

Capture Governance Report: PIN Stage - Cat B Networked Autonomy Program

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Governance Summary

Governance Score: 44%

Shipley Stage: Pursue

Shipley Score: 52

APMP Score: 18

Capture Assessment

Metrics: Weak (58%)

Economic Buyer: Weak (44%)

Decision Criteria: Weak (61%)

Decision Process: Weak (39%)

Paper Process: Weak (30%)

Identify Pain: Weak (84%)

Champion: Weak (62%)

Competition: Weak (57%)