

Win the project with a twin in the proposal. Keep the customer on the live twin.

DC Sim turns one Excel file (racks, devices, power chain, cables) into a 3D data-center twin in the browser. Click any UPS, feed, switch or cooler → **Fail** → see which racks go dark and which services stop. Design the room before it exists; hand the same model over as the customer's daily view after go-live. It sits on top of the monitoring and DCIM your customers already run.

WHAT YOU SELL

License	Price (list)	Your role
Design — one-time per project, 3 months	\$490 ≤ 20 racks · \$1,490 ≤ 100 · \$3,900 > 100	in every proposal, at partner price
Monitor — live twin, subscription	\$5 / rack / month, min \$49	recurring share, as long as they stay
Enterprise — on-prem, SSO, multi-site	quote	joint deal

Design customers who go live get the first 3 months of Monitor free. Prices USD excl. VAT.

WHAT YOU EARN

- **30 % margin** on Design licenses and on every month of Monitor you bring — or an annual partner fee with a higher margin for committed volume.
- Partner price on Design licenses for pursued projects, so the twin is in the proposal before the customer pays.
- Lead referral in your region; co-marketing (case study, integration page, joint webinar).

WHAT YOU GET

- **Demo tenants:** an edge room, a 96-rack hall with a liquid-cooled GPU row, and the Excel-import demo hall — present from a browser, no install.
- **The customer's own file**, imported during the meeting: Devices sheet in, 3D room and check list out.
- **White-label on request:** the product ships as a brand switch today; a partner-branded edition is a configuration under the agreement.
- **Training:** two half-day sessions (import & checks; Design & Simulate), the partner playbook, the proof clips for your decks.
- **Support:** you are first line; Sensaka second line with a shared queue.
- **Multi-customer console:** on the roadmap — today each customer is a site you are invited to.

WHAT THE TWIN DOES TODAY

- Nine layers: Floor · Air · Water · Fire · Power · Cabling · Network · Device · Token; four modes: Design · Monitor · Simulate · Replay, plus Import and Report.
- Import checks: U overlaps, overweight racks, PDU/breaker over 80 %, single-corded or same-feed devices, heat above cooling, warranty ≤ 12 months, cable and port errors.
- What-if: feed loss, UPS/CRAH/chiller/CDU failure, leak, fire, +25 % load; N–1 audit in Design mode.
- Zabbix and NetBox connect with a URL and a read-only token (inventory, readings, alarms); any other tool as a CSV sheet.

Thermal and runtime values are zonal-model estimates and are labelled "estimated". No CFD claims.

HOW IT WORKS

1. **Apply** at rack-density.com/dc/partners/ or da@mustardseedmt.com (two working days to the agreement, price list and demo access).
2. **Train** — two sessions; then you present from the demo tenants.
3. **Propose** — Design license per project at partner price; the customer's Excel becomes the twin in the proposal, with the N–1 audit.
4. **Hand over** — the customer goes live on Monitor; you keep the share and the relationship.