Environmental Health and Safety Compliance Audit and Training Services **(Confidential - For Program Use Only)**	**K·PA**
DESCRIPTION OF PROGRAM ENGAGEMENT	
Discovery	Once the prospect has provided contact information, KPA will contact and conduct a 10 - 15 Q&A to understand dealer current state, challenges and desired end state
Demonstration	Partner will conduct a 30 - 45 minute demonstration of KPA Software Platform and provide an overview of the available services
Proposal	When dealer agrees to move forward, KPA will generate a custom quote based on the agreed upon software and services packages.
Implementation Kickoff	KPA implementation team holds kickoff meeting with dealer to walk through implementation process. Creates implementation timeline and communicates to dealer their responsibilities to ensure a smooth launch.
Implementation	The implementation timeline is usually 30 - 60 days. This Includes data upload, system credentials, group and role definition and administrator training.
Customer Success	Dealer will be assigned a customer success manager to assist with questions, offer best practices and help with program optimization.