

# AcqDemo Results FY12

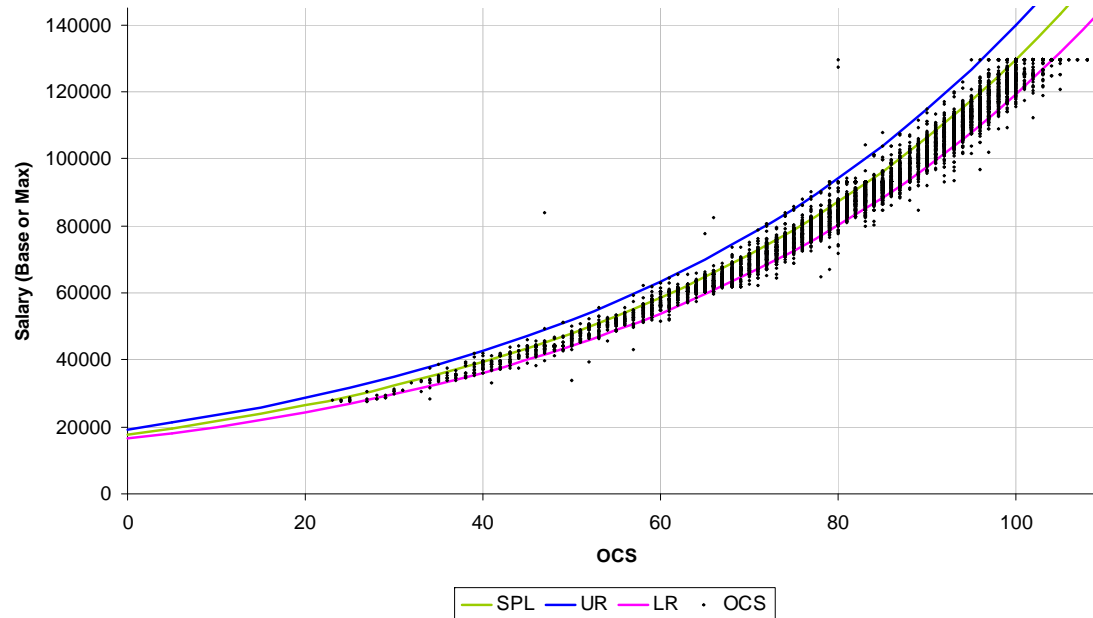
Rail Report	NH		NJ		NK		Total	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
A	27	0.4%	0	0.0%	3	1.0%	30	0.4%
C	6,655	91.9%	16	100.0%	282	90.1%	6,953	91.9%
B	558	7.7%	0	0.0%	28	8.9%	586	7.7%
<b>Total</b>	<b>7,240</b>		<b>16</b>		<b>313</b>		<b>7,569</b>	

**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



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## 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>7,569</b>	<b>81.8</b>	<b>1.9</b>	<b>\$1,349</b>	<b>1.5%</b>	<b>2,626</b>	<b>\$2,060</b>	<b>2.0%</b>	<b>\$1,139</b>	<b>1.0%</b>
NH	7,240	83.4	1.9	\$1,378	1.5%	2,528	\$2,103	2.0%	\$1,161	1.0%
NJ	16	62.8	1.4	\$1,095	1.7%	3	\$1,400	1.8%	\$737	1.0%
NK	313	45.7	1.7	\$699	1.6%	95	\$925	2.0%	\$660	1.3%

<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% - 2.26%; CA Funding Range: 0.81% - 3.33%\* \*Based on negotiated agreement