



Customer Lifetime Value

glu.



# Acquisition

# Onboarding

**Ongoing**

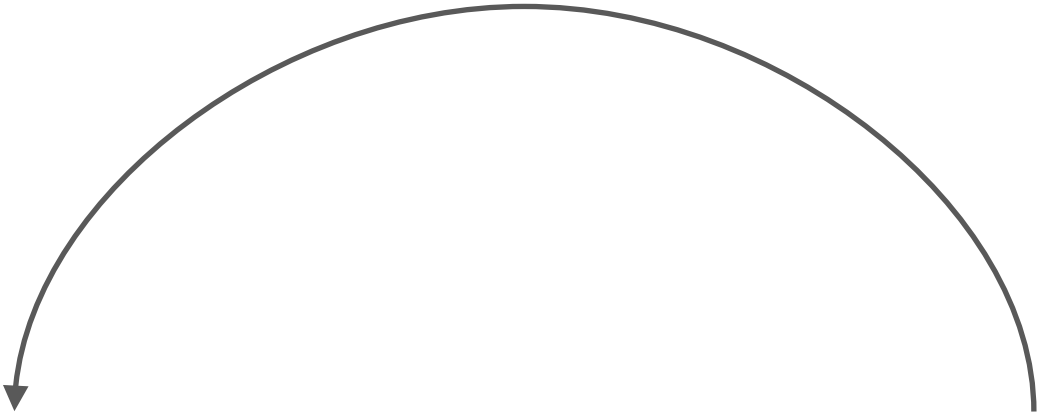
# Renewal





Customer Lifecycle **SaaS**







# Customer Lifecycle in SaaS

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Renewal



Customer Life Time Value

# x3 Growth in Customer Success Interest in the Last 3 Years

