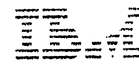


**Table 3A-1: Firm Fixed Price CLIN Performance Payment Milestones**

CLIN/SLIN	Target Date for Completion	Performance Milestone (Aligned to performance work statement)	% of firm fixed price payable at successful completion	Mapped to Performance Work Statement (PWS)	Mapped to Statement of Objectives
<b>CLIN 0001 Startup and OCD Period</b>					
<b>SLIN0001AA Startup and OCD</b>	September 2007	Acceptance of Startup Plan (Final)	10%	1.1.1	C.3.3.1.1, C.3.3.2.2, C.3.3.2.3
	September 2007	Acceptance of Project Management Plan (Final)	10%	1.1	C.3.3.2.2
	November 2007	Acceptance of Operational Capability Demonstration (OCD) Plan (Final)	10%	1.5.1	C.3.3.1.1, C.4.1
	November 2007	Acceptance of Monthly SLA Report Structure (Final)	10%	1.1.2.3	C.3.3.2.6
	December 2007	Acceptance of Roll-Out Plan (Final)	10%	1.7	C.3.3.1.1
	January 2008	OCD successfully completed (milestone)	20%	1.5.4	C.3.3.1.3, C.3.3.1.4, C.3.3.1.5
	January 2008	Ready to Accept Coupon Requests by Phone, Fax, Mail and Web	10%	1.6	C.3.3.1.3, C.3.3.1.6
	January 2008	Ready to Redeem Coupons	10%	1.6	C.3.3.1.5
	March 2008	Operational Phase Preparation successfully completed	10%	1.7	C.3.3.1.1, C.3.3.1.3, C.3.3.1.4, C.3.3.1.5
<b>SLIN0001AD Consumer Education</b>	September 2007	Acceptance of Consumer Education Plan (Draft)	35%	1.2	C.3.3.1.2
	October 2007	Acceptance of Consumer Education Plan (Final)	15%	1.2	C.3.3.1.2
	November 2007	Creative Brief (Draft)	35%	1.2	C.3.3.1.2
	December 2007	Consumer Testing of Materials – Results Report	15%	1.2	C.3.3.1.2
<b>SLIN0001AE Retailer Certification and Training</b>	October 2007	Acceptance of Retailer Certification Plan (Final)	10%	1.3	C.3.3.1.4
	October 2007	Ready to accept retailer	50%	1.3.3	C.3.3.1.4

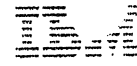


CLIN/SLIN	Target Date for Completion	Performance Milestone (Aligned to performance work statement)	% of firm fixed price payable at successful completion	Mapped to Performance Work Statement (PWS)	Mapped to Statement of Objectives
		certification applications			
	November 2007	Acceptance of Retailer Training Materials (Final)	15%	1.3	C.3.3.1.4
	December 2007	List of Eligible Converter Boxes Posted and Available	10%	1.3	C.3.3.1.4
	December 2007	At least 3 national and 5 regional/local retailers certified	15%	1.3.3	C.3.3.1.4
<b>CLIN 0002 Operational Phase</b>					
<b>SLIN0002AA Consumer Education</b>	April 2008	Production of Collateral Materials	15%	2.2	C.3.3.1.2
	April 2008	Media Kickoff and Web Site Launch	20%	2.2	C.3.3.1.2
	June 2008	Acceptance of Grassroots Coalition LOAs	20%	2.2	C.3.3.1.2
	July 2008	Acceptance of quarterly media compilation report (including monthly logs from April/May/June 2008), partnership activity tracker and hard copy material distribution log	10%	2.2	C.3.3.1.2
	October 2008	Acceptance of quarterly media compilation report (including monthly logs from July/August/September 2008), partnership activity tracker and hard copy material distribution log	10%	2.2	C.3.3.1.2
	January 2009	Kickoff of Final Push	5%	2.2	C.3.3.1.2
	January 2009	Acceptance of quarterly media compilation report (including monthly logs from	10%	2.2	C.3.3.1.2



CLIN/SLIN	Target Date for Completion	Performance Milestone (Aligned to performance work statement)	% of firm fixed price payable at successful completion	Mapped to Performance Work Statement (PWS)	Mapped to Statement of Objectives
		October/November/December 2008), partnership activity tracker and hard copy material distribution log			
	March 2009	Acceptance of quarterly media compilation report (including monthly logs from January/February 2009), partnership activity tracker and hard copy material distribution log	10%	2.2	C.3.3.1.2
<b>SLIN0002AB Fixed Operational</b>	April 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - March 2008	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	May 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - April 2008	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	June 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - May 2008	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6

<sup>1</sup> This determination shall be based on IBM's performance against SLsS proposed in Table 3A-2 for SLIN0002AC and SLIN0002AD, as well as IBM's performance against a subjective measure of client satisfaction. Each month NTIA will rate IBM on a scale of 1-10 to reflect their overall satisfaction with IBM's performance. Client Satisfaction success for purposes of these milestones will be considered a rating of 7 or higher. There are 13 SLsS proposed for the SLINs described above, and client satisfaction represents a 14<sup>th</sup> measure. When IBM has met or exceeded 10 of 14 of these measures the milestone payment will be due. If 9 or less are satisfied in a given month, the milestone payment will slip into the next month, where the same criteria will be applied to the "new" milestone. Additionally, if the client satisfaction rating is ever less than 7 in consecutive months, an executive meeting will be scheduled to determine the reasons for the low client satisfaction, and IBM will deliver a Client Satisfaction Improvement Plan within 5 business days after the meeting.



CLIN/SLIN	Target Date for Completion	Performance Milestone (Aligned to performance work statement)	% of firm fixed price payable at successful completion	Mapped to Performance Work Statement (PWS)	Mapped to Statement of Objectives
	July 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - June 2008	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	August 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - July 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	September 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - August 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	October 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - September 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	November 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - October 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	December 2008	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - November 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	January 2009	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - December 2008	5%	2.1.2.3	C.3.3.1.1, C.3.3.2.6



CLIN/SLIN	Target Date for Completion	Performance Milestone (Aligned to performance work statement)	% of firm fixed price payable on successful completion	Mapped to Performance Work Statement (PWS)	Mapped to Statement of Objectives
	February 2009	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - January 2009	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	March 2009	Government determination that IBM's performance meets the outcomes described in RFP Section C.3.3.1 <sup>1</sup> - February 2009	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
	June 2009	Acceptance of Close-out Plan (Draft)	10%	2.1.2.3	C.3.3.1.1, C.3.3.2.6
<b>SLIN0002AE Retailer Certification and Training Materials</b>	May 2008	Close out of Retail Application Processing	100%	2.3	C.3.3.1.4, C.3.3.2.11
<b>CLIN 0004 Closeout</b>					
<b>SLIN0004AA Closeout Activities</b>	July 2009	Consumer Transactions Closeout and File Handoff	25%	4.2.2	C.3.3.1.8
	July 2009	Retailer Certification Closeout and File Handoff	25%	4.2.1	C.3.3.1.8
	September 2009	Consumer Redemption Closeout and File Handoff	25%	4.2.3	C.3.3.1.8
	September 2009	Dashboard Closeout and File Handoff	25%	4.2.4	C.3.3.1.8