

Capture Governance Report: Fire and Rescue - Disconnected Situational Awareness

Generated on: 2026-06-04

Governance Summary

Governance Score: 75%

Shipley Stage: Capture Plan

Shipley Score: 73

APMP Score: 81

Capture Assessment

Metrics: Weak (74%)

Economic Buyer: Weak (69%)

Decision Criteria: Weak (76%)

Decision Process: Weak (61%)

Paper Process: Weak (48%)

Identify Pain: Weak (88%)

Champion: Weak (75%)

Competition: Weak (67%)