

# Capture Governance Report: Defence Edge Fleet - Dovetail Device Management

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## Governance Summary

Governance Score: 45%

Shipley Stage: Pursue

Shipley Score: 53

APMP Score: 18

## Capture Assessment

Metrics: Weak (66%)

Economic Buyer: Weak (46%)

Decision Criteria: Weak (72%)

Decision Process: Weak (52%)

Paper Process: Weak (42%)

Identify Pain: Weak (82%)

Champion: Weak (58%)

Competition: Weak (64%)