

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

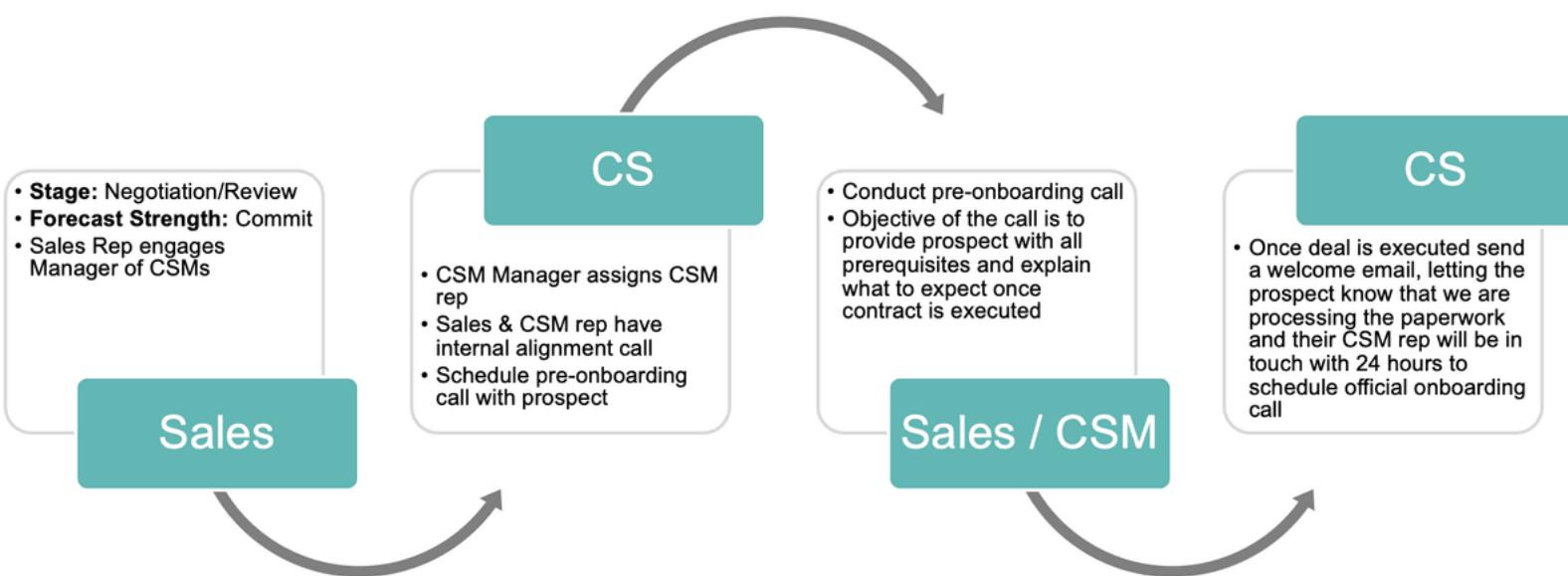
Reduce onboarding time

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.



LESTER SYDNEY
CONSULTING

978-804-0453

LESTERMSYDNEY@GMAIL.COM