

Achieve CAPM® Exam Success:
A Concise Study Guide and Desk Reference

WEIGHTING EVALUATION CRITERIA FOR OUTSOURCING – CHAPTER 12

OUTSOURCING ALTERNATIVE SELECTION CRITERIA		
CRITERIA	EXPECTED RESULTS OR CONSIDERATIONS	WEIGHTING CRITERIA
Firm fixed price	Could adequately fund project to completion rather than face unlimited in-house development costs and risk of abandonment	30
Fulfillment of all technical objectives	Could demonstrate to vendors that we are not just another ad hoc product that will not produce as promised	10
Assured of appropriate technical talent and performance	Increase the likelihood of going live in time to serve the last quarter of the year buying season	50
Benefit from the insight of a firm that has accomplished what we dream to do	Reduce technical surprises and rework	10
		100