

Version: 14

Effective Dates: July 1, 2026 – March 31, 2027

Program Overview

Sets forth terms for Kodak Alaris Partner Program—Strategic Alliance Partners (U.S. & Canada)—and is part of the Partner Program General Terms and Conditions.

Terminology

“Products,” as used herein, include KODAK Scanners, consumables, accessories, KODAK Software, and KODAK Service Products made commercially available by Kodak Alaris.

“VAD(s)” means Value-Added Distributors of products from Kodak Alaris

“POS data” or *“POS report”* means the Point-of-Sale report provided to Kodak Alaris by a VAD, and the data contained therein

“List Price” is the Kodak Alaris Published Price in effect at the time of purchase

Eligibility and General Terms

Eligible Participants

- For the purposes of this Partner Program, **“Strategic Alliance Partners”** include only those partners that Kodak Alaris explicitly designates as Strategic Alliance Partners and invites to participate in this program as such.
- Strategic Alliance Partners may participate as Program members, except partners in violation of the MAP Policy.

Partner Program Benefits

- Marketing Development Funds (MDF) – Subject to additional terms under header: MDF
- May participate in Kodak Alaris Promotions
- Instant Rebates are taken at the front end of the sale.

General Terms

- Participation is subject to annual review and renewal.
- Confidentiality: All program materials, pricing, and terms are confidential and may not be shared outside the partner organization.
- Eligibility: Partners must remain in good standing, comply with all program requirements, and notify Kodak Alaris of any changes in business status.

Strategic Alliance Partner rebate / VAD reimbursement:

- VADs provide rebates up front.
- Monthly distributor credit within 45 days after receipt of accurate POS data (due within 5 days after month-end).
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- Kodak Alaris may withhold rebates for late/noncompliant POS reporting.
 - Claims not made within 90 days of the purchase by the Strategic Alliance Partner will be forfeited
 - Claims should be referenced on the VAD POS report as "KA02-HW"

Strategic Alliance Partner - Instant Rebate Eligible Products

Eligible Products

All Scanners (Mainframes only)

Instant Rebate (Off List Price):

5% (i940 and E1000)

10% (S2000, S3000, S3000 Max, and Scan Station)

15% (i4000, i5000, S5000, and FADGI Bundles)

Kodak Alaris will provide **instant rebates** when requirements are met.

Eligible Service Products and Rebates

- Instant rebates are based on List Price for qualifying Care Kits.
- Eligible: all **Onsite** Care Kits in the VAR Price Catalog (except those listed below).
- Rebate: 10% off List Price.

Ineligible Care Kits

- S3000 Series (AUR not eligible, Onsite are eligible)
- S2085f Scanner (AUR not eligible, Onsite are eligible)
- i3000 Series
- i2900 Scanner
- i100 Series
- i200 Series
- i1400 Series
- AUR Care Kits
- PM Care Kits

Strategic Partner Program Terms

- Kodak Alaris is the final decision-maker for program disputes and eligibility.
- Kodak Alaris may audit program claims.
- Products must be purchased from an authorized Kodak Alaris distributor (VAD).
- U.S. offices may ship only within the U.S.; Canadian offices may sell only within Canada. No cross-border shipments.
- Kodak Alaris may change pricing/terms, performance, serviceability, recommended uses, or discontinue products at any time, with reasonable advance notice when practical.
- Kodak Alaris may change or cancel the program at any time with written and/or electronic notice.
- Program information provided by partners will be used per the Partner Program Privacy Policy and may be uploaded to the Portal and/or Kodak Alaris CRM.
- Strategic Alliance Partner represents it has a valid legal basis/consent for any Personal Information provided to Kodak Alaris for the Partner Program.
- Rebates may be stacked unless noted; partners with special pricing may be ineligible for some rebates (as noted in the Special Pricing Price Letter, Trade-In Program and/or Deal Registration). Kodak Alaris is the final decision-maker for eligible sales/disputes; cancellations/returns may result in chargebacks.
- Kodak Alaris may recalculate back-end rebates within 6 months after payment.
- Overpayments may be charged back.
- Partners must not misrepresent the Kodak Alaris name/logo/trademarks or the relationship with Kodak Alaris.
- Service exclusivity: Partners must use Kodak Alaris Service exclusively for service sold on Kodak, Alaris, and Bowe Bell & Howell branded scanners.
- Violation of the service exclusivity requirement may result in forfeiture of eligibility and program benefits.
- Participation is at Kodak Alaris's sole discretion.
- Special pricing agreements are confidential; breach voids pricing. Kodak Alaris may terminate participation if refurbished Kodak/Alaris equipment is quoted or sold to any third party (including other VARs and end users).
- Strategic Alliance rebate payments are made directly to the partner.
- Provide required payment details on company letterhead via email to the addresses below. If not provided within 90 days of a qualifying transaction, rebates are forfeited.
- Bank information should go to the corresponding mailboxes based on Program

- Trade-In Program: Tradeln@kodakalaris.com
- MDF Program: USC-DI-MDF@kodakalaris.com
- All Other Rebate Programs: US&C-DI-Rebates@kodakalaris.com

Required Banking Information

Company Name	Bank Name
Address	Bank Key (ABA Transit Routing Number)
City, State, Zip Code	Bank Checking Account Number
Reseller Contact	Bank Street Address/City/State/Zip
Phone Number	Bank Country
E-mail address	