

Weighted Decision Matrix

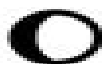
Required Decision: Selecting a Customer Relationship Management system

Rank each system with a score out of 5

5	4	3	2	1
Ideal offerings, exceeds criteria	Above-average offerings, exceeds criteria	Acceptable offerings, meets criteria	Below-average offerings, fails to meet criteria	Unacceptable offerings, fails to meet criteria

	Weight	SeeArrEmm	TrulyCRM	XService	FleetSys
 Cost per seat	3	5 $3 \times 5 = 15$	3 $3 \times 3 = 9$	1 $3 \times 1 = 3$	2 $3 \times 2 = 6$
 Document library	2	3 $2 \times 3 = 6$	5 $2 \times 5 = 10$	2 $2 \times 2 = 4$	1 $2 \times 1 = 2$
 Platform integration	4	1 $4 \times 1 = 4$	4 $4 \times 4 = 16$	1 $4 \times 1 = 4$	3 $4 \times 3 = 12$
 Analytics	5	2 $5 \times 2 = 10$	5 $5 \times 5 = 25$	1 $1 \times 5 = 5$	4 $5 \times 4 = 20$
 Pipeline Management	5	4 $5 \times 4 = 20$	2 $5 \times 2 = 10$	5 $5 \times 5 = 25$	3 $5 \times 3 = 15$
 Customer Support	4	1 $4 \times 1 = 4$	5 $4 \times 5 = 20$	3 $4 \times 3 = 12$	2 $4 \times 2 = 8$
Total		59	90	53	63

Outcome: TrulyCRM is the CRM that best accommodates all the required criteria with strong scores in analytics and customer support. It will be selected as the CRM to integrate with our business.



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Harvard Business School Press



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What's a Business Case? and Other Frequently Asked Questions Marty J. Schmidt,1997
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The Definitive Guide to Getting Your Budget Approved! Johannes Ritter, Frank Röttgers, 2008 The Definitive Guide is a practical guide to the real world of Business Cases Its focus are the necessities of building actual Business Cases yet without cutting short on the theoretical background as far as it is needed The described Business Case methodology is beneficial for case builders and decision makers and assumes no prior background in finance or business planning For more than 15 years Solution Matrix has helped thousands of business professionals in organizations like BMW Cisco Systems Inc Ericsson SAP and Siemens to understand the essentials of a Business Case and deliver Business Case results that score high in credibility accuracy and practical value This book enables you to profit from their experience and specific Business Case method to get your budget approved The Definitive Guide has various advantages 30 Case Studies from 10 different industries are enclosed The comprehensible method is applicable to any project A free 140 Days Trial Version of Crystal Ball c Oracle worth 360 is included You can start building your Business Case immediately while reading the book It is an introduction for Business Case beginners and a handbook for those more experienced in building Business Cases After having read the book you will know the essentials of a strong Business Case how to prepare a Business Case scientifically how to calculate the Return on Investment ROI and other financial metrics how to measure even soft benefits of your project in monetary terms how to validate your results statistically how to present the Business Case convincingly to the decision makers Content By offering an easy example of an actual Business Case throughout the book ensures that all parts of the method are understood profoundly The book covers the entire process of building a solid Business Case step by step Part I Influence Matrix A tool for reducing the project s complexity while grasping the most important components of the entire project in respect to the outcome which is to be measured How to capture any complex project completely and yet structured enough so that the entire Business Case is valid verifiable and convincing Part II Financial Model The core of the Business Case is about more than just filling in the right numbers How to build a structured financial model based on the Influence Matrix How to structure it Which data to use From whom is data to be obtained in which form How to fill it into the financial model Part III Risk and Sensitivity Analysis Validating the numbers statistically is the key to a sound Business Case Basic statistical knowledge that is necessary for building and interpreting a solid Business Case is given What is the difference between risk and sensitivity analysis How to run a risk and sensitivity analysis How to interpret it The appendix includes a library of 30 Influence Matrices from 10 different industries They offer direct practical guidance to similar projects you might be working on The 140 day trial version of Crystal Ball c Oracle which is needed for a substantial risk and sensitivity analysis allows you to complete your solid Business Case right away An extensive index makes this book not only a practical handbook for Business Case beginners but also for those who are already very experienced and wish to use it for checking specific details only Our companion publication Building Return on Investment ROI and Business Case Analysis Video Training on DVD provides a practical step by step DVD training for Business Case builders and their organizations

Developing a Business Case Harvard Business School Press, 2010-11-23 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

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The Business Matrix Suraj S Shetty, 2024-06-08 The Business Matrix Mastering Strategic Decision Making provides a comprehensive framework for business leaders to achieve holistic success By integrating six key pillars Customer Centricity Financial Health Sustainability Operational Excellence Market Adaptability and Team Synergy this book offers actionable insights and real world case studies to guide strategic decision making Whether you re looking to enhance operational efficiency drive innovation or adapt to market changes this book equips you with the tools to navigate complexities and achieve sustainable growth Empower your decisions solve challenges and drive your business to new heights

A Strategy for Using Multicriteria Analysis in Decision-Making Nolberto Munier, 2011-07-10 This book develops a whole strategy for decision making with the full participation of the decision maker and utilizing continuous feedback It introduces the use of the very well known and proven methodology linear programming but specially adapted for this purpose For this it incorporates a method to include subjective concepts as well as the possibility of working with many different and even contradictory objectives The book is liberally populated with diverse case studies to illustrate the concepts This practical guide will be of interest to anyone undertaking analysis and decision making on both simple and complex projects and who is looking for a strategy to organize classify and evaluate the large amount of information required to make an informed decision The strategy includes methods to analyze the results and extract conclusions from them

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Smart Decisions: Mastering Problem Solving with Strategic Solutions for Business Success Gerard Assey, 2024-04-26 In today s rapidly changing business landscape effective decision making and problem solving are critical skills for managers leaders and business owners Smart Decisions Mastering Problem Solving with Strategic Solutions for Business Success is a comprehensive guide that equips readers with practical strategies and tools to navigate the complexities of decision making and effective problem solving Through real world examples case studies and interactive exercises readers will learn how to identify and define problems gather and analyze information generate and evaluate options and make sound decisions The book also explores the importance of ethical considerations in decision making and provides guidance on developing a decision making culture within organizations With a focus on continuous learning and improvement this book offers readers a roadmap for honing their problem solving and decision making skills and achieving greater success in their professional endeavors

Business Case Analysis with R Robert D. Brown III,2018-03-01 This tutorial teaches you how to use the statistical programming language R to develop a business case simulation and analysis It presents a methodology for conducting business case analysis that minimizes decision delay by focusing stakeholders on what matters most and suggests pathways for minimizing the risk in strategic and capital allocation decisions Business case analysis often conducted in spreadsheets exposes decision makers to additional risks that arise just from the use of the spreadsheet environment R has become one of the most widely used tools for reproducible quantitative analysis and analysts fluent in this language are in high demand The R language traditionally used for statistical analysis provides a more explicit flexible and extensible environment than spreadsheets for conducting business case analysis The main tutorial follows the case in which a chemical manufacturing company considers constructing a chemical reactor and production facility to bring a new compound to market There are numerous uncertainties and risks involved including the possibility that a competitor brings a similar product online The company must determine the value of making the decision to move forward and where they might prioritize their attention to make a more informed and robust decision While the example used is a chemical company the analysis structure it presents can be applied to just about any business decision from IT projects to new product development to commercial real estate The supporting tutorials include the perspective of the founder of a professional service firm who wants to grow his business and a member of a strategic planning group in a biomedical device company who wants to know how much to budget in order to refine the quality of information about critical uncertainties that might affect the value of a chosen product development pathway What You'll Learn Set up a business case abstraction in an influence diagram to communicate the essence of the problem to other stakeholders Model the inherent uncertainties in the problem with Monte Carlo simulation using the R language Communicate the results graphically Draw appropriate insights from the results Develop creative decision strategies for thorough opportunity cost analysis Calculate the value of information on critical uncertainties between competing decision strategies to set the budget for deeper data analysis Construct appropriate information to satisfy the parameters for the Monte Carlo simulation when little or no empirical data are available Who This Book Is For Financial analysts data practitioners and risk business professionals also appropriate for graduate level finance business or data science students

The Business Case Guide Marty J. Schmidt,1999-09-01

Supporting Reuse in Business Case Development Bart-Jan van Putten,2013-01-11 Determining the value of an information system for an organization is challenging especially before the execution of the project in which the system is put into operation Many organizations cope with problems when having to identify the potential benefits of the investment while even more have difficulties with their quantification An analysis in which multiple possible investments and approaches are compared with respect to their benefits costs and risks is called a business case BC The current frameworks that can be used to develop BCs offer too little support for the aforementioned challenges Opportunities to improve BC frameworks and thereby the efficiency and effectiveness of BC development are therefore explored in this dissertation

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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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