GO / GET % Allocation Guidance

Table 1 GO Probability guide

The GO value represents the likelihood of a project going ahead. This value can be indicatively derived from the project status guide below.

| Go | Definition |
| --- | --- |
| 10% | Blue Sky |
| 20% | Project forming and market talking OR AECOM floats an opportunity to client |
| 30% | Client initiating conversation with market |
| 40% | Client indicating project will be released to market |
| 60% | Project clearly identified and Project Registration of Interest (ROI) imminent. |
| 75% | RFP ROI released |
| 85% | Client shortlisted based on pre-qualification |
| 95% | Funding committed. An active client procurement process in progress |

Table 2 GET Probability guide

The GET value represents the likelihood of AECOM securing the work. The guide below is an indicative guide on how to calculate the GET.

| Get | Definition |
| --- | --- |
| 15% | Unknown chance of winning or public tender in a tight market |
| 20% | Capability exists but limited market experience. Multiple bidders. Limited technical relationship OR Via Contractor who has some relationships with client and reasonable project scope experience |
| 30% | Good capability & market experience. Multiple bidders. Good technical relationship OR Via Contractor who has reasonable relationship with client and reasonable project scope experience |
| 40% | Good capability & market experience. Good technical/buyer relationship OR Via Contractor who has strong relationship with client and strong project scope experience |
| 50% | Strong capability & market experience. Limited bidders. Strong technical/buyer relationships. |
| 75% | Strong capability & market experience. Very limited bidders and/or prequalified. Strong technical/buyer relationships. |
| 85% | Shortlisted. Client indicated preferred status. |
| 95% | Sole sourced. |

# Please Note:

# Only Opportunities with a GO>40% and GET>20% are included in forecast reports when determining the SOR – Identified Revenue Backlog.