



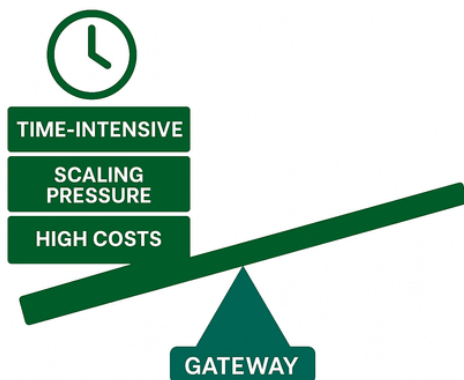
How a High-Growth SaaS Platform Cut Onboarding Time by 85% with Gateway



The Challenge:

How Do We Onboard a Rapidly Growing Team?

As the leading supporter engagement platform helping nonprofits raise more and do more, Humanitru recently closed its seed round and needed to double its team fast. But their traditional onboarding process took three months, which was far too long for a high-growth startup scaling at speed.



Time-Intensive Onboarding

Onboarding new hires used to take up to three months, requiring full-day involvement from senior leaders like COO Megan Newman.

Scaling Pressure

Humanitru needed a repeatable system to onboard new team members across departments quickly and efficiently.

Speed and Cost

Without a streamlined training system, it became increasingly challenging to maintain speed and cost efficiency across projects.

The Solution:

Structured, Self-Paced Onboarding Built for Scale

Gateway transformed Humanitru's complex, technical content into five engaging, bite-sized onboarding pathways. This helped Humanitru's new hires ramp up faster and autonomously.



What used to take **three months** now takes **just two weeks**. One new hire who went through Gateway's onboarding was already **more knowledgeable than team members who had been with us for over a year**.

Megan Newman

COO and Co-founder of **Humanitru**

Saved Humanitru over 116 hours by turning complex, technical content into scalable, self-directed training modules

	Humanitru Alpine Actions At a Glance.png	📄
	Humanitru Alpine Campaigns.png	📄
	Humanitru Alpine Constituents.png	📄
	Humanitru Alpine Dashboard.png	📄
	Humanitru Alpine Forecasting.png	📄
	Humanitru Alpine Insights.png	📄



Five personalized learning journeys delivered through one powerful platform

Product Designer Onboarding and Training	Product	Product Designer
Engineering Onboarding and Training	Engineering	Software Developer
Customer Support Manager Onboarding and Training	Customer Experience	Customer Support Manager
Implementations Manager Onboarding and Training	Customer Experience	Implementations Manager
General Onboarding and Training - March 3rd 2025	Any	Any



Full rollout in 46 days across three core products, faster than most teams can schedule a single onboarding cycle

Metric	Typical team	With Gateway
Time to roll out	60 to 90 days	46 days
Ramp up time	3 months	2 weeks

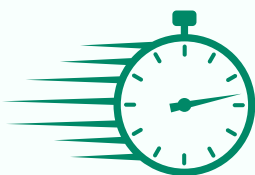
Value Delivered:

SaaS Onboarding & Training That Scale: \$943K in Savings and 3000+ Hours Back to Business



\$227,000+

saved in annual onboarding and training costs



↓ 3000+ hours

saved across training content creation, process setup, and onboarding of new hires



\$943,000+

projected cost savings over five years

Why Our Solution Works for Humanitru

With Gateway's platform in place, Humanitru now has a fast, repeatable onboarding system that scales with the company's growth, turns complex internal knowledge into structured training that empowers new hires and frees up leadership bandwidth.

🕒 From Three Months to Two Weeks

Humanitru's onboarding time dropped from ~90 days to just 14 days, giving new hires a faster path to productivity.

📚 More Knowledgeable Teams

One new hire using Gateway outperformed a teammate with a year's tenure, thanks to structured, consistent training.



👤 Smarter Use of Leadership Time

The leadership now spends just 30 minutes in check-ins vs. full-day onboarding, freeing them to focus on strategy, not training.

🔄 New Internal Processes

Gateway helped Humanitru establish repeatable processes they hadn't had before, scaling knowledge and accountability.



We had to **double our team** right after closing our seed round, and doing that **without the right support was pretty terrifying**. Gateway gave us the confidence that **new hires would hit the ground running, with onboarding and training that truly scales**.

Megan Newman
COO and Co-founder of **Humanitru**

Ready to scale your high-growth SaaS team?

Schedule a consultation via
<https://meetings.hubspot.com/hanh-linh>