



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

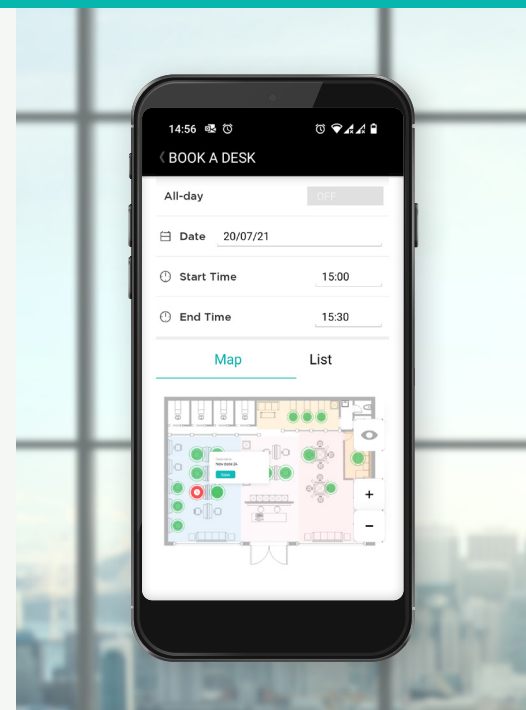
The product 'elevator pitch'

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.

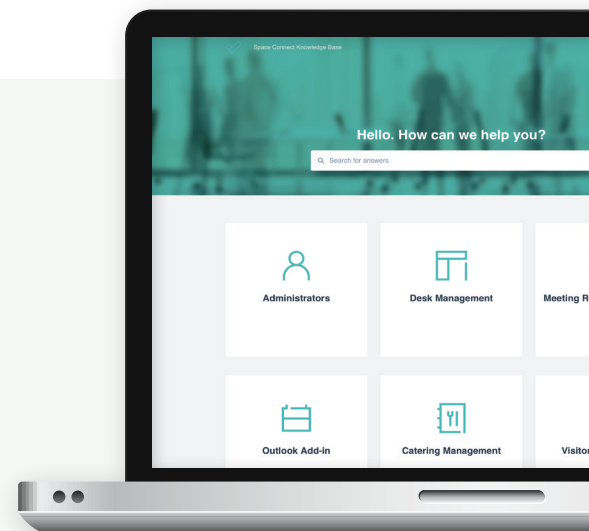
And we always direct any new business leads and opportunities that come to us, back to our partners – so you'll never be competing with us.

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% markup 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



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

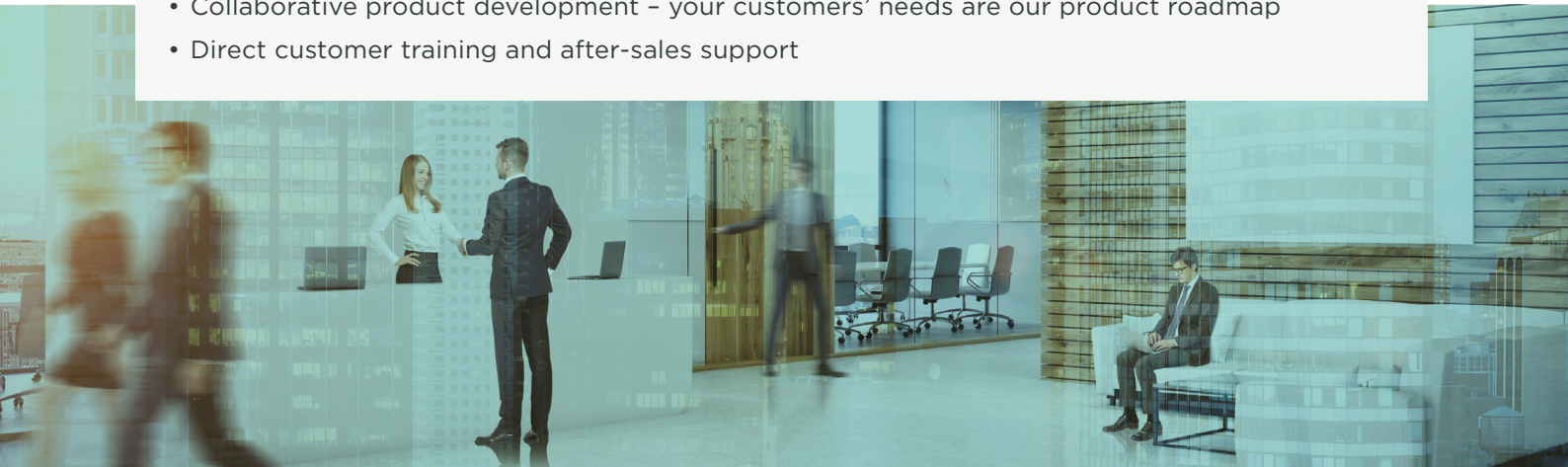
We provide high-quality, engaging, co-branded/personalised marketing support content and tools, including:

- 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 Partner Manager:

Call: + +4 (0) 1638 510900 **Email:** enquiries@spaceconnect.co

Or visit: spaceconnect.co/become-a-partner