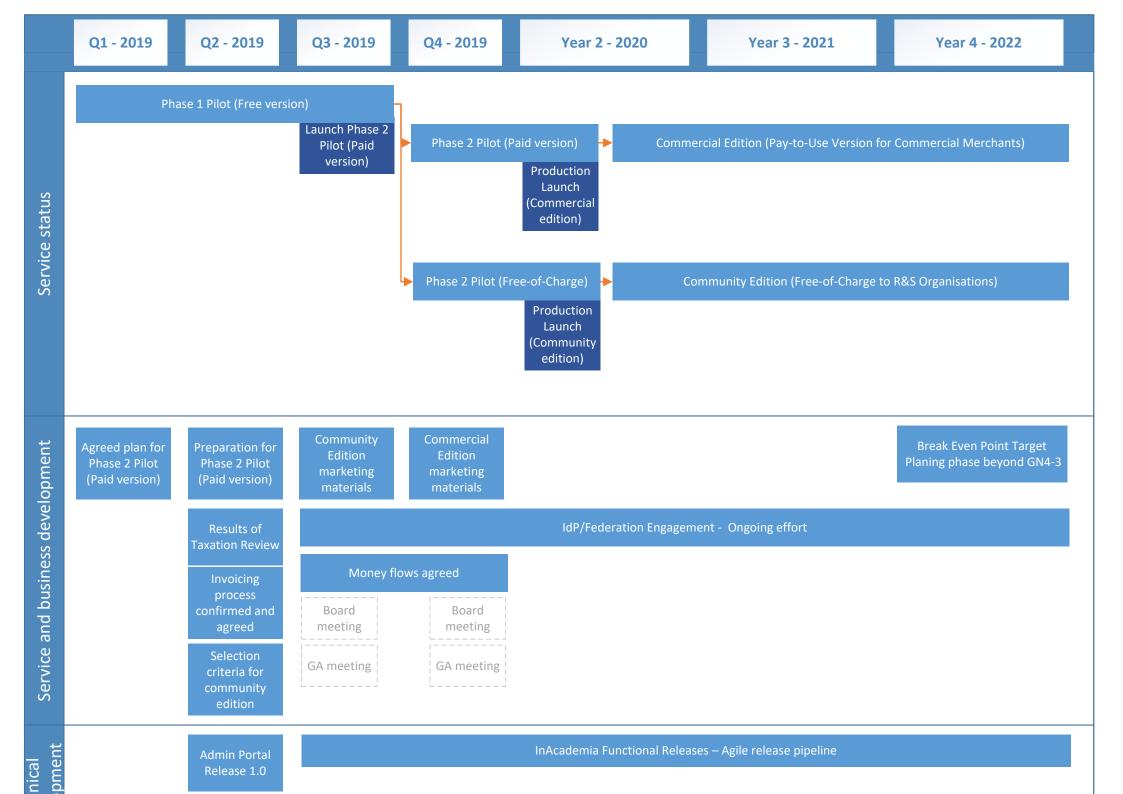
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	Q1 - 2019	Q2 - 2019	Q3 - 2019	Q4 - 2019		Year 2 - 2020		Year 3 - 2021		Year 4 - 2022	
	Agreed Plan for Phase 2 Pilot (Paid version)	Preparation for Phase 2 Pilot (Paid version)	Community Edition marketing materials	Research &							
		Results of Taxation Review  IdP/Federation Engagement underway (to increase IdPs'	Scholarship organisations)								
		Invoicing process confirmed and agreed	adoption of InAcademia)	Commercial Edition marketing materials ready	Formal Launch Comn Edition (paid valida	nercial		Break Even Point TARGET	Planning	Phase: beyond GN4-3————	
			Money Flows Agreed								
			Launch Phase 2 Pilot (Paid version)								
		Admin Portal Release 1.0			InAcademia		InAcademia		InAcademia		
		Statistics Reporting Release 2.3			Functional – Release	Agile release pipeline	Functional Release	Agile release pipeline	Functional	—Agile release pipeline———	
					Community Edition						
	Phase 1 Pilot (free version)		Phase 2 Pilot (Paid version)		Commercial Edition						
			Quarterly Pilot Reviews -Backlog review -Infrastructure -Support model/tickets -Sales pipeline -Customer Conversion Rate -NREN & Federation readiness -eduGAIN Critical Mass Assessment		Quarterly Service Reviews -Development backlog review -Infrastructure -Support model/tickets -Sales pipeline -Income review -NREN & Federation readiness -eduGAIN Critical Mass Assessment		Quarterly Service Reviews -Development backlog review -Infrastructure -Support model/tickets -Sales pipeline -Income review -NREN & Federation readiness -eduGAIN Critical Mass Assessment		Quarterly Service Reviews -Development backlog review -Infrastructure -Support model/tickets -Sales pipeline -Income review -NREN & Federation readiness -eduGAIN Critical Mass Assessment		



ical ment	Admin Portal Release 1.0	InAcademia Functional Releases – Agile release pipeline					
Techn develop	Statistics Reporting Release 2.3						
Periodic service reviews		Development backlog review Infrastructure Support model/tickets Sales pipeline Income review NREN & Federation readiness eduGAIN Critical Mass Assessment					

