Mutual Success Plan: [Prospect Name] + Go1

#VALUE!

GOALS	CONTACT INFO

This mutual success plan (MSP) is designed to help us jointly navigate the evaluation process as effectively and efficiently as possible. **Go1**
This collaborative, living document includes the key milestones, dates, and owners as we explore our partnership together. Feel free to [NAME], [MOBILE], [EMAIL] share this document with other stakeholders that are or will be a part of this evaluation.

Our mutual success plan outlines the path to:

1. [Business objective #1] (example: Increase the average score on the employee learning experience survey from 65% to 75% by the end of Q4 2023. Measure this by administering a survey to all employees beginning and end of Q4)

[Prospect Name]
[NAME], [MOBILE], [EMAIL]

2. [Business objective #2] (example: Identify and assess the skill gaps of all employees in the sales department by the end of Q1 2024. Implement a training program to bridge these gaps by the end of Q2 2024. Measure by conducting a skills assesment pre and post training.)

3. [Business objective #3] (example: Launch new compliance training content to all employees by the end of Q1 2024 and ensure that 100% of employees complete the training by the end of Q2 2024. This will be measured by tracking the number of employees who have launched and completed the training.)

RESOURCES

Links to decks, docs, etc. (example: Business case deck, Skills for Business Success PDF, playlists,

NEXT STEPS

Status	Milestone	Target Date(s)	[Prospect Name] Owner(s), Title(s)	Go1 Owner(s)	Partner Owner(s)	Notes
	Initial business review & product demo(s)					*Track stakeholder involvement and timing (especially those critical to advancing to the next milestone) in the sub-fields below)*
Not started						
Not started						
Not started						
Not started	**Executive sponsor alignment and sign-off**					*Include name(s) and titles(s) for the exec sponsor(s)*
Not started	**Pricing proposal**					
Not started	**Technical review (feasibility, integrations, etc.)**					
Not started	**Pilot (scoping, launch, debrief)**					
Not started	**Legal review (MSA, order form, etc.)**					
Not started	**Security review**					
Not started	**Contract execution**					
Not started	**Implementation (kickoff, etc.)**					
Not started	**Go-live!**					
Not started	**Initial business review / quarterly biz review**					

Not started
Confirm on next call
In-process
Complete