



Join the future of integrated scanner solutions

Your guide to Fujitsu's
Imaging Alliance Program

Imaging
Alliance Program

www.imaging-alliance-program.com

shaping tomorrow with you

Let's build your business together

We view our Imaging Alliance partners as being integral to our technology development and overall success. Our goal is simple: we want you to successfully grow your business whilst providing your customers with innovative scanning solutions for the workplace.

Realise your potential in the imaging and digitisation market

As an Imaging Alliance Program Partner, we'll equip you with the insight and resources that help you maximise new market opportunities. And through your integration with Fujitsu, you can fast-track your development efforts, reach new markets and ultimately grow your business.

Reach new markets

Target and open up new verticals and market opportunities.



Competitive advantage

Through our knowledge-sharing content, events and advanced product notifications you can benefit from deep technical know-how that allows you to stay competitive.



Partnering with Fujitsu



Technical enablement

Training and support to provide you with the tools, resources and code you need to build innovative, capture-enabled solutions.



Pre-sales and bid support

Personalised commercial and technical support to confidently bid and win more projects and ultimately grow your business.

Software Developers

The Imaging Alliance Program is designed to provide you with access to the sales, marketing and technical support that you will need to develop, integrate and promote your solutions in new markets around the globe.

Developer Resources

Our comprehensive technical support helps Software Developers address complex technical challenges in their projects. Gain access to a range of technical tools and resources via our Imaging Alliance Portal including:



Developer Forum

A platform to ask questions and exchange best practices.



KnowledgeStream Events

Get face-to-face networking with our wider developer community.



Documentation

Get sample codes and tutorials.



KnowledgeStream Webinars

Tips & techniques to sharpen your development skills.



KnowledgeStream Workshops

Practical training from industry experts on the latest technologies and developer techniques.



PaperStream and ScanSnap software tools

Build amazing applications with access to our SDKs and APIs to enhance your app's user experience and take your innovation further.

Sales & Marketing support

A partnership program that drives real business benefits

Access the tools to help your business grow with a focus on enhanced profitability, increased customer demand, and sales enablement.

Marketing Powerpack



Sales & Marketing Support

Exclusive access to a wealth of sales and marketing tools.



Free evaluation units

Support on-site customer evaluations of your software solution with free evaluation units for up to 10 days.



Access to Pre-Release units

Leverage our pre-released scanner hardware before they're released to the open market.



Access to KnowledgeSuite

Access our fully equipped meeting rooms in London, Madrid, Milan, Moscow, Munich and Paris, offering an ideal space for meetings, seminars, product demonstrations and training events.



Discounted demonstration units

Support customer evaluations of your software solutions with discounted Fujitsu scanner hardware.



Video studio

Create a video of your latest customer win at our purpose built training facilities and Video Suite.

Broaden your horizons and grow your network



Connect with your peers and collaborate on new business opportunities

Expand your market reach and grow your revenue with access to thousands of other Fujitsu Imaging Reseller partners across our EMEA-wide network.

Maximise the buzz of your participation

Connect and engage with our audience across a range of social media channels. Share your news and promote your content to a wider audience.

Other benefits



Promote your partnership with us with a local market press release.



Network with a targeted audience with co-exhibition opportunities.



Maximise credibility by displaying the Imaging Alliance Partner logo on your website.



Expose your brand by contributing content, such as case studies, white papers and industry reports.

Are you ready to join the future of integrated scanner solutions?

As a market leader in imaging solutions, we understand what it means to always deliver best-in-class customer solutions. That's why we're committed to helping our partners, because we know it's the best way to serve our customers.



Join the Imaging Alliance Program

for **FREE** today at: www.imaging-alliance-program.com

Or email: AllianceProgram@uk.fujitsu.com

PFU (EMEA) Limited

Hayes Park Central
Hayes End Road Hayes
Middlesex
UB4 8FE
United Kingdom

Tel: +44 (0) 208 5734444

Fax: +44 (0) 208 573 2643

E-mail: AllianceProgram@uk.fujitsu.com

Web: www.imaging-alliance-program.com

Success through partnership