

Pugh Matrix - Cot Design							
Selection Criteria / Customer Needs	Weight	Frame Style			Materials		
		Stackable Frame	Transforming Frame	Foldable Frame	Wood	Aluminum	Plastic
Support Shelter Guest	3	1	1	1	1	1	1
Comfortable Sleeping	3	1	1	1	1	1	1
Easy to Enter Exit	2	1	1	1	1	1	1
Resist Bedbugs	3	1	-1	0	-1	0	1
Resist Bacteria	3	0	0	0	1	-1	1
Resist Contamination	3	0	0	0	0	-1	1
Easy to Clean	3	1	-1	0	0	1	1
12 Cots fit in Room	3	1	0	1	0	0	0
Stack 6 High	2	1	-1	-1	0	0	0
Stable when Stacked	2	1	-1	-1	0	0	0
Can be used as bench	1	1	1	0	0	0	0
Bench supports 3 people	1	1	1	0	0	0	0
Support weight of standing man	3	1	1	0	0	0	0
Lightweight	3	1	-1	1	0	1	0
Stackable quickly	3	1	1	1	0	0	0
Costs less than \$200	3	0	0	0	1	0	-1
Safe to use	3	1	0	0	0	0	0
Totals		35	3	13	11	8	17