

The MRaaS Partner Revenue Calculator

What adding meeting room management actually pays — and why registering the deal before you sell doubles your margin for the life of the contract.

\$1,600/mo

One customer. 100 rooms. Zero infrastructure cost to you.

That's \$19,200/year in recurring partner margin — stacked on top of whatever you already charge for services.

\$57,600

Cumulative 3-year margin from one HyperCare customer at 100 rooms. One deal. Three years. Done.

HOW THE MONEY WORKS

You bill your customer at MSRP. Spacera bills you at MSRP minus your margin — every room, every month, for life.

UNREGISTERED DEAL

10% of MSRP / room / month

REGISTERED DEAL ✓

20% of MSRP / room / month

TYPICAL CONTRACT
3 years

THE NUMBERS — USD

Partner Margin at a Glance

All figures in USD. You own the customer relationship. Spacera bills you at net — MSRP minus your margin — on every room, every month. No platform fees. No upfront investment. Margin starts day one.

ROOMS	TIER	CUSTOMER MSRP / MO	10% MARGIN (UNREGISTERED)	20% MARGIN (REGISTERED)	REGISTERED ANNUAL
25	Mission Control \$35/room/mo · Prevention	\$875	\$87.50/mo	\$175/mo	\$2,100/yr
25	HyperCare Managed \$80/room/mo · Full Ownership	\$2,000	\$200/mo	\$400/mo	\$4,800/yr
100	Mission Control \$35/room/mo · Prevention	\$3,500	\$350/mo	\$700/mo	\$8,400/yr
100	HyperCare Managed \$80/room/mo · Full Ownership	\$8,000	\$800/mo	\$1,600/mo	\$19,200/yr
500	Mission Control \$35/room/mo · Prevention	\$17,500	\$1,750/mo	\$3,500/mo	\$42,000/yr

ROOMS	TIER	CUSTOMER MSRP / MO	10% MARGIN (UNREGISTERED)	20% MARGIN (REGISTERED)	REGISTERED ANNUAL
500	HyperCare Managed \$80/room/mo · Full Ownership	\$40,000	\$4,000/mo	\$8,000/mo	\$96,000/yr



\$0

Upfront platform cost to you

No licensing fees. No infrastructure investment. Your margin starts the moment the contract is signed.



20%

Registered deal margin — locked for life

Register the deal at partner.spacera.io before you close. Takes 5 minutes. Doubles your margin for every month of the contract.



L1+L2+L3

Support owned by Spacera, not your team

Emily handles L1 and L2 automatically. HyperCare partners get Spacera's 24x7 service desk for L3. You own the customer. We own the ops.

Three Steps to Lock In 20% Margin

1

Register as a Partner

Free signup at partner.spacera.io. Immediate access to deal registration, the partner portal, and all sales resources.

2

Register the Deal Before You Propose

Log the opportunity in the portal before you send your customer a quote. That single action locks in 20% for the full contract life. Do not skip this step.

3

Add Spacera to Your Stack

Include Mission Control or HyperCare in your managed service offering. Layer your own service fees on top. You keep 100% of that margin too.

THE LONG GAME

3-Year Partner Revenue — 100 Rooms, HyperCare (USD)

YEAR	ROOMS	CUSTOMER MSRP / MO	YOUR MARGIN / MO (20%)	YOUR MARGIN / YR	CUMULATIVE
Year 1	100	\$8,000	\$1,600	\$19,200	\$19,200
Year 2	100	\$8,000	\$1,600	\$19,200	\$38,400
Year 3	100	\$8,000	\$1,600	\$19,200	\$57,600

3-Year Cumulative Partner Margin — 100 rooms, one customer, zero platform fees \$57,600

Multi-currency pricing available. Spacera MSRP is available in 11 currencies — your margin percentage applies equally across all of them. USD is the anchor rate; AUD is separately set. All other currencies track AUD forex.

USD \$35 / \$80	AUD \$55 / \$125	NZD \$60 / \$135	SGD \$45 / \$100	EUR €30 / €70
GBP £25 / £60	CAD \$50 / \$110	JPY ¥5,470 / ¥12,505	INR ₹3,185 / ₹7,275	HKD \$275 / \$625
CNY ¥240 / ¥550				

THIS MATH WORKS. CLAIM YOUR MARGIN.

Register as a Spacera partner — free, takes 5 minutes

Microsoft ISV · Zoom ISV · Cisco Collaboration Select accredited

BECOME A PARTNER →

partner.spacera.io

© 2026 Spacera. Partner margin applies to registered deals via partner.spacera.io. Prices are MSRP and indicative only. Contact partner@spacera.io for custom structures.