

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

Clemens Wendtner



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