next8n

PROJECT LIFECYCLE DIAGRAM

Workflow Automation Delivery Framework

ENTERPRISE EDITION

Version: 2.0

Date: December 28, 2025

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Project Lifecycle Diagram

End-to-End Workflow Delivery Journey

Complete Project Lifecycle

```
flowchart TB
    subgraph PHASE1[" PHASE 1: DISCOVERY & SALES"]
        direction TB
        P1A["Lead Inquiry"] --> P1B["Discovery Call"]
        P1B --> P1C["Requirements Gathering"]
        P1C --> P1D["Scope Definition"]
        P1D --> P1E["Proposal & Pricing"]
        P1E --> P1F["Contract Signing"]
    end

    subgraph PHASE2[" PHASE 2: KICKOFF & SETUP"]
        direction TB
        P2A["Kickoff Call"] --> P2B["Collect Sample Data"]
        P2B --> P2C["Environment Setup"]
        P2C --> P2D["Credential Configuration"]
        P2D --> P2E["Integration Testing"]
    end

    subgraph PHASE3[" PHASE 3: DEVELOPMENT"]
        direction TB
        P3A["Build Core Workflow"] --> P3B["Add Error Handling"]
        P3B --> P3C["Implement AI Components"]
        P3C --> P3D["Add Logging/Monitoring"]
        P3D --> P3E["Internal Testing"]
    end

    subgraph PHASE4[" PHASE 4: TESTING & QA"]
        direction TB
        P4A["Internal QA Pass"] --> P4B["Edge Case Testing"]
        P4B --> P4C["Client Testing"]
        P4C --> P4D["Feedback Collection"]
        P4D --> P4E["Refinements"]
    end

    subgraph PHASE5[" PHASE 5: DELIVERY"]
        direction TB
        P5A["Documentation"] --> P5B["Training Videos"]
        P5B --> P5C["Handover Call"]
        P5C --> P5D["Credential Transfer"]
        P5D --> P5E["Go-Live"]
    end

    subgraph PHASE6[" PHASE 6: SUPPORT"]
        direction TB
        P6A["Monitoring Period"] --> P6B["Bug Fixes"]
        P6B --> P6C["Final Invoice"]
        P6C --> P6D{"Ongoing Retainer?"}
        P6D -->|"Yes"| P6E["Maintenance Mode"]
        P6D -->|"No"| P6F["Project Close"]
    end
```

```
    PHASE1 --> PHASE2 --> PHASE3 --> PHASE4 --> PHASE5 --> PHASE6

    style PHASE1 fill:#e3f2fd
    style PHASE2 fill:#e8f5e9
    style PHASE3 fill:#fff3e0
    style PHASE4 fill:#fce4ec
    style PHASE5 fill:#f3e5f5
    style PHASE6 fill:#e0f7fa
```

Phase 1: Discovery & Sales (Detailed)

```
flowchart LR
    subgraph DISCOVERY["Discovery Process"]
        direction TB

        LEAD[" Lead Comes In"]
        QUALIFY[" Qualify Lead"]
        DISC_CALL[" Discovery Call"]

        LEAD --> QUALIFY --> DISC_CALL

        subgraph DISC_AGENDA["Discovery Call Agenda"]
            DA1["Understand their business"]
            DA2["Identify pain points"]
            DA3["Assess technical setup"]
            DA4["Discuss budget range"]
            DA5["Set expectations"]
        end

        DISC_CALL --> DISC_AGENDA
    end

    subgraph SCOPING["Scoping Process"]
        direction TB

        REQUIREMENTS[" Requirements Doc"]
        SCOPE[" Scope of Work"]
        PRICING[" Pricing"]

        subgraph SCOPE_ELEMENTS["Scope Must Include"]
            SE1["Specific workflows to build"]
            SE2["Integrations required"]
            SE3["Success criteria"]
            SE4["What's NOT included"]
            SE5["Definition of done"]
        end

        REQUIREMENTS --> SCOPE --> PRICING
        SCOPE --> SCOPE_ELEMENTS
    end

    subgraph CLOSING["Closing"]
        direction TB

        PROPOSAL[" Send Proposal"]
        NEGOTIATE[" Negotiate if needed"]
        CONTRACT[" Contract Signed"]
        DEPOSIT[" Deposit Received"]

        PROPOSAL --> NEGOTIATE --> CONTRACT --> DEPOSIT
    end
```

```
DISCOVERY --> SCOPING --> CLOSING
```

Phase 2: Kickoff & Setup (Detailed)

```
sequenceDiagram
    participant C as  Client
    participant Y as  You
    participant N as  n8n

    Note over C,N: KICKOFF CALL

    Y->>C: Schedule kickoff call
    Y->>C: Send pre-call checklist

    rect rgb(230, 245, 255)
        Note over C,Y: Kickoff Call Agenda
        Y->>C: Review scope & timeline
        Y->>C: Explain what you need from them
        C->>Y: Share sample data/examples
        Y->>C: Walk through n8n signup
    end

    Note over C,N: ENVIRONMENT SETUP

    C->>N: Create n8n account
    C->>N: Choose hosting option
    C->>N: Complete billing setup
    C->>N: Invite you as team member
    N->>Y: Invitation received

    Y->>N: Accept & verify access

    Note over C,N: CREDENTIAL SETUP

    rect rgb(255, 245, 230)
        Y->>C: Send credential setup guide (Loom)
        C->>C: Sign up for required APIs
        C->>C: Generate API keys
        C->>N: Enter credentials in n8n
        Y->>N: Verify integrations work
    end

    Note over Y,N: Ready for Development!
```

Phase 3: Development (Detailed)

```
flowchart TB
    subgraph DEV_CYCLE["Development Cycle"]
        direction LR

        subgraph BUILD[" Build"]
            B1["Create workflow structure"]
            B2["Add trigger nodes"]
            B3["Build core logic"]
            B4["Add AI components"]
            B5["Implement actions"]
        end

        subgraph HARDEN[" Harden"]
            H1["Add error handling"]
            H2["Implement retries"]
            H3["Add fallback logic"]
            H4["Timeout protection"]
            H5["Input validation"]
        end

        subgraph OBSERVE[" Observe"]
            O1["Add execution logging"]
            O2["Error notifications"]
            O3["Usage tracking"]
            O4["AI response logging"]
        end

        BUILD --> HARDEN --> OBSERVE
    end

    subgraph BEST_PRACTICES["Best Practices During Development"]
        BP1[" Use clear node names"]
        BP2[" Add sticky notes for logic"]
        BP3[" Test each section independently"]
        BP4[" Use sub-workflows for reusability"]
        BP5[" Version control with exports"]
        BP6[" Document as you build"]
    end

    DEV_CYCLE --> BEST_PRACTICES
```

Phase 4: Testing & QA (Detailed)

```
flowchart TB
    subgraph INTERNAL_QA[" Internal QA (You)"]
        direction TB

        IQ1["Test with sample data"]
        IQ2["Run edge cases"]
        IQ3["Intentionally break inputs"]
        IQ4["Verify error handling"]
        IQ5["Check AI output quality"]
        IQ6["Log all results"]

        IQ1 --> IQ2 --> IQ3 --> IQ4 --> IQ5 --> IQ6
    end

    subgraph SCALE_TEST[" Scale Testing"]
        ST1["Run 10+ sample inputs"]
        ST2["Check for consistency"]
        ST3["Monitor execution time"]
        ST4["Verify rate limits"]
    end

    subgraph CLIENT_QA[" Client QA"]
        CQ1["Provide simple testing interface"]
        CQ2["Collect structured feedback"]
        CQ3["Document issues found"]
        CQ4["Prioritize fixes"]
    end

    subgraph REFINEMENT[" Refinement"]
        R1["Fix reported bugs"]
        R2["Tune prompts/models"]
        R3["Adjust formatting"]
        R4["Final verification"]
    end

    INTERNAL_QA --> SCALE_TEST --> CLIENT_QA --> REFINEMENT

    style INTERNAL_QA fill:#e8f5e9
    style SCALE_TEST fill:#fff3e0
    style CLIENT_QA fill:#e3f2fd
    style REFINEMENT fill:#f3e5f5
```

Phase 5: Delivery (Detailed)

```
flowchart TB
    subgraph PREPARATION[" Preparation"]
        P1["Create production copy"]
        P2["Remove test data/credentials"]
        P3["Enable all logging"]
        P4["Set up backups"]
        P5["Final workflow cleanup"]
    end

    subgraph DOCUMENTATION[" Documentation"]
        D1["Workflow overview document"]
        D2["Loom walkthrough video"]
        D3["Credential setup guide"]
        D4["Troubleshooting FAQ"]
        D5["Contact/support info"]
    end

    subgraph HANDOVER_CALL[" Handover Call"]
        H1["Walk through live system"]
        H2["Show how to monitor"]
        H3["Explain maintenance needs"]
        H4["Answer questions"]
        H5["Confirm acceptance"]
    end

    subgraph GO_LIVE[" Go-Live"]
        G1["Swap test  production creds"]
        G2["Enable workflow"]
        G3["Monitor first executions"]
        G4["Verify everything works"]
        G5["Client confirmation"]
    end

    PREPARATION --> DOCUMENTATION --> HANDOVER_CALL --> GO_LIVE
```

Phase 6: Support & Maintenance (Detailed)

```
flowchart TB
    subgraph POST_LAUNCH[" Post-Launch (First 7 Days)"]
        PL1["Monitor all executions"]
        PL2["Watch for errors"]
        PL3["Be available for questions"]
        PL4["Quick bug fixes"]
    end

    subgraph CLOSURE[" Project Closure"]
        CL1["Review against scope"]
        CL2["Confirm acceptance"]
        CL3["Send final invoice"]
        CL4["Collect testimonial"]
        CL5["Archive project"]
    end

    subgraph RETAINER_DECISION{"Ongoing Retainer?"}
    end

    subgraph RETAINER_YES[" Maintenance Retainer"]
        RY1["Define SLA"]
        RY2["Monthly check-ins"]
        RY3["Proactive monitoring"]
        RY4["Regular updates"]
        RY5["Bug fixes included"]
    end

    subgraph RETAINER_NO[" No Retainer"]
        RN1["Final handover"]
        RN2["Documentation complete"]
        RN3["Support period ends"]
        RN4["Future work = new project"]
    end

    POST_LAUNCH --> CLOSURE --> RETAINER_DECISION
    RETAINER_DECISION -->|"Yes"| RETAINER_YES
    RETAINER_DECISION -->|"No"| RETAINER_NO
```

Timeline Visualization (Without Time Estimates)

```
gantt
    title Project Phases (Sequential, No Time Estimates)
    dateFormat  YYYY-MM-DD
    axisFormat  Phase %W

    section Discovery
    Lead Qualification      :done, d1, 2025-01-01, 1d
    Discovery Call          :done, d2, after d1, 1d
    Requirements & Scope    :done, d3, after d2, 1d
    Contract & Deposit      :done, d4, after d3, 1d

    section Setup
    Kickoff Call            :active, s1, after d4, 1d
    Environment Setup       :s2, after s1, 1d
    Credentials Config      :s3, after s2, 1d

    section Development
    Core Build              :dev1, after s3, 1d
    Hardening               :dev2, after dev1, 1d
    Observability           :dev3, after dev2, 1d

    section Testing
    Internal QA             :t1, after dev3, 1d
    Client Testing          :t2, after t1, 1d
    Refinements             :t3, after t2, 1d

    section Delivery
    Documentation           :del1, after t3, 1d
    Handover                :del2, after del1, 1d
    Go-Live                 :del3, after del2, 1d

    section Support
    Monitoring Period       :sup1, after del3, 1d
    Project Close           :milestone, after sup1, 0d
```
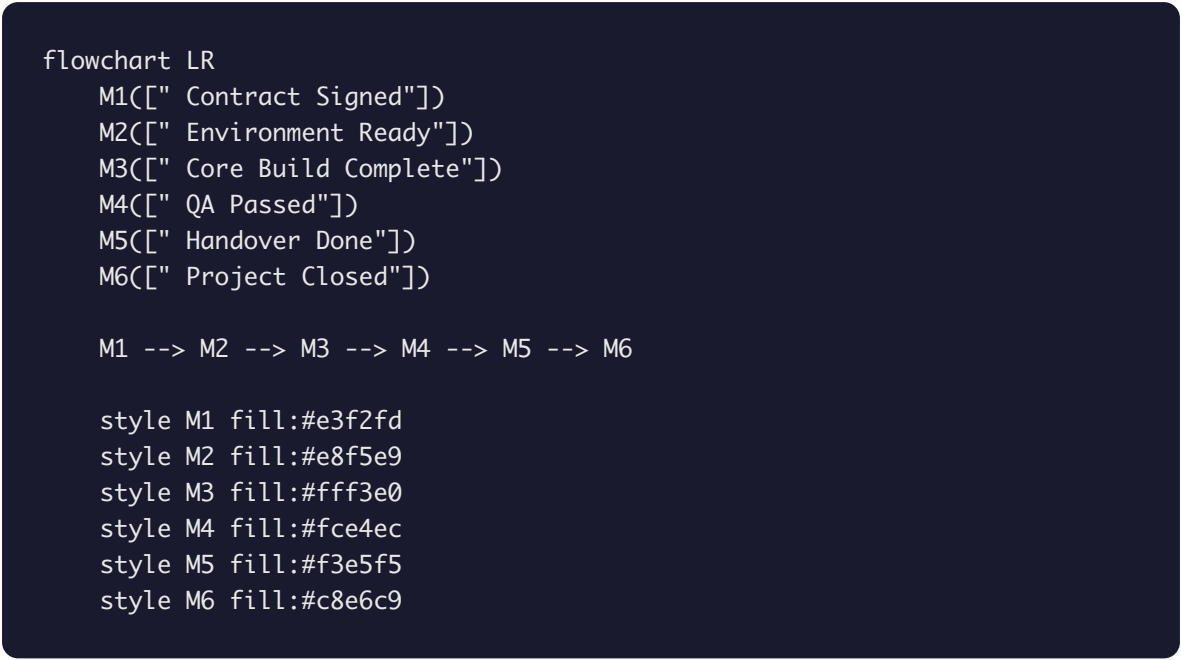
Milestone Checkpoints

```
flowchart LR
    M1([" Contract Signed"])
    M2([" Environment Ready"])
    M3([" Core Build Complete"])
    M4([" QA Passed"])
    M5([" Handover Done"])
    M6([" Project Closed"])

    M1 --> M2 --> M3 --> M4 --> M5 --> M6

    style M1 fill:#e3f2fd
    style M2 fill:#e8f5e9
    style M3 fill:#fff3e0
    style M4 fill:#fce4ec
    style M5 fill:#f3e5f5
    style M6 fill:#c8e6c9
```

Phase Exit Criteria

PHASE	EXIT CRITERIA
Discovery	Contract signed, deposit received, scope document approved
Setup	n8n access confirmed, all credentials working, integrations tested
Development	Core workflow functional, error handling in place, logging active
Testing	Internal QA passed, client testing complete, all critical bugs fixed
Delivery	Documentation complete, training delivered, client accepts
Support	Monitoring period complete, final invoice paid, testimonial collected

Next: See `04-security-framework.md` for security architecture details.

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