

## Purchase

OWNER: Business Development

### Purchase

Congratulations on starting your AppsAnywhere Cloud journey!

## Implementation

OWNER: Implementations

### Key of staff involvement

- Sales Business Development
- Customer Success Customer Success
- Implementation Implementations

PLEASE NOTE: Some stages are collaborative and have involvement from multiple people

### AppsAnywhere Best Practices Training

This is an opportunity for Admins to be brought up to speed with the latest AppsAnywhere Cloud admin training. This will ensure your re-implementation of AppsAnywhere is in line with the most up to date best practises.

### Project lift-off

This is where your success objectives and timeframes will be outlined, along with understanding the roles and responsibilities necessary for a successful transition!

### AppsAnywhere Cloud Handover & Configuration

This is where we will support you to re-configure your AppsAnywhere platform.

### Configuration Review

This stage will be an opportunity for your dedicated Implementation Consultant, to support you on completing the configuration.

## Ongoing

OWNER: Customer Success

### Project Sign-Off

Discussion on your 'go-live' success and review goals met to date, and how we can help achieve your future goals.

### Go-live!

You switch over to your new AppsAnywhere Cloud platform – fantastic!

### Analytics Orientation (Optional)

An in-depth overview of the features and capabilities of AppsAnywhere Analytics from your committed Implementation Consultants.

## Customer Success Review

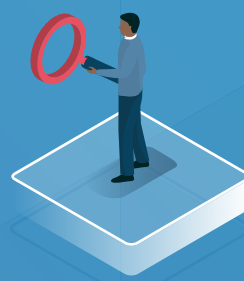
Continue to benefit from regular reviews with your dedicated Customer Success Manager to ensure you continually get the most value out of your new AppsAnywhere Cloud platform.



MARKETING & COMMUNICATIONS PLANNING



ANALYTICS REVIEW



APPSANYWHERE ADMIN BEST PRACTICES



APPSANYWHERE DEMO & PRODUCT ROADMAP



TECHNICAL SESSIONS & SUPPORT REVIEW



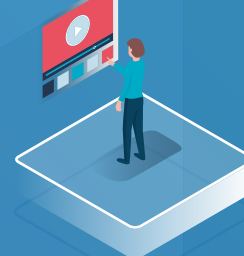
EXECUTIVE STAKEHOLDER MEETING



IN-PERSON CATCH UP



WIDER TEAM MEETING



USER DAY AND EVENTS



GOAL SETTING/FEEDBACK