

Capability Evaluation Criteria

| Attribute | Cost | Interoperability | Long term relationship | Deployment readiness | Build Quality |
|-----------|-------------------------------------|---|--|---|---|
| 1 | over market price | proprietary standards, risk of vendor lock-in | cannot reliably communicate, needs aggressive follow up and management | timeline unclear or unknown | Questionable may need replacement anytime or unknown durability |
| 3 | close to or exactly at market price | use some open and proprietary standards | can communicate reliably but needs incentives to do so | timeline is known but is volatile or longer than what is needed | Acceptable could last 2 to 3 years |
| 5 | under market price | fully using open standards | communicates reliably and incentives are already aligned | timeline is known and predictable or within acceptable duration | Durable can last 3 years or more |

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