

**Opportunity Stages and Probabilities**  
**Revised 20200924**

| STAGE                      | PROBABILITY     | DESCRIPTION   |
|----------------------------|-----------------|---|
| Lead                       | 1 – 10%         | Opportunity that ATG is aware of but has not made the Blue Hat decision to invest in pursuing.  |
| Pursuit                    | 11 – 30%        | Indicates ATG is proactively pursuing, i.e. it passed the Blue Hat review and CM is leading development of the Capture Plan.  |
| Advertised                 | Same as Pursuit | An RFP has been issued. ATG is developing and reviewing the Black Hat.  |
| Proposal                   | 25 - 60%        | ATG is preparing a response, i.e. it passed the Black Hat review  |
| Direct Proposal            | 25 – 75%        | Proposal provided by CM direct to client. Stage remains the same and probability updated to reflect progress during client review and discussions. Then updated to SNC and follows process below. |
| Work Authorization Pending | 5 – 75%         | Work solicited under an On-Call. Stage remains the same and probability updated to reflect progress during client review and discussions. Then updated to SNC and follows process below.          |
| Submitted                  | 25 - 60%        | Proposal has been submitted and received by client for this pursuit.  |
| Short-Listed               | 50 – 75%        | ATG has been notified that the team has been short-listed.  |
| Interview                  | 50 – 75%        | ATG team or an ATG staff member is participating in the interview/presentation for this opportunity.  |
| SNC (Selected No Contract) | 90%+            | ATG has been notified that the team has been selected. After negotiations, Accounting updates to Contract.  |
| NS-Proposal                | As was at close | ATG not selected after submitting a proposal.   |
| NS-Interview               | As was at close | ATG (or ATG team) not selected after participating in an interview.   |
| NS-Short-List              | As was at close | ATG not selected after being short-listed in an instance where an interview was not conducted.  |
| On-call                    | 0%              | ATG will receive multiple Work Authorizations based on a Master Agreement or IDIQ contract that includes negotiated rates.  |
| Prequals                   | 0%              | ATG has been qualified to work for a particular client. These do not include a signed contract or negotiated rates, as On-calls do.   |
| Contract                   | 100%            | ATG has a fully executed contract and a corresponding EGDV/PLDV/DATA project exists.  |
| No Go                      | 0%              | ATG made a decision not to pursue.  |
| Cancelled                  | 0%              | Client or prime decided not to advertise or pursue.   |