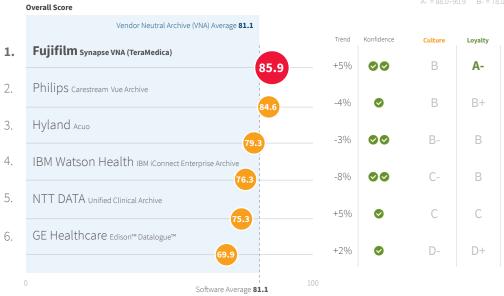
## **Vendor Neutral Archive (VNA)**



## **FUJ!FILM**

## How do vendor solutions compare?



| Score Breakdown | (Grading methodology can be found on page 4) |
|-----------------|--|

| A+=95.0+       | B+= 85.0-87.9  | C+=75.0-77.9   | D+= 65.0-67.9  | F = <58.0 |
|----------------|----------------|----------------|----------------|-----------|
| A = 91.0-94.9  | B = 81.0-84.9  | C = 71.0-74.9  | D = 61.0-64.9  |           |
| A- = 88.0-90.9 | B- = 78.0-80.9 | C- = 68.0-70.9 | D- = 58.0-60.9 |           |

| e | Culture | Loyalty | Operations | Product | Relationship | Value |
|---|---------|---------|------------|---------|--------------|-------|
|   | В       | A-      | В          | B+      | В            | B+    |
|   | В       | B+      | B+         | В       | B-           | B+    |
|   | В-      | В       | C+         | B-      | C+           | C+    |
|   | C-      | В       | C+         | B-      | С            | С     |
|   | С       | С       | B-         | C+      | C+           | B-    |
|   | D-      | D+      | C+         | C+      | С            | D+    |
|   |         |         |            |         |              |       |