

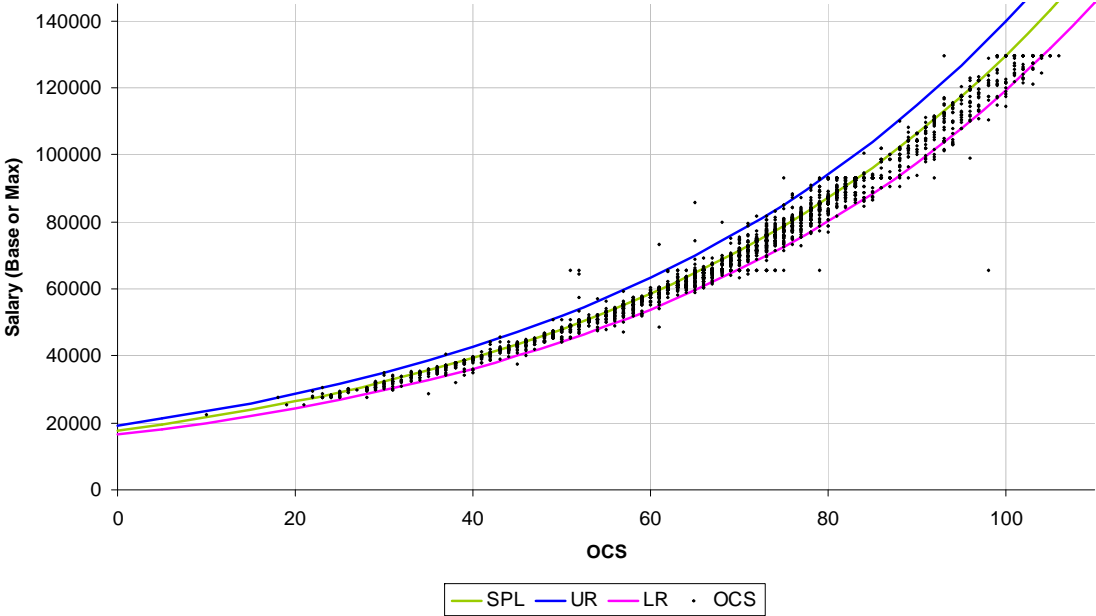
# AcqDemo Results FY12

Rail Report	NH		NJ		NK		Total	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
A	22	0.9%	0	0.0%	2	0.8%	24	0.8%
C	2,342	94.8%	292	96.4%	232	94.3%	2,866	94.9%
B	107	4.3%	11	3.6%	12	4.9%	130	4.3%
<b>Total</b>	<b>2,471</b>		<b>303</b>		<b>246</b>		<b>3,020</b>	

**Definition of Rail Zones**  
 Inappropriately compensated above the rails  
 Appropriately compensated between the rails  
 Inappropriately compensated below the rails

Counts do not include personnel receiving presumptive OCS ratings due to time

OCS Results: 2012 Pay and SPL



# AcqDemo Results FY12

**Payout Statistics**  
(Presumptive Due to Time Excluded)

	Number Of Employees Analyzed	Average Rating	Average Delta OCS	Average Salary Increase <sup>1</sup>		Average Carryover <sup>2</sup>			Average CA Award <sup>3</sup>	
				\$	%	Number Receiving	\$	%	\$	%
<b>Overall</b>	<b>3,020</b>	<b>68.9</b>	<b>0.9</b>	<b>\$1,026</b>	<b>1.4%</b>	<b>2,128</b>	<b>\$635</b>	<b>0.9%</b>	<b>\$859</b>	<b>0.9%</b>
NH	2,471	73.5	1.0	\$1,105	1.4%	1,694	\$632	0.8%	\$915	0.9%
NJ	303	57.2	0.7	\$628	1.1%	259	\$705	1.2%	\$672	0.9%
NK	246	37.5	1.0	\$723	1.9%	175	\$556	1.5%	\$527	1.1%

<sup>1</sup> weighted average by base salary (capped at band max)

<sup>2</sup> average based on those receiving, weighted by base salary (capped by band max), to include employees on retained pay

<sup>3</sup> weighted average by total salary (capped by EX-IV cap)

CRI Funding Range: 2.00% - 2.40%\*; CA Funding Range: 1.00% -1.30%\* \*Includes first-cycle funding percentages of a newly transitioned organization