

Obsolescence criteria

Evaluate potential
products to obsolete by
using these factors

Mark where you think the
product sits on each line

Revenue / profit



Growth



Customers



Related products



Inventory costs



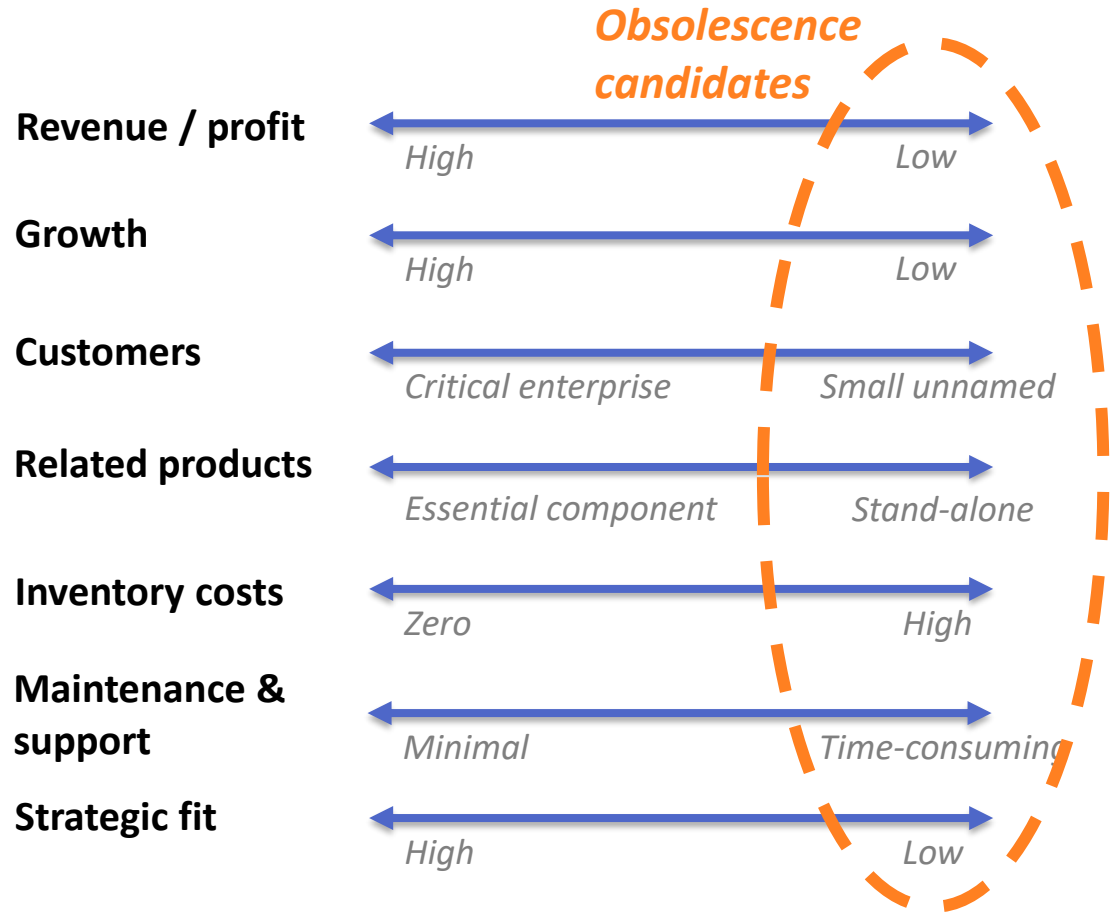
**Maintenance &
support**



Strategic fit



Obsolescence criteria



If scores are mostly on the right, then this product is a good obsolescence candidate