Correlations Positive + Negative - No Correlation Relationships Strong @ Modorate O Weak ♥  Direction of Improvement  Maximize A Target ◆ Minimize ▼		
Direction of Improvement		Customer Competitive Assesment
Target  Target  Target  Target		1
Max Relationship Technical Importance Rating Relative Weight	9   9   9   9   9   9   9   9   9   9	·
Weight Chart		
ELIR	5 4 4 4 5 3 5 3 5 4 5 5 5 5 4 4 5 4 4 4 5 4	
PIRo Fu	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
LineScout Expliner	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	
Technical Competitive A compet		D-PIROO-FuO-LineScoutB-ExplinerD-PhillipsE-LIR