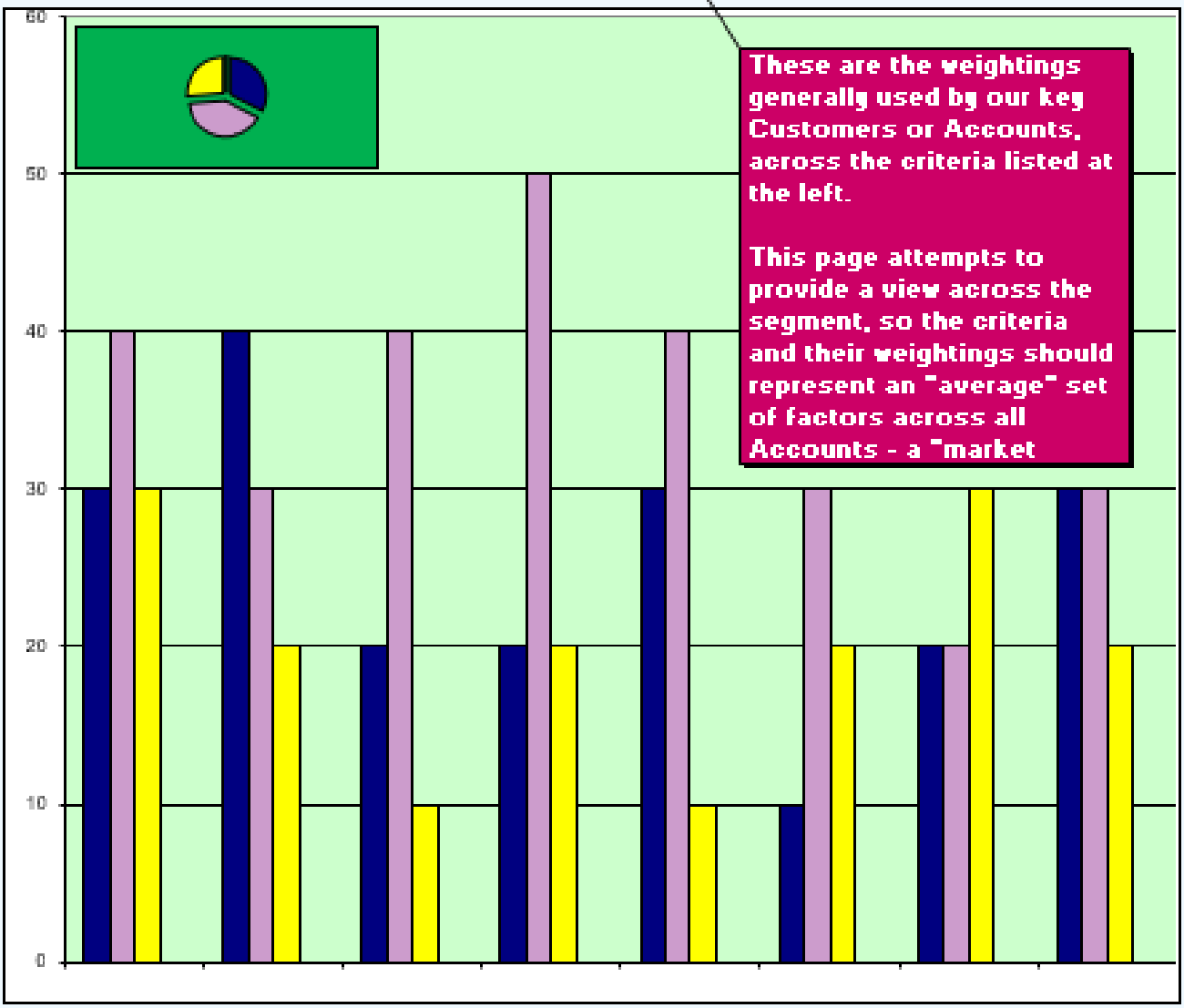
harrison CONSULTING

STRATGRID® for CRITICAL SUCCESS FACTORS

Harrison Consulting©2019 All rights reserved. Soft copy version licenced to purchaser for own use. For more at TOOLBOX

CUSTOMER CRITERIA (CRITICAL SUCCESS FACTORS)	FACTOR WEIGH	OUR ORG		COMPETITOR 1		COMPETITOR 2		COMPETITOR 3	
		RATE	SCORE	RATE	SCORE	RATE	SCORE	RATE	SCORE
1	10	3	30	4	40	3	30		0
2	10	4	40	3	30	2	20		0
3	10	2	20	4	40	1	10		0
4	10	2	20	5	50	2	20		0
5	10	3	30	4	40	1	10		0
6	10	1	10	3	30	2	20		0
7	10	2	20	2	20	3	30		0
8	10	3	30	3	30	2	20		0
9	10	2	20	2	20	2	20		0
10	10	4	40	3	30	3	30		0
COMPETITOR TOTALS	100		260		330		210		0