



SpacesIQ

Once your client signs the boardroom, the next question is the obvious one — what about every other plug in the building?

Land RoomIQ. Expand to every switch port in the building.

Printers in hallways. Displays in cafeterias. Sensors on the warehouse floor. Badge readers, kiosks, HVAC controllers, contractor laptops on a live port — all quietly invisible to NAC and asset spreadsheets. **SpacesIQ extends CybrIQ's patented Device DNA™** to every switch port, on every floor, in every building. Same engine as RoomIQ. **100x the footprint** — and a much bigger services attach.

WHERE YOUR CLIENT IS BLIND

- **Unknown devices** connecting silently — contractor laptops, unmanaged switches, temp gear
- **Shadow networks** from facilities-deployed displays, badge readers, controllers
- **Asset spreadsheets** that haven't been accurate since the last reorg
- **Unmanaged medical devices, POS, IoT & OT** on flat networks
- **BYOD churn** in classrooms, retail, manufacturing, warehouses

WHAT SPACESIQ DELIVERS

- **Real-time fingerprinting** of every device — even unmanaged or quiet ones
- **Continuous port-level monitoring** across floors, buildings, campuses
- **Trust scoring** driving allow / quarantine / investigate workflows
- **Instant anomaly alerts** when a known device behaves differently
- **Audit-ready evidence** tied to place, port, owner, and policy

THE CONTROL ALREADY IN THE STACK	WHAT IT SEES	WHAT SPACESIQ ADDS
NAC	Authenticated devices on managed ports	Every device on every port — including those NAC was never told about
Asset inventory (CMDB)	What you bought, last reorg	What's plugged in, right now
EDR	Endpoints with the agent installed	The 30–50% of inventory that can't run an agent

WHAT A TYPICAL PILOT SURFACES

In the first **2 weeks** of every SpacesIQ deployment, the discovery alone reveals devices the CMDB never recorded — IoT controllers, contractor laptops, unmanaged OT, medical devices. Compliance gets evidence. Security gets visibility. Facilities gets accountability. The pilot pays for itself in the first audit cycle.

WHY THIS EXPANDS YOUR ACCOUNT

- **Bigger TAM per logo** — RoomIQ counts rooms; SpacesIQ counts ports (50–200x the deal size)
- **Continuous services billing** — monitoring = continuous attach
- **Cross-functional buyer** — IT, security, facilities, compliance: multiple wallets, one platform
- **Pull-through hardware** — discovery surfaces refresh and integration work only you can deliver
- **Compliance ammunition** — real evidence for HIPAA, PCI, SOC 2, NIST, CMMC
- **Co-sell support** — CybrIQ joins multi-stakeholder briefings with you

WHERE TO LAND IT FIRST

Healthcare	Unmanaged medical devices, shared clinic networks
Retail	POS, kiosks, store-level IoT, contractor access
Manufacturing	OT, sensors, automation gear
Education	BYOD churn, lab equipment, rotating classrooms
Corporate	Facilities-deployed IoT outside IT's line of sight

FOR THE EXECUTIVE BRIEFING — IN ONE SENTENCE

SpacesIQ closes the visibility gap between **what's on your client's network** and **what's plugged into their building** — with a live device map, real-time verification, faster audits, and zero unseen entry points from facilities, contractors, or IoT vendors.

Deployment signal: Standard pilot completes in **2 weeks**. Full campus rollout typically **30–60 days**. Agentless. No port reconfiguration.

Add SpacesIQ to your partner SKUs

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Schedule a building walkthrough

30 min · cross-functional pitch deck