# Competitor Analysis

## Identify Competitors in relation to Key Issues

Date: _____

Author: _____

RFT: _____

| Issue | Weight | Us | | Competitor A | | Competitor B | | Competitor C | | Competitor D | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Points | Score | Points | Score | Points | Score | Points | Score | Points | Score |
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| **Totals** | | | | | | | | | | | |

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WINNING MORE TENDERS - MORE OFTEN