| Subscription status                       | Topic*                   | Short description   | Sourse | Contact person |
|---|--------------------------|---|--------|----------------|
| 011                                       |                          | Congrats to use product + personal contacts company member to       |        |                |
| Start usage                               | Congrats                 | support   | e-mail | Personal       |
| 1 month after bought                      | We are 1 month together  | feedback form   | e-mail | Company        |
|   |                          | notification about e-mail   | phone  | Personal       |
| 2 weeks before ending                     | The time flies           | notification about subscription<br>ending + offer to continue usage | e-mail | Company        |
|   |                          |   | phone  | Personal       |
| Subscription ending                       | It's time to say goodbye | offer to usage continue   | e-mail |                |
|   |                          |   |        |                |
| Topic* - may vary, it's just general idea |                          |   |        |                |