



# The Space Connect Authorised Partner Reseller programme

Part of SmartSpace Software PLC, Space Connect offers an industry disruptive, highly differentiated proposition for the fast-growth, workspace management and optimisation tech market.

In a busy marketplace, we provide a solution that delivers compelling, unique value propositions that answer all your customers' workspace management needs – now, post-lockdown, and into the future, including:

- Desk management
- Meeting room management
- Visitor management
- Space utilisation analytics and reporting
- Intuitive web app, mobile app and Outlook extension
- 24/7 'follow-the-sun' direct customer support



## Standout product USPs that make Space Connect your best choice of partner

1. Exceptionally competitive pricing and value – from just \$5 per desk per month, or less
2. A completely future-proof, flexible, no-risk, no min-term agreement
3. Super-fast deployment – same-day setup, and multiple sites within less than a week!
4. Easy customer self-configuration – quickly add or remove desks, rooms, floors and sites
5. Self-uploadable/configurable interactive floor plans, enabling real-time changes
6. Choice between a SaaS-only solution, or integration with customer-preferred hardware

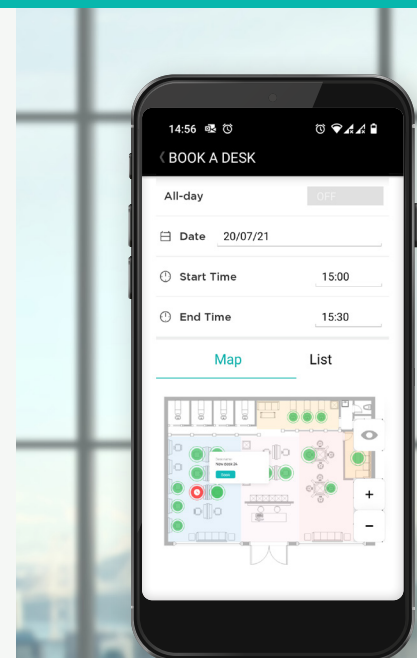
## The product 'elevator pitch'

No equivalent, feature-rich workspace optimisation solution delivers the sheer speed and ease of deployment and reconfiguration that Space Connect provides.

With Space Connect your customers can set-up entire offices – including desks, rooms, and huddle spaces – and be up and running with a full solution, same-day.

And once your customers are set up, they can quickly self-reconfigure any of their spaces, however and whenever they want.

Space Connect offers your customers what every office-based organisation needs right now and into the future: The power to deliver truly flexible workspace models, easily and affordably.



## The benefits of our Authorised Partner Reseller programme

Our Partner programme is our sole route to market. So as a partner, our sales and marketing is entirely focused on supporting you to find and convert opportunities.

We select and work with a very limited number of authorised partners per region and sector, which means we can dedicate and invest our focus-of-effort on those we work with.

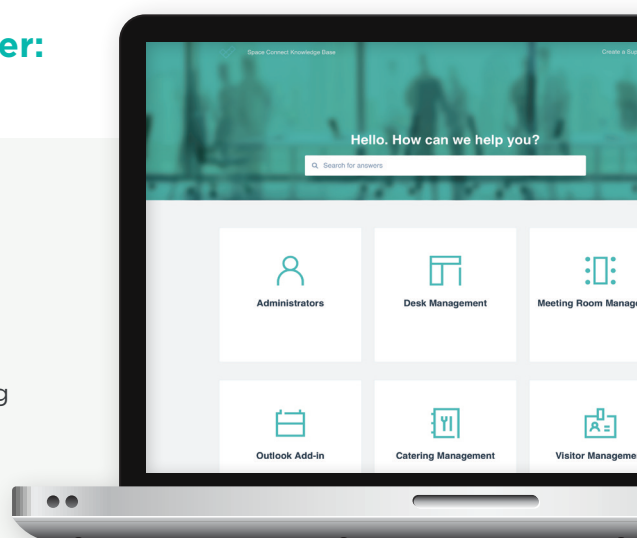
And we always direct any new business leads and opportunities that come to us, back to our partners – so you'll never be competing with us.

We work openly and collaboratively with partners on business opportunities and account planning, to maximise conversions and deal value.

## What you get as an Authorised Partner Reseller:

### SALES

- 25% margin on all sales
- Slick product demo platform
- Online and face-to-face product demo training
- Online and face-to-face technical and product sales training
- Short sales cycle
- Dedicated Partner Success Manager
- Online Partner Portal



Buy and sell rates (per month, ex VAT)

### Desks

Pricing starts from \$5 per desk, per month (ex VAT)

Reseller margin = 25%

### Meeting Rooms

Pricing starts from \$20 per room, per month (ex VAT)

Reseller margin = 25%

### Visitor Management

Pricing starts from \$45 per site, per month (ex VAT)

Reseller margin = 25%

Contact us for competitive, volumised rates.



## MARKETING

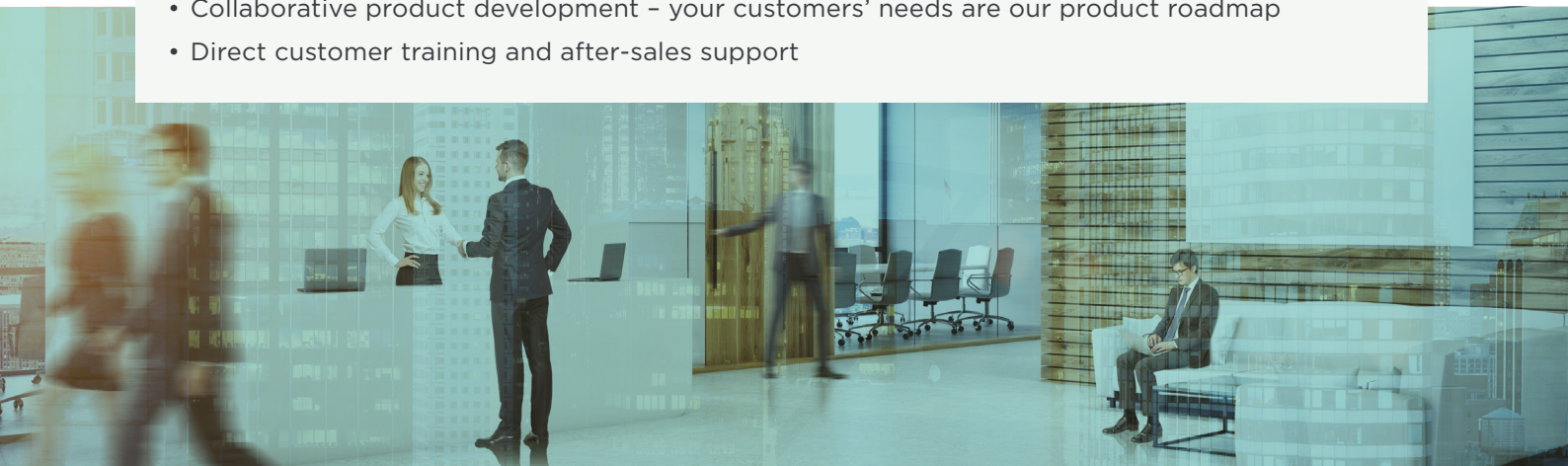
We provide high-quality, engaging, co-branded/personalised marketing support content and tools, including:

- Extensive sales enablement collateral
- Presentation decks
- White papers and customer guides
- Blogs, cheat sheets and infographics
- Customer case studies, stories and testimonials
- Videos and webinars
- Social media assets
- Dedicated web landing pages
- Monthly Partner update emails and new feature release updates



## PRODUCT

- Compelling, unique customer value propositions
- High value-to-price ratio
- Extensive out-of-the-box hardware and software integrations
- Reliable and positive end-user customer experience
- Collaborative product development – your customers' needs are our product roadmap
- Direct customer training and after-sales support



## Get in touch

To see a demo of Space Connect and discover more about how the Space Connect Authorised Partner Reseller programme can work for your business, contact your Channel Sales Manager, Matt Makan:

**Call:** +44 (0)7940 563 110 **Email:** [matt.makan@spaceconnect.co](mailto:matt.makan@spaceconnect.co)

**Or visit:** [spaceconnect.co/become-a-partner](https://spaceconnect.co/become-a-partner)

**General enquiries** **Call:** +44 (0) 1638 510900 **Email:** [enquiries@spaceconnect.co](mailto:enquiries@spaceconnect.co)