



How We Work

A practical guide for starting a project with us

This short guide explains how engagement works at Kenjin Labs - from your first conversation through launch and ongoing partnership. Clear expectations, visible progress every week, and zero surprises.

GETTING STARTED

How to begin a project

You do not need a detailed technical brief to start. Bring your goals and questions - we will help shape the rest.

BEFORE OUR FIRST CALL - PREPARE THESE

- ☐ What business outcome are you trying to achieve? (save time, reduce errors, launch a product...)
- ☐ Who will use the solution, and what does a successful week look like for them?
- ☐ Hard constraints: budget range, timeline, systems to integrate, compliance needs
- ☐ Who should join the first call (decision-maker + someone who knows day-to-day ops)

YOUR FIRST THREE ACTIONS

- 1 Request a free consultation**
Use the contact form at <https://kenjinlabs.com/en/#contact>. A few sentences on what you are exploring is enough.
- 2 Join a candid discovery call**
We listen to your goals and workflows, then give an honest view on whether custom software or AI is the right investment. If it is not, we say so.
- 3 Review a plain-language proposal**
If we are a fit, you get a written proposal: what we build, what it costs, and when milestones land. Nothing outside that document is billed.

What happens next

After you approve the proposal, we move through design, weekly builds, your sign-off, and launch. Full details on the next page.

What happens after you say yes

Every project follows the same transparent path. You always know where we are, what is next, and what it costs.

STEPS 01-02

Discovery & Scope

STEPS 03-04

Design & Build

STEPS 05-06

Launch & Growth

01

Discovery & Honest Assessment

[Step 01 | Free Consultation | Discovery & Scope](#)

Free consultation to understand goals and workflows - and a candid answer on whether custom software is the right investment. If it isn't, we say so.

02

Clear Proposal, Fixed Scope

[Step 02 | Fixed Agreement | Discovery & Scope](#)

A plain-language proposal: exactly what we build, what it costs, and when milestones land. If it is not in the document, you do not pay for it.

03

Design Before Code

[Step 03 | Prototype Sign-off | Design & Build](#)

User flows and designs approved before development - like reviewing blueprints before construction. Changing a drawing is cheap; rebuilding is not.

04

Weekly Visible Progress

[Step 04 | Friday Live Demos | Design & Build](#)

Every Friday you see real, working software. Live boards and staging access anytime. Every scope change is priced and approved in writing first.

05

Your Acceptance, Then Launch

[Step 05 | Verified Sign-off | Launch & Growth](#)

You test under real conditions. Milestone payments are tied to your sign-off, not calendar dates. Launch day is calm and rehearsed - by design.

06

Full Ownership & Partnership

[Step 06 | Zero Lock-in | Launch & Growth](#)

You own the code, data, accounts, and bilingual docs - no lock-in. Most clients continue monthly for monitoring, improvements, and guidance.

OUR PROMISES

Guarantees on every project

These are non-negotiable standards we uphold for every client engagement.

- ✓ Working software demoed every week
- ✓ Every cost approved by you in writing
- ✓ You own everything - code, data, credentials
- ✓ Plain language, in Japanese or English
- ✓ Honest advice, even when it costs us the project

WORKING WITH US DAY TO DAY

- One primary contact on your side keeps feedback clear and approvals fast.
- Show up for Friday demos - course-corrections stay cheap when feedback is weekly.
- Approve scope changes in writing so budget and timeline stay honest.
- Test with real users before launch; your sign-off unlocks each milestone payment.

Ready when you are

Book a free consultation - we will tell you honestly whether a project with Kenjin Labs is the right next step.

<https://kenjinlabs.com/en/#contact>