

SpaceVoice Pricing Guide

Sales Team Reference Document

Quick Reference Pricing

Monthly Platform Plans

Plan	Monthly Fee	Included Minutes	Overage Rate	Target Customer
Starter	\$99	500 min	\$0.10/min	Solopreneurs, micro-businesses
Growth	\$249	2,500 min	\$0.08/min	Small business (5-20 employees)
Business	\$499	5,000 min	\$0.07/min	Medium business (20-100 employees)
Enterprise	\$1,500	10,000 min	\$0.08/min	Regional chains, multi-location
Enterprise+	\$2,500	20,000 min	\$0.07/min	Large operations
Scale	Custom	50,000+ min	\$0.05/min	Call centers

Setup/Onboarding Fees (One-Time)

Tier	Fee	What's Included
SMB Standard	\$1,000	Basic agent setup, 30-day support
SMB Professional	\$1,500	Custom agent design, integrations, 60-day support
Enterprise	\$3,000	Full setup, team training, 90-day support
Enterprise Custom	\$5,000-\$10,000	CRM integration, custom workflows
White-Glove	\$15,000+	Dedicated PM, full custom development

Per-Minute AI Tier Rates (Overage)

Tier	Rate	Use Case
Premium	\$0.10/min	Best voice quality, lowest latency
Standard	\$0.07/min	Great quality, best value
Budget	\$0.05/min	High volume, cost-conscious

BYOK (Bring Your Own Keys) Pricing

For clients who want to use their own AI provider API keys:

Component	Fee
Monthly platform fee	Same as above (\$99-\$499+)
Platform orchestration	\$0.03/min
Telephony (pass-through)	~\$0.01/min
Phone number rental	\$5/month
Total BYOK minimum	~\$0.05/min + their AI costs

ROI Calculator

Client Savings vs. Human Staff

Expense	Human Receptionist	SpaceVoice AI
Monthly salary	\$2,500-\$4,000	—
Benefits (20%)	\$500-\$800	—
Training	\$500/year	—
Sick days/vacation	Lost productivity	—
SpaceVoice monthly	—	\$249-\$499
Monthly Total	\$3,000-\$4,800	\$249-\$499
Annual Savings	—	\$30,000-\$52,000

ROI by Business Size

Business Type	Monthly Spend	Annual Cost	Savings vs. Human
Solo/Small	\$99-\$149	\$1,188-\$1,788	\$34,000+
Small Business	\$249	\$2,988	\$33,000+
Medium Business	\$499	\$5,988	\$30,000+
Enterprise	\$1,500-\$2,500	\$18,000-\$30,000	\$6,000-\$18,000

How Long Do Included Minutes Last?

Minutes Usage by Call Volume

Plan	Included	Light (10 calls/day)	Medium (20 calls/day)	Heavy (30 calls/day)
Starter	500 min	~17 days	~8 days	~5 days
Growth	2,500 min	Full month+	~33 days	~22 days
Business	5,000 min	Full month+	Full month+	Full month
Enterprise	10,000 min	Full month+	Full month+	Full month+

Assuming 3-minute average call duration

Industry-Specific Examples

HVAC Company (Medium)

Profile: 50 calls/day, 3.5 min average

- **Recommended Plan:** Business (\$499/month)
- **Monthly minutes:** ~3,850 (within 5,000 included)
- **Annual cost:** \$5,988 + \$1,500 setup = **\$7,488 Year 1**
- **vs. Receptionist:** \$36,000-\$48,000/year
- **Annual Savings: \$28,000-\$40,000**

Dental Office (Small)

Profile: 25 calls/day, 2 min average

- **Recommended Plan:** Growth (\$249/month)
- **Monthly minutes:** ~1,100 (within 2,500 included)
- **Annual cost:** \$2,988 + \$1,000 setup = **\$3,988 Year 1**
- **vs. Part-time receptionist:** \$18,000/year
- **Annual Savings: \$14,000**

Real Estate Agent (Solo)

Profile: 15 calls/day, 3 min average

- **Recommended Plan:** Starter (\$99/month)
- **Monthly minutes:** ~990 (500 included + 490 overage)
- **Overage cost:** 490 × \$0.10 = \$49
- **Monthly total:** \$148
- **Annual cost:** \$1,776 + \$1,000 setup = **\$2,776 Year 1**
- **Value:** Never miss a lead, 24/7 availability

Call Center (Enterprise)

Profile: 500 calls/day, 4 min average

- **Recommended Plan:** Scale (Custom)
- **Monthly minutes:** ~44,000
- **Estimated cost:** \$5,000/month base + overage
- **Annual cost:** ~\$70,000

- **vs. 5 human agents:** \$180,000+/year
- **Annual Savings: \$110,000+**

Competitive Comparison

Platform	Setup Fee	Monthly Fee	Per-Minute	SpaceVoice Advantage
Retell AI	\$0	\$0	\$0.13-\$0.20	23-50% cheaper per minute
Vapi AI	\$0	\$0 (+\$1k HIPAA)	\$0.13-\$0.33	40-70% cheaper per minute
Bland AI	\$0	\$299-\$499	\$0.09	Similar monthly, lower per-min
Synthflow	\$0	\$375-\$750	\$0.07-\$0.12	Lower monthly fee
SpaceVoice	\$1,000-\$3,000	\$99-\$499	\$0.05-\$0.10	Best overall value

SpaceVoice Value Proposition:

- Lower monthly fees than Bland/Synthflow
- Lower per-minute than Retell/Vapi
- Setup fee = personalized onboarding (competitors are DIY)
- Dedicated support included

Sales Talking Points

For Cost-Conscious Buyers

"At \$99/month, SpaceVoice costs less than 2 hours of a receptionist's time. You get 24/7 coverage, never miss a call, and save over \$30,000 annually."

For Quality-Focused Buyers

"Our Premium tier uses OpenAI's latest voice technology—the same AI powering ChatGPT. Your callers won't know they're talking to AI."

For High-Volume Buyers

"At scale, we're 40-70% cheaper than Retell and Vapi. Our Budget tier at \$0.05/minute means a 5-minute call costs just 25 cents."

For Enterprise Buyers

"We include dedicated support, custom integrations, and hands-on onboarding. Our setup fee reflects real value—not a DIY platform."

Objection Handling

"Your setup fee is too high"

"Our setup fee includes personalized agent configuration, integration support, and 30-90 days of dedicated support. Competitors charge \$0 because they offer zero support—you're on your own. Our clients are up and running in days, not weeks."

"Competitor X is cheaper per minute"

"When you add up their hidden costs—separate STT, TTS, LLM, and telephony fees—they're actually 30-50% more expensive. Our pricing is all-inclusive."

"We need HIPAA compliance"

"We can add HIPAA compliance for \$500/month—compared to Vapi's \$1,000/month. Our total cost is still lower."

"Can we get a discount?"

Volume discounts available:

- \$500+/month: 10% off
- \$1,000+/month: 15% off
- \$3,000+/month: 25% off (Enterprise pricing)

Commission Structure (Internal)

Deal Size	Commission
Starter (\$99)	10% MRR for 12 months
Growth (\$249)	15% MRR for 12 months
Business (\$499)	20% MRR for 12 months
Enterprise (\$1,500+)	25% MRR for 12 months
Setup fees	10% of setup fee

Example Commission

Business Plan Client:

- Setup: $\$1,500 \times 10\% = \150
- Monthly: $\$499 \times 20\% \times 12 = \$1,198$
- **Total Year 1:** \$1,348

Enterprise Client:

- Setup: $\$5,000 \times 10\% = \500
- Monthly: $\$2,500 \times 25\% \times 12 = \$7,500$
- **Total Year 1:** \$8,000

Contact

Sales Support: sales@spacevoice.ai **Technical Questions:** support@spacevoice.ai **Demo Requests:** <https://spacevoice.ai/demo>

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