

# It's All in the Data

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The most common question we hear is "*Can we start on anything now to get a jump start when we sign?*" The answer is "YES! Data." Many of our customers have their data in a few different places so it's important to take the time now to make sure you have the latest information. We find customers have an easier time understanding and following the application when they can see their own data in it. Having the information upfront as we begin the project means you can start seeing it in the application sooner and we potentially decrease our project timeline and as a result, we increase time to value.

Here are some questions to help you get started:

- Where is the data located? It is in a central location or dispersed across the organization?
- Is it relevant and does it need to be in the application?
- Is it the latest information?