



# 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 £4 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

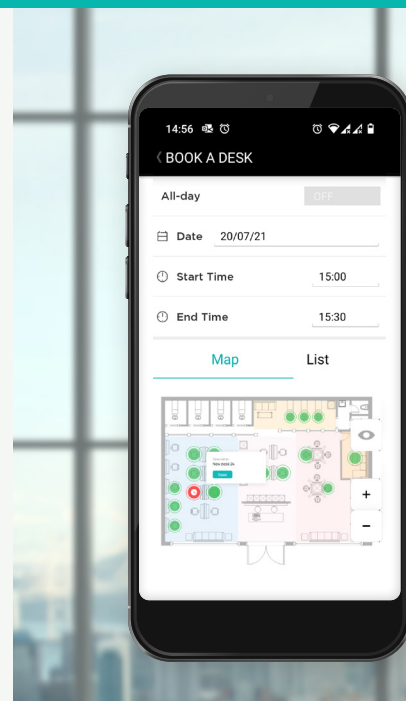
## The product 'elevator pitch'

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.





## MARKETING

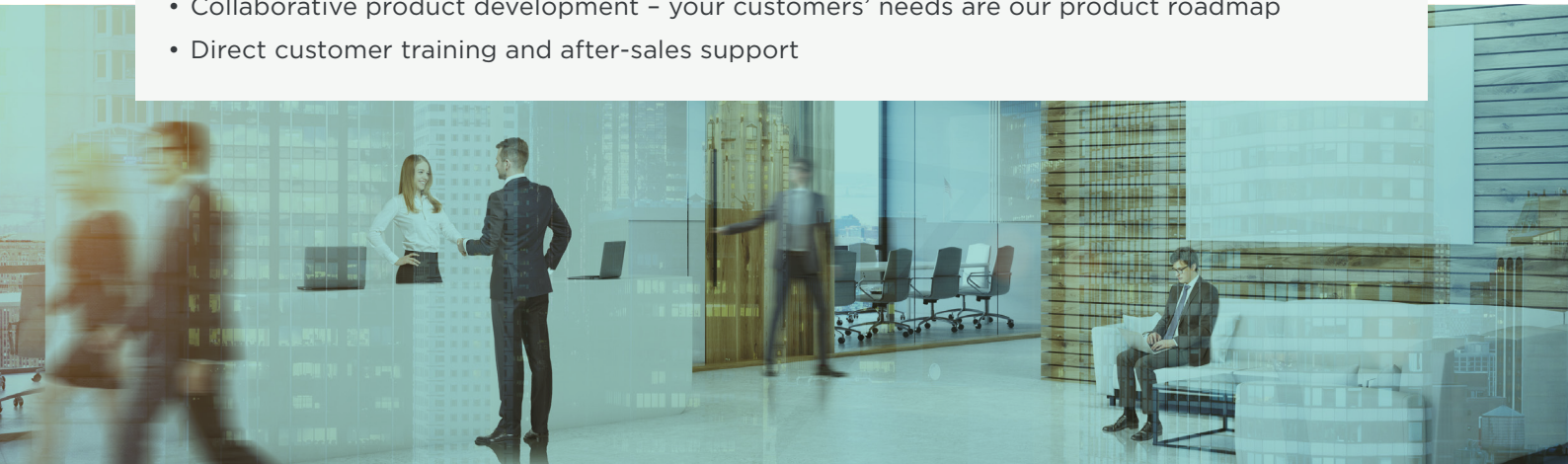
We provide high-quality, engaging, co-branded/personalised marketing support content and tools, including:

- 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 563110 **Email:** matt.makan@spaceconnect.co

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

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