

# Proactive Client Onboarding Framework

*Reducing time to value before onboarding even begins*

## OBJECTIVE

Ensure a seamless transition from Sales to Customer Success and minimizing onboarding time, accelerating time to value, and delivering a white-glove client experience.

## KEY OUTCOMES

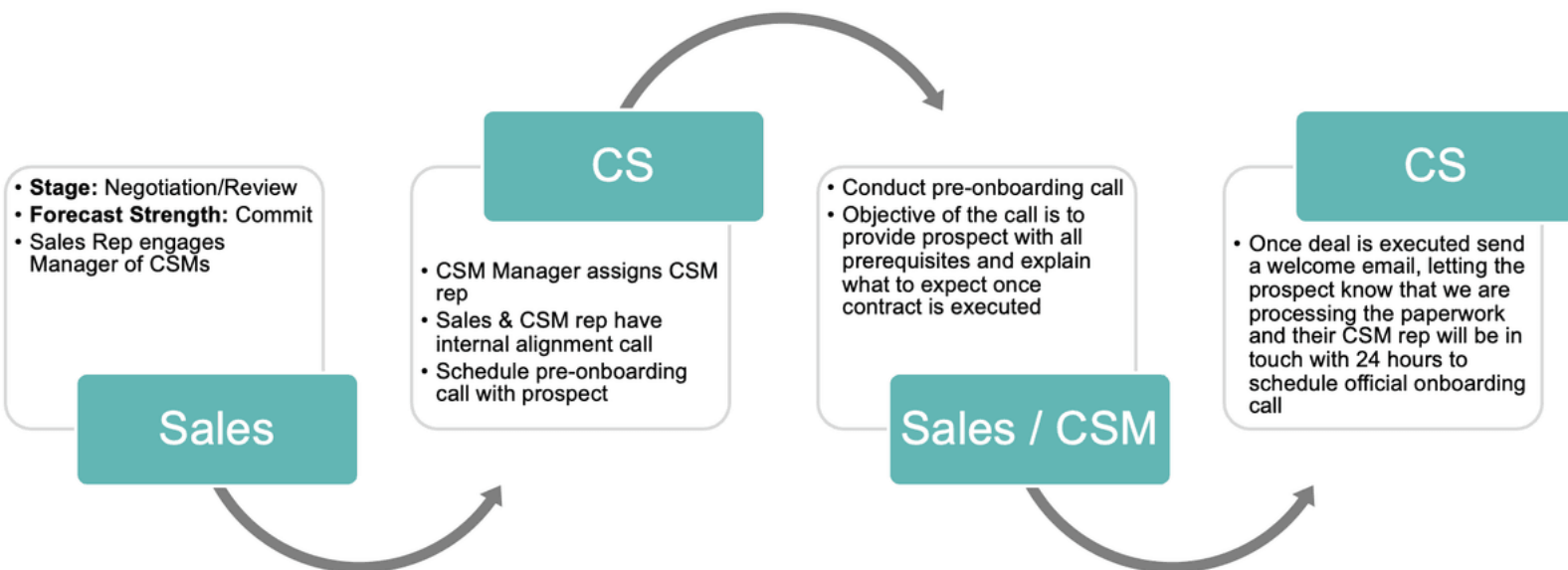
Reduce  
onboarding time

Gain early  
client satisfaction

Accelerate  
time to ROI

The key to this framework is early Customer Success engagement during contract negotiations to prepare the client for onboarding and value realization.

## REVENUE-TO-VALUE TRANSITION



**Every day removed from onboarding is a day gained in value.**

