Appendi: N

PRE-ORDER												ORDER						TOTAL
25% of total weights												75% of total weights						100%
												RESALE		UNE		PLATFORM		
40% of preorder		12% of preorder		12% of preorder		12% of preorder		12% of preorder		12% of preorder		20% of orders		40% of orders		40% of orders		
10% of total		3% of total		3% of total		3% of total		3% of total		3% of total		15% of total		30% of total		30% of total		
Customer Service Record		Due Date Availability		Address Validation		Product & Service Availability/Directory Listings		TN Availability Ord Reservation		Facility Availability (Loop Qualification)		Scenarios		Scenarios		Scenarios		
												1	0.88	30	3.00	18	##	
												2	0.88	31	3.00	19	##	
												3	0.88	32	3.00	20	##	
												4	0.88	33	3.00	21	##	
												5	0.88	34	3.00	22	##	
												6	0.88	35	3.00	23	##	
												7	0.88	36	3.00	24	##	
												8	0.88	37	3.00	25	##	
												9	0.88	38	3.00	26	##	
14	2.0	4	3.0	6	1.0	5	0.6	1	1.0	13	3.0	10	0.88	39	3.00	27	##	
15	2.0			7	1.0	9	0.6	2	1.0			11	0.88			28	##	
16	2.0			8	1.0	10	0.6	3	1.0			12	0.88			29	##	
17	2.0					11	0.6					13	0.88					
18	2.0					12	0.6					14	0.88					
												15	0.88					
												16	0.88					
												17	0.88					
	10.0		3.0		3.0		3.0		3.0		3.0		15.0		30.0		##	100