

Services Assessment Matrix

USING 4 CRITERIA: Fit, Market Position, Financial Capacity, and Alternative Coverage

USING THE SERVICES ASSESSMENT MATRIX:

Use this matrix to help focus your decision-making process in response to a key question like: "Are we the most appropriate agency to provide the service?"

1. Start on the left with FIT.
2. Move to the right addressing MARKET POSITION.
3. From the top, address FINANCIAL CAPACITY and ALTERNATIVE COVERAGE.

Where MARKET POSITION and ALTERNATIVE COVERAGE intersect (in the purple boxes) is the most logical Service Provision Strategy.

For more information go to:
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		FINANCIAL CAPACITY			
		ECONOMICALLY VIABLE		NOT ECONOMICALLY VIABLE	
		Alternative Coverage HIGH	Alternative Coverage LOW	Alternative Coverage HIGH	Alternative Coverage LOW
GOOD FIT	Market Position STRONG	AFFIRM Market Position 1	ADVANCE Market Position 2	Complementary Development 5	"Core Service" 6
	Market Position WEAK	DIVEST 3	Invest, Collaborate or Divest 4	Collaborate or Divest 7	Collaborate or Divest 8
POOR FIT	DIVEST 9				