

## Kodak Alaris Announces EMEIA Partner of the Year Award Winners

ROCHESTER, N.Y., May 11, 2021 – Kodak Alaris hosted more than 200 partners from 43 countries at its 2021 virtual Partner Summit for the Europe, Africa, India and Middle East (EMEIA) region. The overarching theme for the 2021 edition, which was opened by Kodak Alaris President & General Manager, Don Lofstrom, was ‘Growth Starts Here’.

The annual Partner Summit is a clear demonstration of Kodak Alaris’ commitment to its channel partners as the primary vehicle for delivering information management solutions that simplify and improve the way its customers work. During the 2021 event, Lofstrom provided a recap of the business’ strong performance in a year that presented unprecedented challenges, and reinforced the company’s commitment to continue to invest for growth. Plans to further expand the company’s market reach include bringing to market new versions of its award-winning production capture and distributed capture scanners and software solutions; continued innovation within the cloud-based connected solutions software and solutions space; forming and building new partnerships; and enhancing the company’s skills in software solutions and professional services to support these initiatives.

The event also shone a light on the excellence, growth and engagement of its top partners, with the company recognizing ten partners from the EMEIA region in its annual Partner of the Year awards. An important event on the annual calendar, the awards celebrate partners who have demonstrated excellent growth, engagement, innovation and implementation of customer-centric solutions based on [Kodak Alaris’ technology and services portfolio](#). The winners were chosen based on their commitment to customers, investment in solutions from Kodak Alaris, year on year revenue and growth trajectory, as well as successful joint wins over the past year.

Two partners in the UK scooped awards this year. **Midwich** was named *Top Value Added Distributor*, in recognition of its strong performance across all four quarters, excellence in terms of stock holding and product range, and initiatives such as work from home bundles and NHS pricing. **Restore** received the *Top Performing Partner* accolade. The company recorded strong overall performance and celebrated a number of key wins including an NHS hospital trust and large government agency.

In Germany, **Datapool** won the *Top Solutions Partner Award*, recognizing service excellence and outstanding performance in sales of Kodak Capture Pro Software. The *Top Strategic Partner* honor went to **ALOS**, who successfully won a number of significant multi-site tenders within the financial services sector. **e-das** (now part of Ibykus) received the *Service Partner Growth Award*. e-das recorded significant year on year growth and continued to add value to Kodak Alaris’ software portfolio, providing customers with complex and challenging requirements with customized solutions. **Vision Business Service GmbH**



earned a *Special Award* in recognition of a custom solution developed for a customer operating in a high-security arena.

**High Performance for Information Technology** (HP IT) was the winner of the *Service Partner Loyalty Award*. With travel restrictions in place limiting Kodak Alaris' ability to support customers in Saudi Arabia onsite, HP IT stepped up, working collaboratively with the region's service team to keep customers up and running. Also based in the UAE, **Rookie Ninja** scooped the award for *Top Value Added Distributor Emerging Markets*. In perhaps the toughest year of trading, the company achieved the highest revenue across the emerging market.

Other award winners included **Viveris** (France) who scooped the *New Software Assurance Solutions Partner Award* and Belgium-based **Procedo** who received the *Top Performing System Integrator Award*.

"These awards recognize the considerable contribution that our partners make to our business and applaud their success in helping our customers leverage Kodak Alaris technology solutions to solve the complex challenges they face," said Gerry Kelliher, EMEA Managing Director, Kodak Alaris. "The 2021 award winners have gone above and beyond, continuing to deliver outstanding levels of customer service and solve problems for their customers during these unprecedented times."

For more information on the Kodak Alaris Partner Program, please [visit the website](#).

#### **About the Alaris division of Kodak Alaris**

Kodak Alaris is a leading provider of information capture solutions that simplify business processes. We exist to help the world make sense of information with smart, connected solutions powered by decades of image science innovation. Our [award-winning](#) range of scanners, software and services are available worldwide, and through our network of channel partners. For more information, please visit [AlarisWorld.com](http://AlarisWorld.com) and follow us [@AlarisWorld](#).

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