

Version: 12

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

Program Overview

These terms explain how the Kodak Alaris Deal Registration (DR) Program works for resellers in the United States and Canada. They add to (and do not replace) the Kodak Alaris 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

- All Reseller Partners may participate as Program members, except partners in violation of the MAP Policy.

General Terms

- Kodak Alaris may audit program claims.
- Kodak Alaris may change or cancel the DR Program with written or electronic notice.
- Do not misrepresent the Kodak Alaris brand, logos, trademarks, or your relationship to Kodak Alaris.
- Participation is at Kodak Alaris' discretion.
- DR rebates may be combined with other rebates unless stated otherwise. If you have special pricing, you may not qualify for some other rebates (see your approval/price letter).
- If an order is canceled or returned, rebates may be charged back.
- Kodak Alaris may recalculate back-end rebates within 6 months after payment.
- Overpayments may be charged back.
- Special pricing is confidential. If you share it, the special pricing may be canceled.
- You can participate only while you remain an active Kodak Alaris Partner Program participant.

Deal Registration rewards resellers who bring **new opportunities** to Kodak Alaris. If you register a qualified opportunity, Kodak Alaris may provide support (for example, sales help and rebates) for that opportunity.

Eligible Products

- Kodak Alaris Scanners and Care Kits (Service).

Not eligible

- Post-warranty Care Kits sold to end users (except Canadian government agencies/offices).
- Extended/Enhanced Warranty Care Kits sold to Canadian government agencies/offices.
- Care Kits registered without an associated scanner.
- Info Input Solution Software.
- Accessories and consumables.

Eligible Production Scanner Opportunities **Minimum of 1 (one) Unit**

- S2085F
- S3000 Series
- i4000 Series
- i5000 Series
- S5000 Series

Other Eligible Scanner Opportunities **Minimum of 5 (five) Units (US) or 1 (one) Canada**

- ScanStation
- E1000 Series
- S2000 Series

Kodak Capture Pro Licenses **Minimum – 1 (one)**

Deal Registration Process

Submit an accurate request in the online portal or contact your Kodak Alaris Regional Sales Manager.

- You will receive an automatic confirmation that the request was submitted for approval.
- Kodak Alaris may validate the request by contacting the end customer.
- Kodak Alaris will approve or deny the request.

Prime: only one reseller is approved and only that reseller can earn the DR rebate for the opportunity.

Open: more than one reseller may be approved; all approved resellers earn the same DR rebate value.

Denied: the opportunity does not qualify for DR rebates. You may still quote and sell under other applicable program rules.

- The approval email will state whether the registration is Prime or Open.
- Registrations are valid only for the approval and expiration dates shown in the portal.

IMPORTANT NOTE

- *Partial orders do not earn rebates unless a roll-out schedule was provided and approved (you can attach the schedule in the portal).*
- *Any changes to a registration must be approved by Kodak Alaris.*
- *If an order is canceled, returned, or not fully completed, Kodak Alaris may charge back rebates.*

Criteria & Requirements for Prime Registrations

Prime is typically for opportunities where the **reseller is actively working with the customer before the sale.**

Kodak Alaris may consider factors like these when deciding Prime vs. Open:

- You are presenting Kodak Alaris as the **only brand** for this opportunity.
- You **visited the customer** site to assess needs.
- You provided meaningful details (current fleet, quantities/models, software in use, etc.).
- You provided a **demo**.
- You have demo units available.
- You **identified key decision makers**.
- You provided an **action plan / next steps**.

Criteria & Requirements for Open Registrations

An opportunity may be marked Open for reasons such as:

- Customer asked **multiple resellers for quotes & no single reseller** engaged on solution.
- The customer confirms they only wanted pricing and **did not receive solution help**.
- The opportunity is a **published bid** (often for government customers).

Rebates

- If approved, you will receive an email with the rebate details. You can then ask your selected distributor for an updated quote.
- If you renew before expiration, the original rebate values stay in place. If it expires and you re-enter it later, it is treated as a new opportunity and uses current rebate values.
- Rebate amounts can vary based on opportunity value, reseller involvement, and product type/volume.
- **Exact rebate values are provided only after approval.**

Exceptions

Special rules apply to Service Bureau / BPO resellers who use equipment in-house (not for resale):

- **Eligible equipment:** i4650 and above.
- **Requires at least a 1-year Extended Warranty Care Kit** registered to the reseller's business address.
- **Equipment is for internal use/facilities management only (not resale).** Violations may suspend participation for at least 1 year.

Conflicts, Denials and Cancellations

If you want to dispute a decision, contact your Kodak Alaris Sales Manager in writing with supporting details. Kodak Alaris makes the final decision.

Reseller Rebate / VAD Reimbursement

- **VADs provide DR rebates up front to resellers.**
- If the reseller does not close the deal, no rebate is paid.
- **Kodak Alaris credits the distributor listed on the request form;** the distributor claims the credit through POS reporting.
- Claims must be made within **90 days** of the reseller's purchase date.
- **Include the Deal Registration number on the claim.**

Other Terms

- For "Will Call" pickup at the distributor: Kodak Alaris requires a copy of the end-customer PO to the reseller showing quantities. Without it, Kodak Alaris may not reimburse the VAD for DR rebates.
- ***You may change the distributor only if the original distributor cannot fill the order due to no inventory, and Kodak Alaris approves the change.***