

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
Total	100	33	336	31	312	31	318

Solution Matrix Business Case

RD Boyd



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

Computerworld ,2003-10-13 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

The Product Manager's Handbook 4/E Linda Gorchels,2011-08-17 The essential guide to seamless product management for today s fluid unpredictable business world Long considered the most useful and insightful guide of its kind The Product Manager s Handbook has been fully revised and updated to give you the edge in today s challenging business landscape It features expanded coverage of product development processes intelligence gathering techniques including social media and a greater emphasis on international issues This indispensable resource proves that the techniques and tools product managers use are similar regardless of what industry they work in and what kind of products they manage Simply put this book has everything you need for superior job performance whether you manage consumer or business to business products created by an organization that is hierarchical or horizontal The Product Manager s Handbook shows you how to integrate your organization s disparate segments into a cooperative results focused unit that produces satisfying products from initial design through the postpurchase experience If your job is to create and commercialize products it provides the information you need to Balance breakthroughs and line extensions Create business cases including competitive assessment market requirements and risk reduction Conduct gate reviews and beta testing and manage scope creep Get everything in order for a smooth product launch For those who manage existing lines this guide provides Specific tips for each of the 4Rs of product life cycle management Brand guidelines Approaches to customer message management Advice on working with sales and the channel Clear easy to read charts show you how to manage each crucial step from conception to completion and practical checklists help you evaluate progress at every stage Interviews with seasoned product management consultants and top

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.

Marchewka,2006-01-09 CD ROM contains Microsoft project professional trial and Microsoft project server trial **College Mathematics with Applications to the Business and Social Sciences** Bodh R. Gulati,1978 **Finite Mathematics for Business, Economics, Life Sciences, and Social Sciences** Raymond A. Barnett,Michael R. Ziegler,Karl E. Byleen,1999

This text contains examples and exercises illustrating the use of regression techniques to analyze real data Graphing calculator and spreadsheets output is included *The Product Managers Handbook, 3E* Linda Gorchels,2005-11-07 Revised and updated techniques to achieve top performance in product management The Product Manager s Handbook takes the mystery out of this field by detailing how to integrate aspects from production and coordination to value maximization into a cohesive whole while examining key international issues new technologies and the financial side of product management

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

called Total Systems Intervention TSI He provides a clear understanding of TSI in terms of its philosophy principles and process explaining what is happening when using this system and how to avoid the main pitfalls in problem solving with TSI Describes the pros and cons of different categories of consultants that may be used in the TSI procedure along with guidelines on selecting the right one Features nine international case studies each one appraising a diverse type of organisational problem solving using TSI **Proceedings** ,1994 **College Mathematics for Business, Economics, Life Sciences, and Social Sciences** Raymond A. Barnett,Michael R. Ziegler,Karl E. Byleen,1999 Textbook

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Table of Contents Solution Matrix Business Case

1. Understanding the eBook Solution Matrix Business Case
 - The Rise of Digital Reading Solution Matrix Business Case
 - Advantages of eBooks Over Traditional Books
2. Identifying Solution Matrix Business Case
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Solution Matrix Business Case
 - User-Friendly Interface

4. Exploring eBook Recommendations from Solution Matrix Business Case
 - Personalized Recommendations
 - Solution Matrix Business Case User Reviews and Ratings
 - Solution Matrix Business Case and Bestseller Lists
5. Accessing Solution Matrix Business Case Free and Paid eBooks
 - Solution Matrix Business Case Public Domain eBooks
 - Solution Matrix Business Case eBook Subscription Services
 - Solution Matrix Business Case Budget-Friendly Options
6. Navigating Solution Matrix Business Case eBook Formats
 - ePub, PDF, MOBI, and More
 - Solution Matrix Business Case Compatibility with Devices
 - Solution Matrix Business Case Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Solution Matrix Business Case
 - Highlighting and Note-Taking Solution Matrix Business Case
 - Interactive Elements Solution Matrix Business Case
8. Staying Engaged with Solution Matrix Business Case
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Solution Matrix Business Case
9. Balancing eBooks and Physical Books Solution Matrix Business Case
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Solution Matrix Business Case
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Solution Matrix Business Case
 - Setting Reading Goals Solution Matrix Business Case
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Solution Matrix Business Case
 - Fact-Checking eBook Content of Solution Matrix Business Case
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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