NewWave Technologies

Top 2016 Revenue - VAR

Datamation Imaging Services

Largest Solution Sale, 2016

Wildflower International

Top Selling New Partner, 2016

Wildflower International

2016 Elite Partners

Advanced Imaging Systems

COMPU-DATA International, LLC

Crane Imaging Solutions, Inc.

Datamation Imaging Services

DRS Imaging Services, Inc.

eBizDocs

EDAC Systems, Inc.

Endicott Microfilm

HMB, Inc.

Image Access Corporation

Image Express, Inc.

ImageSoft, Inc.

ImageSource, Inc.

Imaging Solutions & Services, Inc.

Inception Technologies, Inc.

Information Management Services

Instream

IDT, Inc.

i/o Trak

Netlocity VA, Inc.

Quality Associates, Inc.

Scantastik, Inc.

Vertafore

About Kodak Alaris Information Management

The ever-increasing flood of data, and how we manage it, is one of the greatest opportunities facing businesses and governments in the 21st century. Kodak Alaris Information Management works with organizations from small offices to global enterprises, bringing together the best science, technology and partnerships so its clients can stay ahead of the curve. From our award-winning range of scanners and software to the best global customer service and support, we're here to help businesses transform data into a powerful competitive advantage. To learn more, please visit www.kodakalaris.com/go/IMnews.

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