

Capture Governance Report: Government Mission Users - Trove Internet-Denie

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Governance Summary

Governance Score: 90%

Shipley Stage: Proposal Ready

Shipley Score: 87

APMP Score: 100

Capture Assessment

Metrics: Weak (92%)

Economic Buyer: Weak (81%)

Decision Criteria: Weak (88%)

Decision Process: Weak (77%)

Paper Process: Weak (62%)

Identify Pain: Weak (95%)

Champion: Weak (89%)

Competition: Weak (83%)