

# Solution matrix to meet customer requirement



The following slide depicts decision matrix for determining the best option to suit a customer's needs. The matrix includes criteria, weight, rating and score.

Decision model		Solution alternatives					
		Professional		Small engine		Manual	
Criteria	Weight	Rating	Score	Rating	Score	Rating	Manual
Success probability	13	3	39	4	52	4	52
Maintenance	12	4	48	3	36	4	48
ownership	12	5	60	3	36	3	36
Add text here	12	xx	xx	xx	xx	xx	xx
Backup strategy	8	4	32	3	24	3	24
Initial investment	8	3	24	4	32	4	32
On-going expenses	8	4	32	4	32	3	24
Add text here	8	xx	xx	xx	xx	xx	xx
Add text here	8	xx	xx	xx	xx	xx	xx
Add text here	8	xx	xx	xx	xx	xx	xx
Well location	3	xx	xx	xx	xx	xx	xx
<b>Total</b>	<b>100</b>	<b>33</b>	<b>336</b>	<b>31</b>	<b>312</b>	<b>31</b>	<b>318</b>

# Solution Matrix Business Case

**RC Schank**



## **Solution Matrix Business Case:**

Business Case Essentials Marty J. Schmidt,2014-08-01

**Business Case Essentials** Marty J. Schmidt,1997

**Developing a Business Case** Harvard Business Review,2010-12-02 How do you decide on the best course of action for your company to take advantage of new opportunities By building a business case This book provides a framework for building a business case You ll learn how to Clearly define the opportunity you ll want to address in your business case Identify and analyze a range of alternatives Recommend one option and assess its risks Create a high level implementation plan for your proposed alternative Communicate your case to key stakeholders , *Business Continuity* Martin

Wieczorek,Uwe Naujoks,Bob Bartlett,2012-12-06 Risk Management and Business Continuity are essential for the competitive capacity of any international corporation The temporary unavailability of technology and services can endanger the existence of any company It is crucial to develop an international strategy to deal with these problems This book provides theoretical analysis and practical solutions on these topics **Business Case Essentials** Marty J. Schmidt,2020-01-07

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performing product managers provide you with dynamic proven strategies for addressing potential problems in marketing production cross cultural communication and more The Product Manager s Handbook examines current market leading companies the latest research findings and evolving customer perceptions to provide you with the tools you need to design produce and market winning products and beat the competition at every turn **The Business Case Guide** Marty J.

Schmidt,2002 *Proceedings of the ... IEEE International Symposium on Electronics and the Environment* ,1994

*Customer Relationship Management* SCN Education,2001-04-27 This HOTT Guide defines CRM from different points of view sales marketing customer support and technology By presenting white papers on the technology business cases reports sharing the major trends occurring in the CRM marketplace interviews with experts in the CRM field and a special chapter dedicated to the implementation of CRM in callcenters the reader will have the most complete file on CRM possible at his disposition *Performance Improvement Quarterly* ,2009 **Information Technology Project Management** Jack T.

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Understanding Health Communication Technologies Pam Whitten,2004-09-03 Understanding Health Communications Technologies provides a hands on guide for students and professionals for effective investment in deployment of management of communication technologies in health settings Employing case studies that enhance understanding and insight this book guides readers in appropriate technology selection and long term strategic management This book provides an overview of the distribution and use of communication technologies within the health field and includes information about current and emerging synchronous and asynchronous health care communications technologies It is filled with illustrative examples of real life projects that have succeeded and provides lessons learned from projects that failed The thirty eight case studies cover topics such as management and operations implementation communication outcomes education patient care policy unique applications and technology In addition each case study includes discussion questions and references Written by editors Pamela Whitten and David Cook and a panel of highly experienced contributors this book offers students and health care professionals practical approaches to evaluating and selecting communications technologies for improving health services delivery *Solving Problem Solving* Robert L. Flood,1995 Flood introduces a dynamic new problem solving system

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