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| **Make/Buy or Vendor Selection** |
| **Decision to be made: Make or buy**  | **Date: 09/23/10** |
| **Product: Part 234-4B in Espiral** |
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| Criterion | Wt | Make | Vendor 1Allied | Vendor 2Barns | Vendor 3Crane |
| Low development cost | 5 | 2 | 3 | 2 | 4 |
| Low product cost | 22 | 4 | 2 | 3 | 4 |
| High product life cost stability | 2 | 5 | 3 | 4 | 4 |
| Low development lead time | 7 | 3 | 2 | 4 | 2 |
| Low order lead time  | 11 | 3 | 2 | 5 | 1 |
| High product quality | 14 | 2 | 3 | 3 | 2 |
| Good product support | 6 | 1 | 4 | 2 | 3 |
| Easy to change product | 8 | 3 | 5 | 5 | 4 |
| Strong IP control | 18 | 4 | 2 | 4 | 2 |
| Good control of order volumes | 5 | 4 | 1 | 2 | 4 |
| Good control of supply chain | 2 | 4 | 4 | 2 | 2 |
| **Total** | 35 | 31 | 36 | 32 |
| **Weighted total** | 3.2 | 2.56 | 3.47 | 2.79 |

Rationale: Choose Barns as it is significantly better than the others in weighted total and has no great weakness. |
| Team member: Bob | Prepared by: Alvin |
| Team member: Alvin | Checked by:Becky-Sue |
| Team member: Becky-Sue | Approved by:Fredrick |
| Team member:       |  |
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