next8n

PROJECT LIFECYCLE DIAGRAM

Workflow Automation Delivery Framework

ENTERPRISE EDITION

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Timeline Visualization (Without Time Estimates)

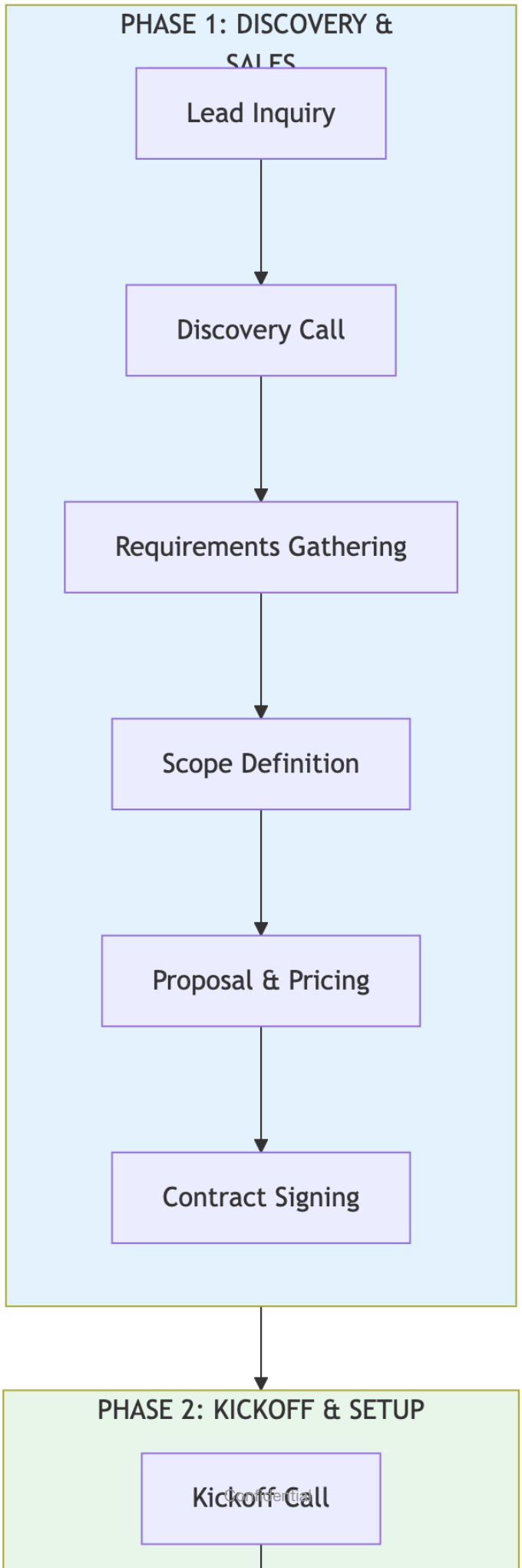
Milestone Checkpoints

Phase Exit Criteria

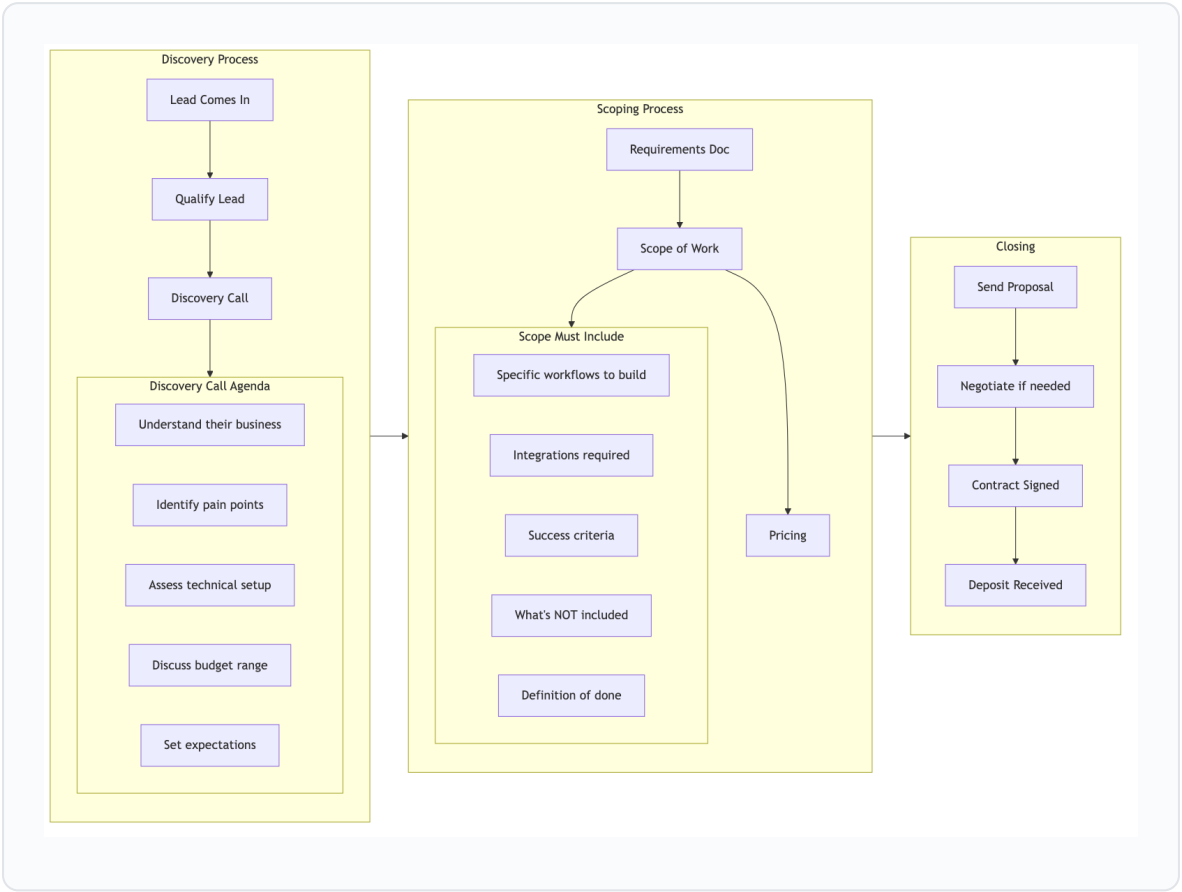
Project Lifecycle Diagram

End-to-End Workflow Delivery Journey

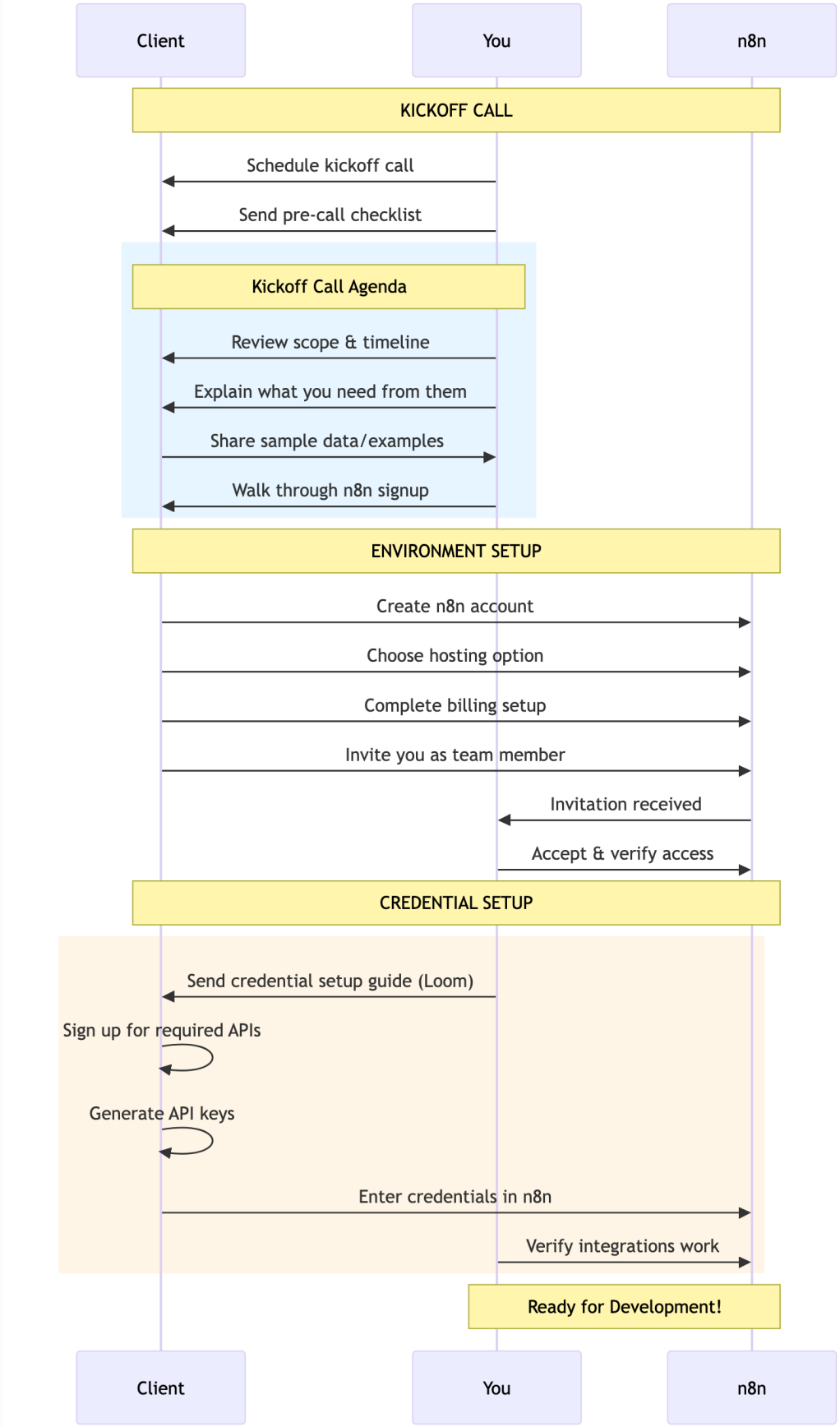
Complete Project Lifecycle


PHASE 1: DISCOVERY & SALES
Lead Inquiry
Discovery Call
Requirements Gathering
Scope Definition
Proposal & Pricing
Contract Signing
PHASE 2: KICKOFF & SETUP
Kickoff Call

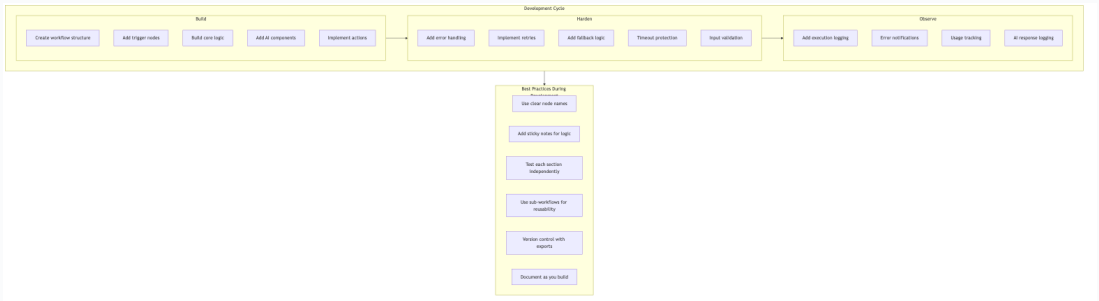
Phase 1: Discovery & Sales (Detailed)



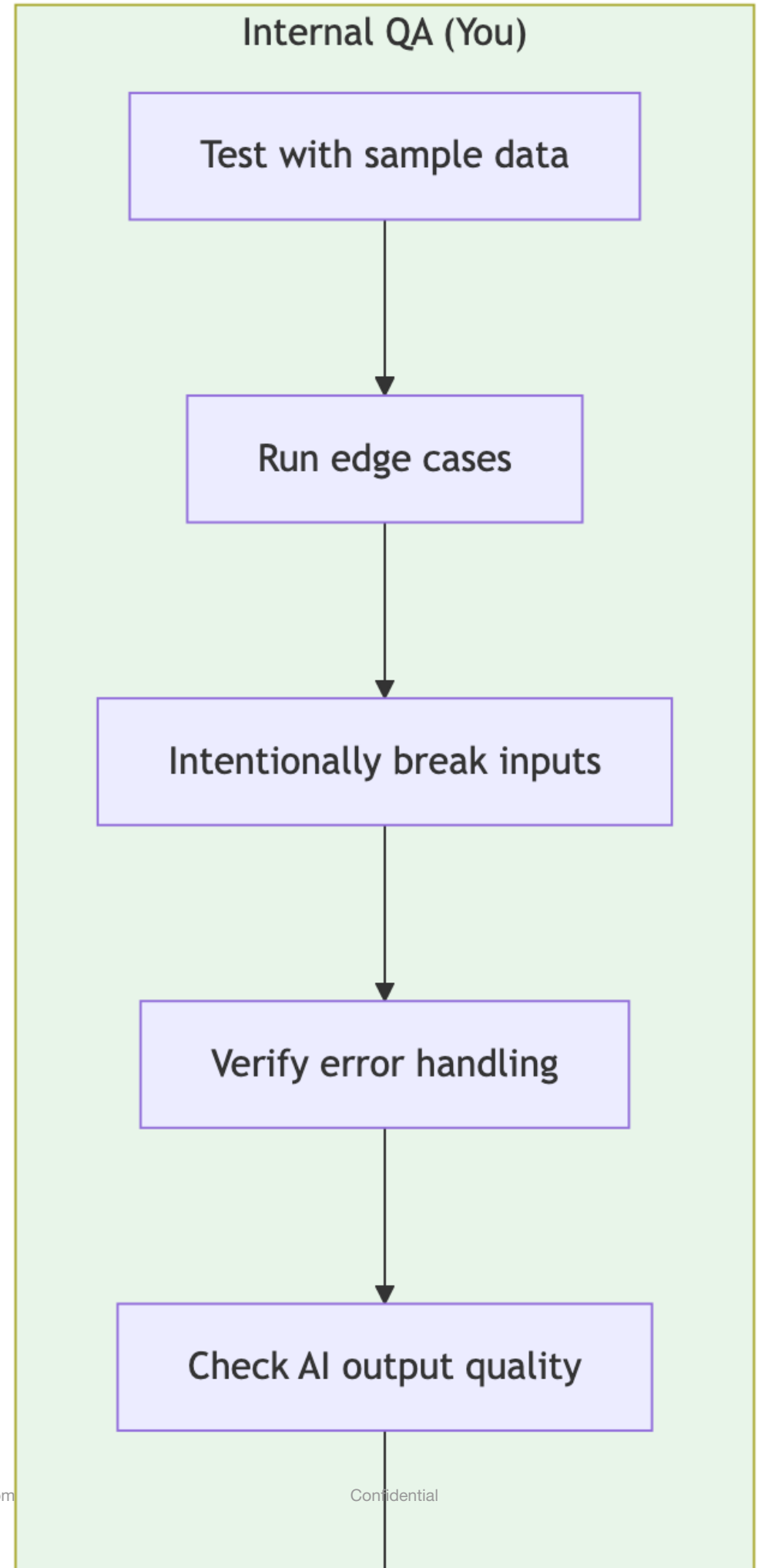
Phase 2: Kickoff & Setup (Detailed)


Client
You
n8n
KICKOFF CALL
Schedule kickoff call
Send pre-call checklist
Kickoff Call Agenda
Review scope & timeline
Explain what you need from them
Share sample data/examples
Walk through n8n signup
ENVIRONMENT SETUP
Create n8n account
Choose hosting option
Complete billing setup
Invite you as team member
Invitation received
Accept & verify access
CREDENTIAL SETUP
Send credential setup guide (Loom)
Sign up for required APIs
Generate API keys
Enter credentials in n8n
Verify integrations work
Ready for Development!
Client
You
n8n

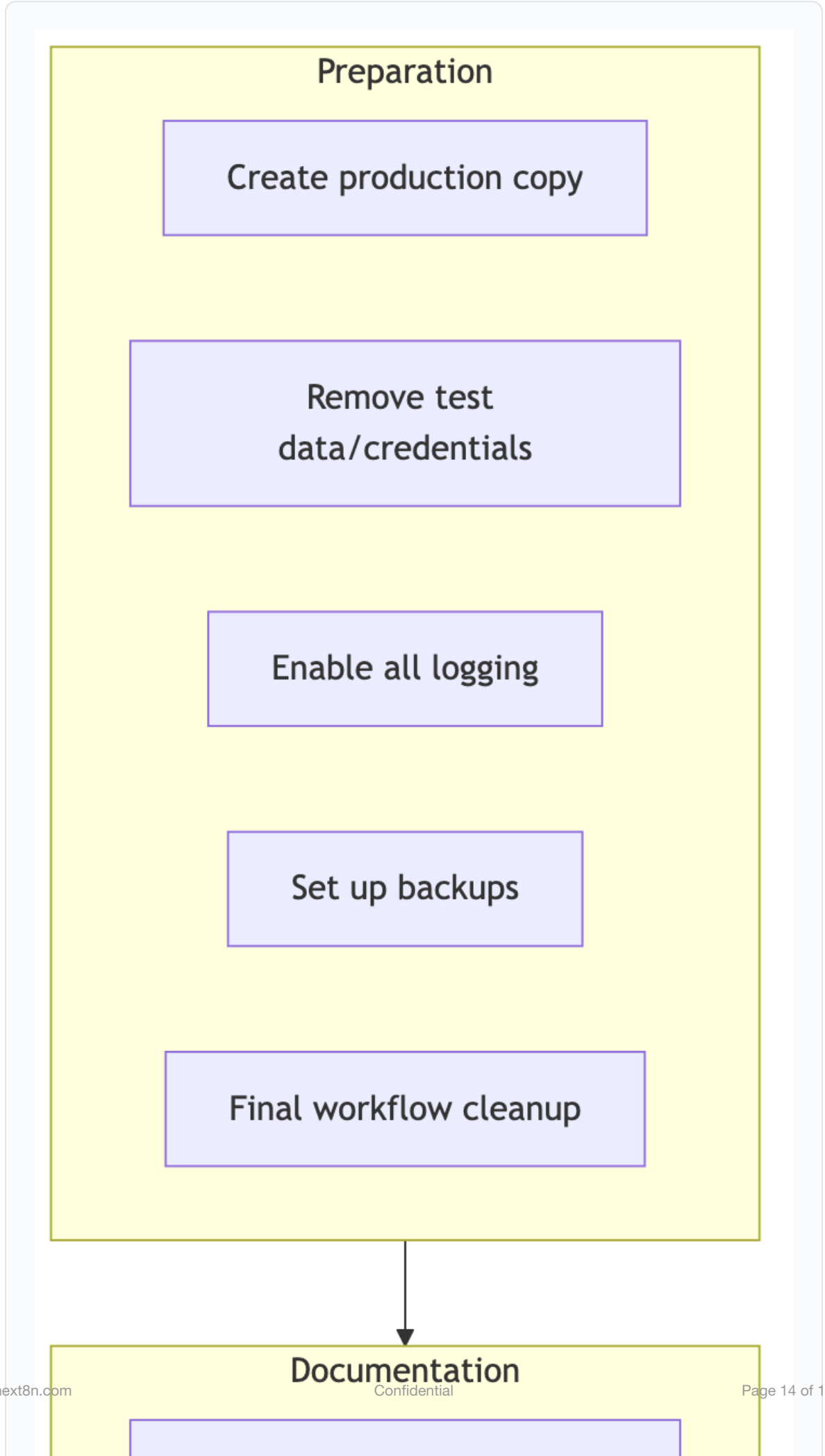
Phase 3: Development (Detailed)



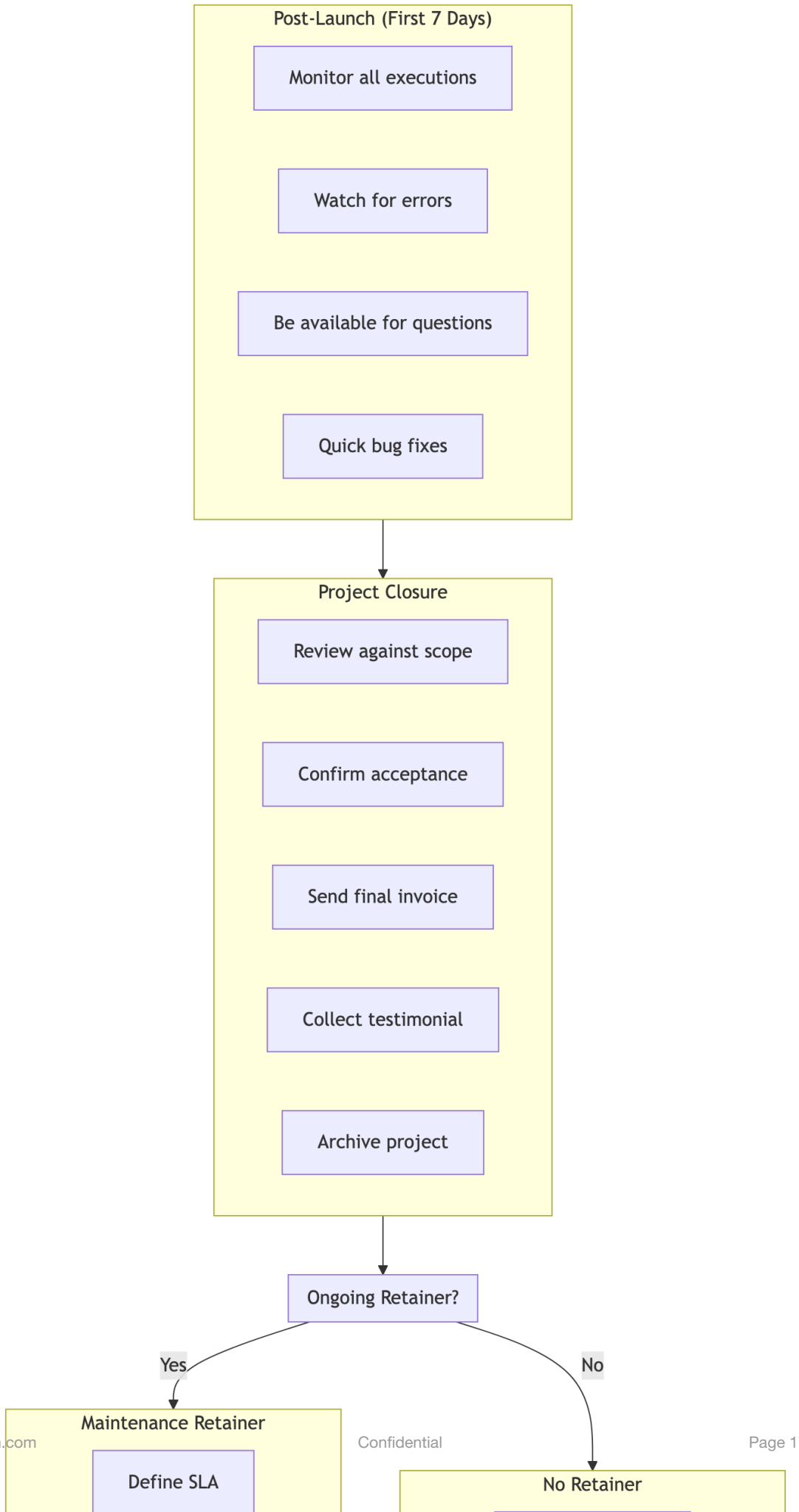
Phase 4: Testing & QA (Detailed)


Internal QA (You)
Test with sample data
Run edge cases
Intentionally break inputs
Verify error handling
Check AI output quality

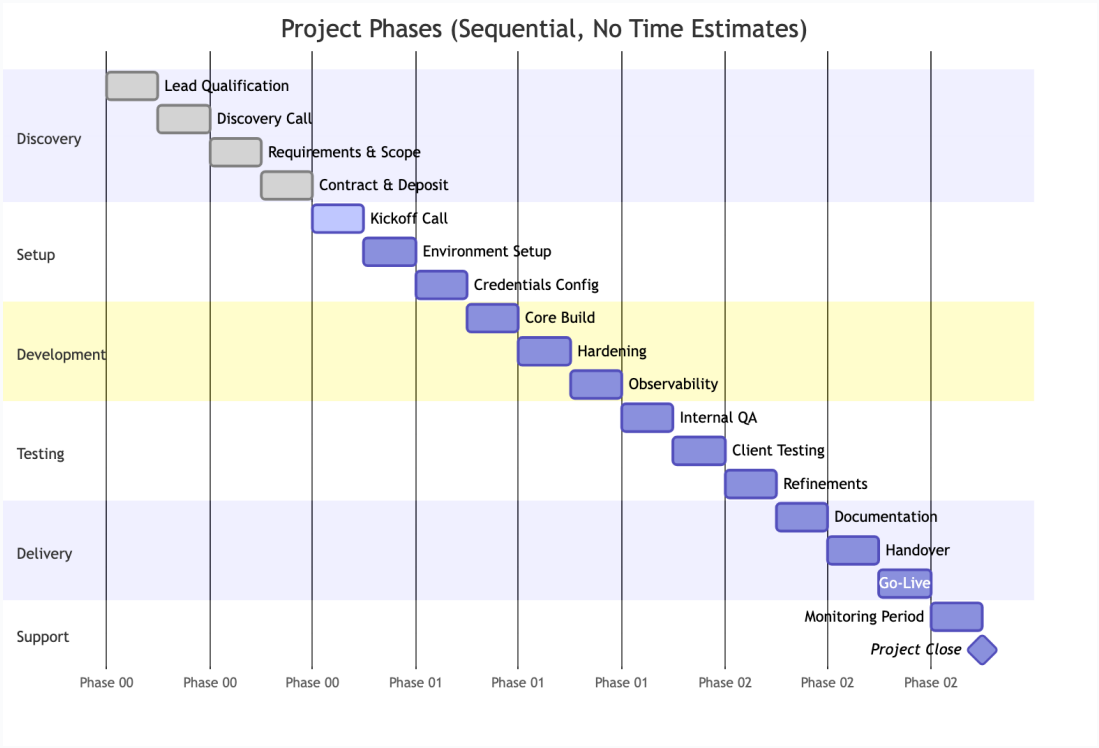
Phase 5: Delivery (Detailed)


Preparation
Create production copy
Remove test data/credentials
Enable all logging
Set up backups
Final workflow cleanup
Documentation

Phase 6: Support & Maintenance (Detailed)


Post-Launch (First 7 Days)
Monitor all executions
Watch for errors
Be available for questions
Quick bug fixes
Project Closure
Review against scope
Confirm acceptance
Send final invoice
Collect testimonial
Archive project
Ongoing Retainer?
Yes
No
Maintenance Retainer
Define SLA
No Retainer

Timeline Visualization (Without Time Estimates)



Milestone Checkpoints

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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