

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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