Review with the Kestrel Grounds and Landscaping team

Your three outcomes, your readings, and the next stretch

Four things we would like to settle together

- What you set out to achieve
- What your own readings show
- What is still open
- What comes next

What you set out to achieve: three outcomes, each with its measure, target and due date

Outcome	Measure	Target	Due
Self-serve onboarding for every new starter	Share of new field users activated in their first week	90%	22 December 2026
Move all crew scheduling into the platform	Share of crews scheduled in the platform	100%	31 August 2026
Cut missed visits through route planning	Share of visits completed on the planned day	95%	14 December 2026

Moving crew scheduling into the platform is recorded as complete

- Target: 100% of crews scheduled in the platform, due 31 August 2026
- The plan records this outcome as Complete
- Worth hearing from you what made it work

Your licensed seats today: 1587 of 1650 are activated

1587 of 1650

Activated seats

As of 13 November 2026

96.2%

Share activated

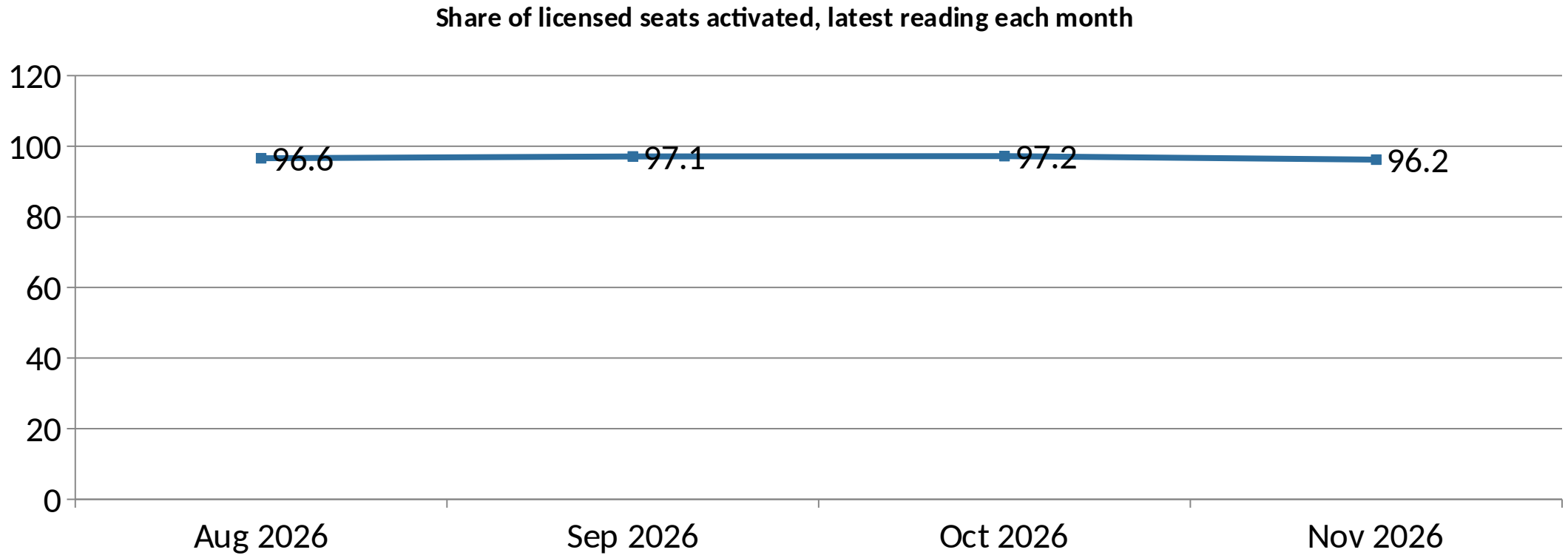
As of 13 November 2026

984 of 1587

Active in last 30 days

62.0% of activated seats

Activation read between 96.2% and 97.2% in the months we have readings



The active share read 62.0% in every month we have a reading

Month	Active in last 30 days	Reading taken
August 2026	62.0%	28 August 2026
September 2026	62.0%	25 September 2026
October 2026	62.0%	30 October 2026
November 2026	62.0%	13 November 2026

Two how-to questions reached support in the last 90 days

- Both were how-to questions, as of 14 November 2026
- Guides on route planning and the activation checklist are ready if they would help
- Anything you want us to take up with support is welcome today

What is still open: two outcomes have dates in December, and we should look at them together

- Cut missed visits through route planning: target 95%, due 14 December 2026
- Self-serve onboarding for every new starter: target 90%, due 22 December 2026
- What would help most between now and those dates?

Three things we could do next, each tied to an outcome

- A working session on route planning, using the Route planning basics guide (about 20 minutes)
- Walk the Activation checklist with whoever sets up new starters (about 15 minutes)
- Agree whether the December dates stay or move

What we would like from you, and what you can ask of us

- From you: a view on whether the three outcomes are still the right ones
- From you: who should join a route planning session
- From us: guides, working sessions, and a route into support when you need one

Which of the three outcomes matters most to you over the coming months?

- Your answer sets where we put our time first
- We will confirm the plan and next steps in writing afterwards