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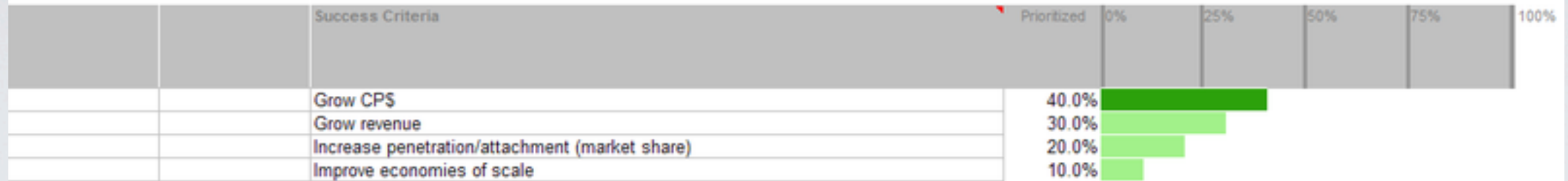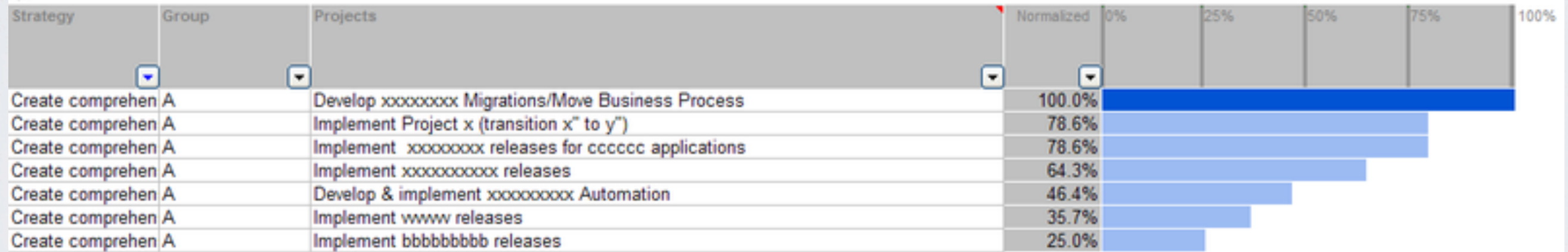
XYZ Program Prioritization

Goal
Gain market leadship in x, y, and z market segment by providing composite solution based products

Success Criteria	Prioritized	0%	25%	50%	75%	100%
Grow CP$	40.0%					
Grow revenue	30.0%					
Increase penetration/attachment (market share)	20.0%					
Improve economies of scale	10.0%					

Strategy	Group	Projects	Normalized	0%	25%	50%	75%	100%
Create comprehen	A	Develop xxxxxxxx Migrations/Move Business Process	100.0%					
Create comprehen	A	Implement Project x (transition x" to y")	78.6%					
Create comprehen	A	Implement xxxxxxxx releases for cccccc applications	78.6%					
Create comprehen	A	Implement xxxxxxxxxxx releases	64.3%					
Create comprehen	A	Develop & implement xxxxxxxxx Automation	46.4%					
Create comprehen	A	Implement wwww releases	35.7%					
Create comprehen	A	Implement bbbbbbbbb releases	25.0%					

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Ratings	Custom	Custom	Custom	Custom
	40.0%	30.0%	20.0%	10.0%
Projects	Grow CP$	Grow revenue	Increase penetration/attachment (market share)	Improve economies of scale
Develop xxxxxxxx Migrations/Move Business Process	$7M-11M (3%)	$50M-100M	Medium	Med-High
Implement Project x (transition x" to y")	$7M-11M (3%)	<$50M	Low-Med	Medium
Implement xxxxxxxx releases for cccccc applications	$7M-11M (3%)	<$50M	Low-Med	Medium
Implement xxxxxxxxxxx releases	$4M-7M (2%)	<$50M	Low-Med	Medium
Develop & implement xxxxxxxxxx Automation	<$4M (1%)		Medium	Medium
Implement vvvvvvv releases	<$4M (1%)		Low-Med	Low-Med
Implement bbbbbbbbb releases	<$4M (1%)		Low	Low

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Strategy	Group	Projects	Normalized	0%	25%	50%	75%	100%
Create comprehen	A	Develop xxxxxxxx Migrations/Move Business Process	100.0%					
Create comprehen	A	Implement Project x (transition x" to y")	78.6%					
Create comprehen	A	Implement xxxxxxxx releases for cccccc applications	78.6%					
Position integrated	A	SE Portfolio growth with ccccc	71.4%					
Position integrated	A	SE Portfolio growth with xxxxx SE's	71.4%					
Improve operationa	A	Implement S&OP for XYZ (including A S&OP)	71.4%					
Create comprehen	A	Implement xxxxxxxxxx releases	64.3%					
Create comprehen	A	Develop & implement xxxxxxxxxx Automation	46.4%					
Position integrated	A	SE Portfolio growth with sssss	46.4%					
Position integrated	A	SE Portfolio growth with dddddd	46.4%					
Position integrated	A	SE Portfolio growth 3rd party	46.4%					
Position integrated	A	SE Portfolio growth with wwwww	46.4%					
Position integrated	A	SE Portfolio growth with aaaaaa	46.4%					
Create comprehen	A	Implement wwww releases	35.7%					
Create comprehen	A	Implement bbbbbbbbb releases	25.0%					

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Goal

Gain market leadship in x, y, and z market segment by providing composite solution based products

		Success Criteria	Prioritized	0%	25%	50%	75%	100%
		Grow CP$	40.0%					54%
		Grow revenue	30.0%					63%
		Increase penetration/attachment (market share)	20.0%					41%
		Improve economies of scale	10.0%					44%

Roll-up Priorities ✕

Select by

Strategy ▼	Totals	Total Priorities
Create comprehensive xyz business	7	49%
Position integrated packages	7	42.9%
Improve operational efficiencies	1	8.2%

☑ Show % contrib to objectives

[Recalculate]   [OK]

Strategy ▼	Group ▼	Projects	▼	Prioritized ▼	0%	25%	50%	75%	100%
Create comprehen	A	Develop xxxxxxxxx		11.4%					
Create comprehen	A	Implement Project		9.0%					
Create comprehen	A	Implement xxxxxx		9.0%					
Position integrated	A	SE Portfolio growth		8.2%					
Position integrated	A	SE Portfolio growth		8.2%					
Improve operationa	A	Implement S&OP for XYZ (including A S&OP)		8.2%					
Create comprehen	A	Implement xxxxxxxxxx releases		7.3%					
Create comprehen	A	Develop & implement xxxxxxxxx Automation		5.3%					
Position integrated	A	SE Portfolio growth with sssss		5.3%					
Position integrated	A	SE Portfolio growth with dddddd		5.3%					
Position integrated	A	SE Portfolio growth 3rd party		5.3%					
Position integrated	A	SE Portfolio growth with wwwww		5.3%					
Position integrated	A	SE Portfolio growth with aaaaaa		5.3%					
Create comprehen	A	Implement wwww releases		4.1%					
Create comprehen	A	Implement bbbbbbbbb releases		2.9%					