

THE CLIENT SERVICE CYCLE

a day in the life of our typical client



Business to Business Introduction

A client is made aware that there is a solution to their problems.

Initial Assessment and Feedback Analysis

The defined needs are put into categories.

Capability Statement

Service and product solutions are custom packaged to align with the defined needs and are presented to the client.



Research Development Planning Options Solutions Implementation

The proposal is put into action

Presentations Meetings Discussions

The owner(s), manager(s), administrator(s), etc. are participating in the review process.

Final Service and Product Delivery

Final phase of project management where service or product delivery has reached some form of completion.



Monitor Results Metrics and Data Celebrate Success

Validate and Confirm our value proposition. brought to you by :



Additional or Extended Services and Products

We begin a new project for an existing or returning client. Our client refers someone else.

Strong Sustainable Client Base with Profitable Returns

A typical returning client service cycle lasts about 16 months with services and products totaling an average cost of \$10,000.



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