

Kodak Alaris Announces Strategic Alliance with Sharp

Feb 16, 2023

The logo for SHARP, featuring the word "SHARP" in a bold, red, sans-serif font with a registered trademark symbol (®) at the end.

ROCHESTER, N.Y., February 16, 2023 — Small and medium-sized businesses across the U.S. will now have increased access to the full Kodak Alaris portfolio with the benefit of local support, thanks to a new strategic alliance with Sharp Imaging and Information Company of America (Sharp).

“Sharp shares the passion we have for helping businesses think in new and innovative ways,” said Leonel Da Costa, Americas Regional Managing Director, Kodak Alaris. “We are happy to become an asset and solution provider to the Sharp family because it will help extend our reach to more customers who need a digital transformation to increase speed, accuracy and profitability.”

Sharp has 17 branches in the U.S. and more than 300 direct dealers. The Sharp teams can now pair Kodak Alaris products with its portfolio and consulting services to offer businesses a complete solution for a smarter workplace. And with representatives across the country, businesses can now receive the local support and attention that can be critical to the success of a digital transformation.

“We are committed to elevating the work experience for our customers and creating new opportunities for our channel partners,” said Vince Jannelli, Associate Vice President, Software Product Management, Sharp Imaging and Information Company of America. “By joining forces with Kodak Alaris, we enable our channel to better help businesses transform documents and data into information that can simplify business processes. The alliance makes sense – intuitive information capture and workflow automation from Kodak Alaris complements our Simply Smarter work perfectly.”

Kodak Alaris continually builds a network of partners to help it bring innovation to the workplace and take complexity out of information capture. The [Kodak Alaris Partner program](#) is designed to help their network of resellers, system integrators, and solution providers serve the information capture needs of enterprise and public organizations around the world. CRN®, a brand of The Channel Company, has honored the Kodak Alaris Partner program with a prestigious 5-star rating in its 2022 Partner Program Guide.

Sharp and Kodak Alaris are both award-winning companies with proven track records for excellence.

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

About Sharp Imaging and Information Company of America

Sharp Imaging and Information Company of America is a division of Sharp Electronics Corporation. Sharp's Simply Smarter business products and solutions, such as professional displays, laptops, desktop monitors and a full suite of copier and printer solutions, that can help companies manage workflow efficiently and increase productivity so they can work smarter. SIICA markets its products through a vast network of independent dealerships as well as its through its direct sales division Sharp Business Systems (SBS). By accelerating collaboration, improving efficiencies, digitizing workflows, and increasing information security, Sharp strives to help businesses achieve Simply Smarter work through technology that is smart and easy to use.

For more information on Sharp's business products, visit our website at business.sharpusa.com. Become a fan of Sharp business products on [Facebook](#), follow us on [Twitter](#), [LinkedIn](#) and [Instagram](#) and watch us on [YouTube](#).

About the Alaris division of Kodak Alaris

Kodak Alaris is a leading provider of enterprise data capture solutions that simplify business processes. Powered by decades of image science innovation, our [award-winning scanners](#), software, and services are available worldwide and through our network of channel partners. For more information, please visit [AlarisWorld.com](#) and follow us on [LinkedIn](#), [YouTube](#), and [Twitter](#).

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