



FirstNet™

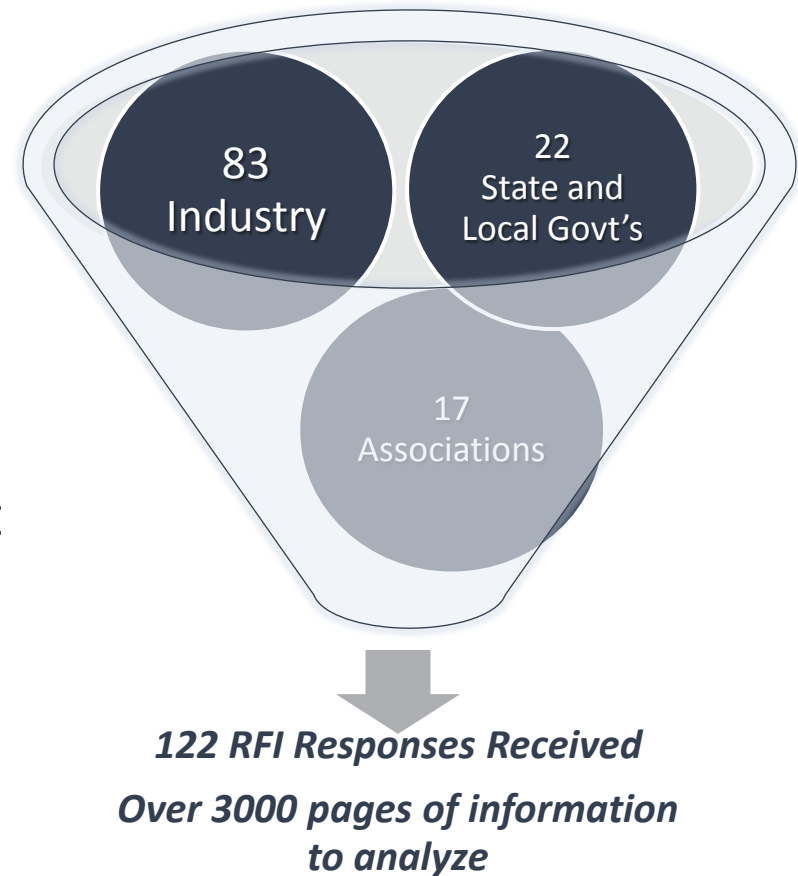


Update to The Board on Request for Information (RFI) Preliminary Findings

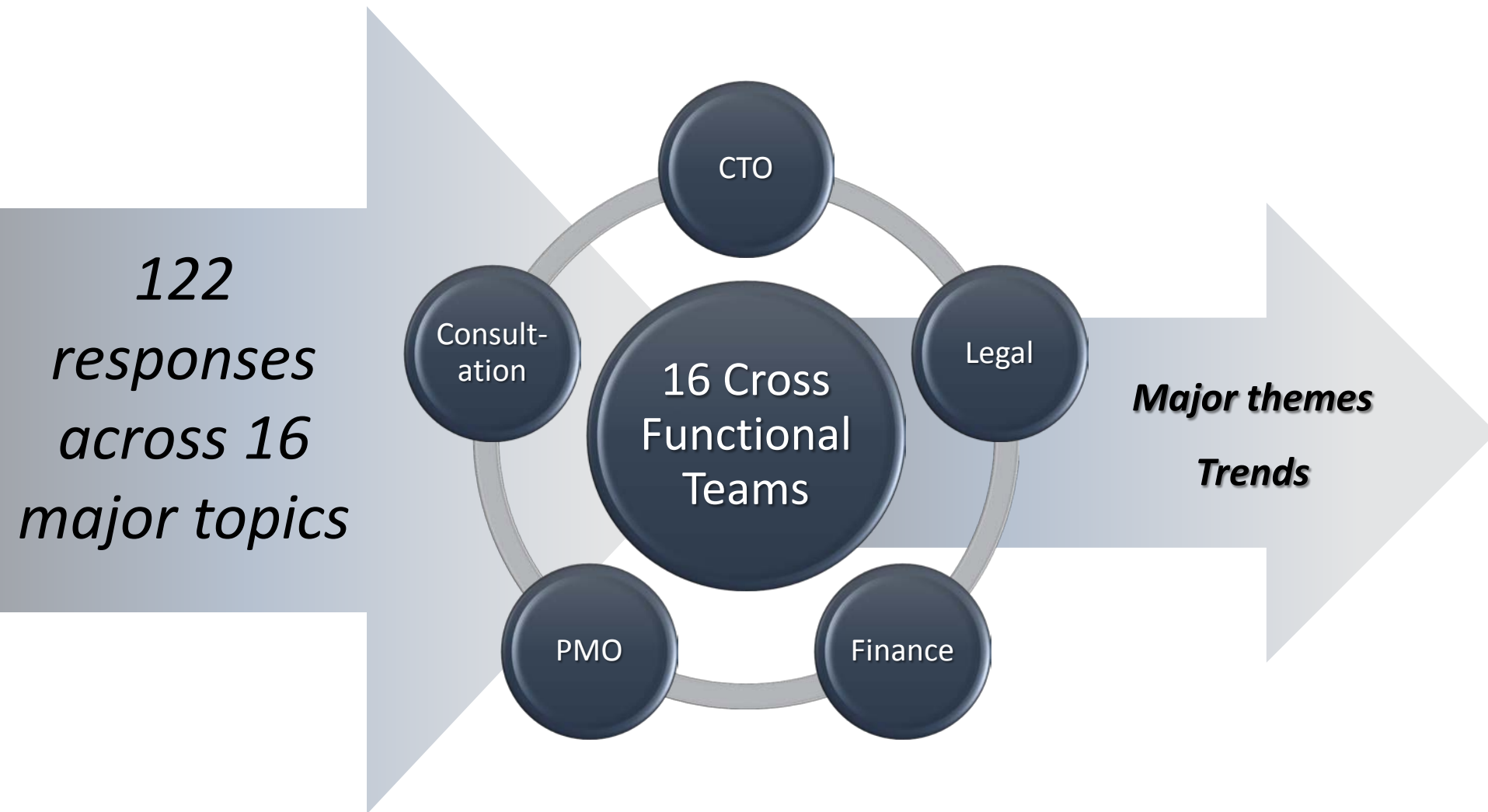
TJ Kennedy
Acting General Manager

December 10, 2014

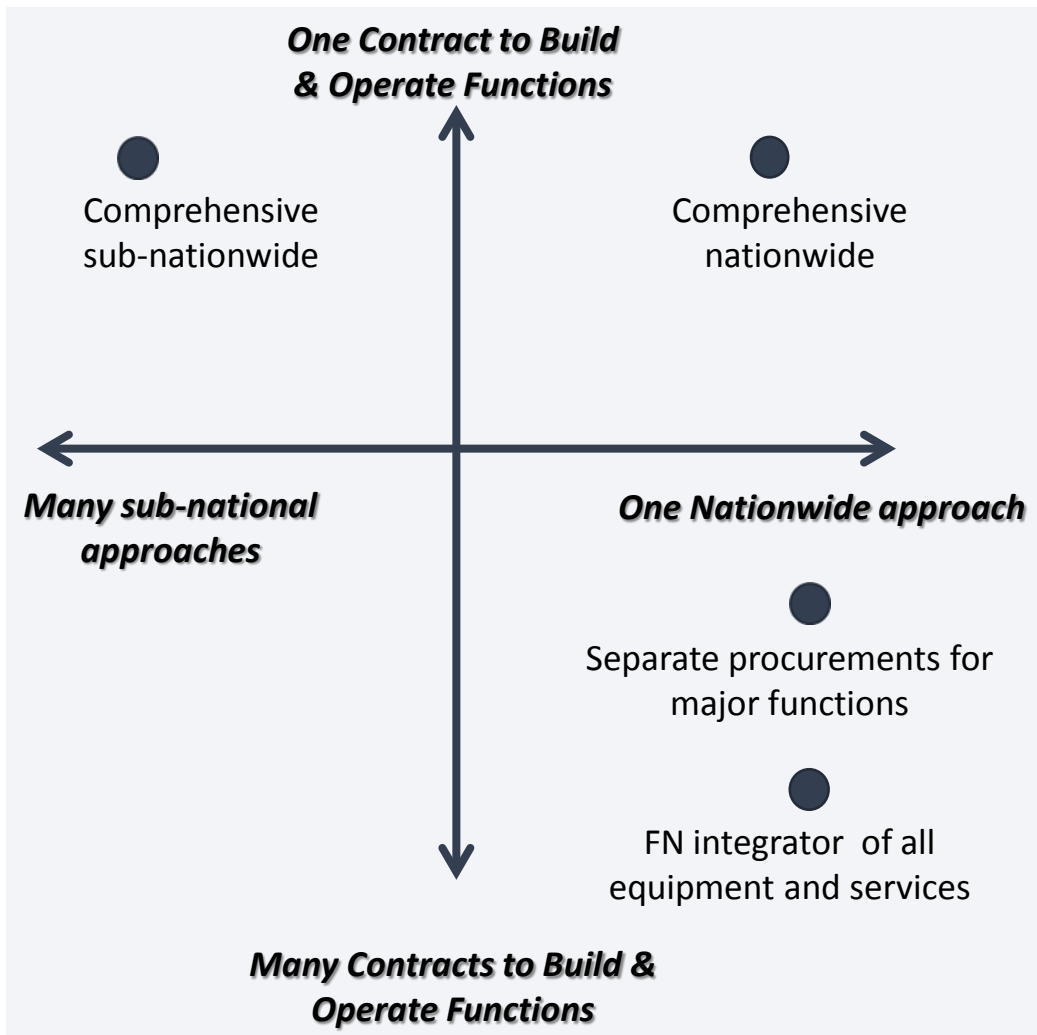
- 2014 RFI Achievements
 - Broad participation from industry, government, and associations
 - Thoughtful answers to most questions and objectives
 - Largely validated our Statement Of Objectives



Analyzing the RFI Responses

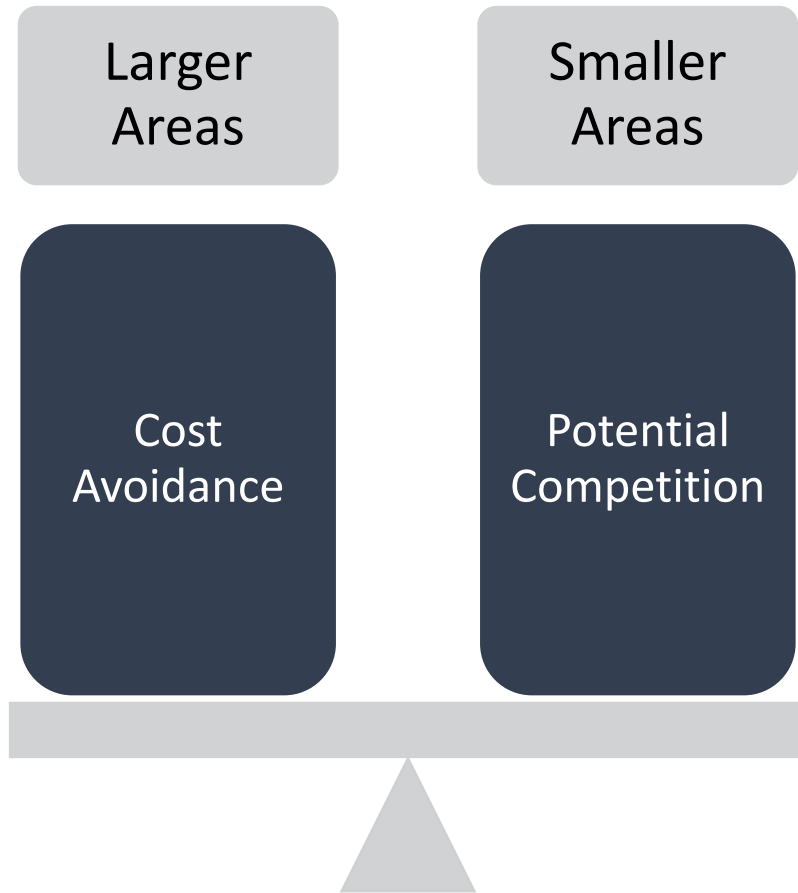


The Marketplace Can Deliver a Network Meeting FirstNet Statement of Objectives



- Many firms possess the capability to build and operate the network
- Approaches suggested ranged from single comprehensive provider to FirstNet-led integration
- Many responses emphasized FirstNet's limited funding
- Respondents broadly validated FirstNet's objectives and approach

Respondents Support Monetization of Excess Network Capacity




- Broad support to promote sustainability through use of excess capacity
- Contractor use of excess capacity needed to promote aforementioned cost avoidance
- Smaller areas may increase competition, and excess capacity value, by allowing more firms to participate, but may limit cost avoidance
- Excess capacity commitments by firms could reduce the importance of cost avoidance

Users prefer Competitive Pricing and Services but have not identified how to pay for premium requirements



Effects of strategy on user adoption and financial sustainability

	Adoption	Sustainability
Low Prices		
Premium services		
Hardening		
Increased coverage		

- Market is price sensitive
- Few identified a willingness to pay for premium services
- Low prices tied to premium services will strain FirstNet's sustainability

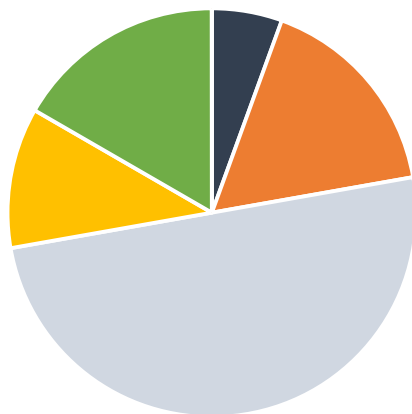
Minimize Costs by Leveraging Mass Market Standards-Based Solutions



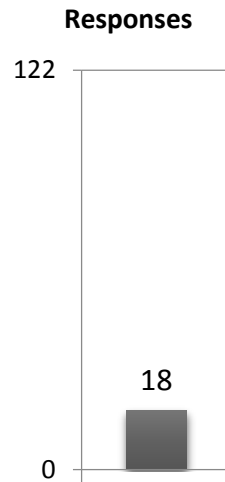
Standards-based solutions support FirstNet's Statement of Objectives

- Financial sustainability
- Speed to market
- Opt-Out RAN integration
- Lifecycle Innovation
- Application Ecosystem
- Device Ecosystem

Maximize Availability of Band 14 Devices

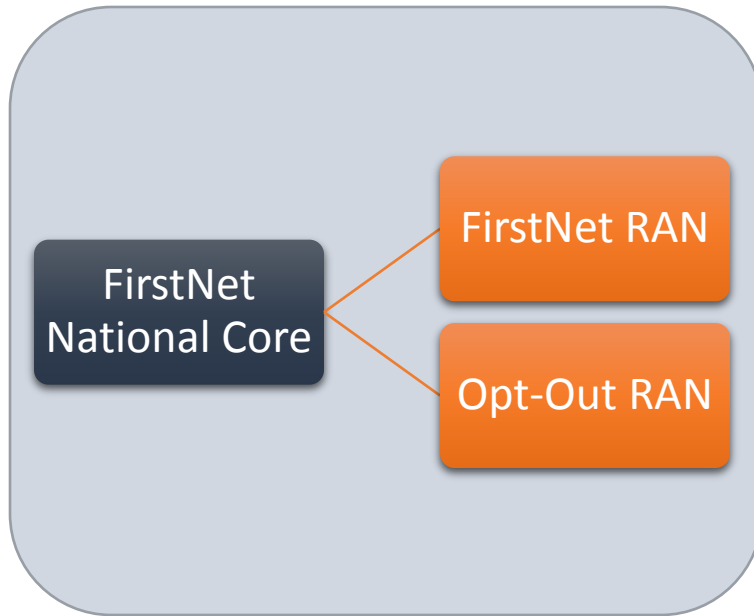


■ Consultants ■ Govt/Labs
■ Industry ■ Sys Int
■ Service Providers ■ Trade Assoc



- RFI responses indicated a desire to include Band 14 in all devices reduces costs, enable volunteers and part time public safety personnel to bring your own device
- Comprehensive RFP scale should promote additional Band 14 enabled devices
- Leveraging excess capacity by carriers will help seed Band 14 device market for FirstNet users

Near Unanimous Support for National Core



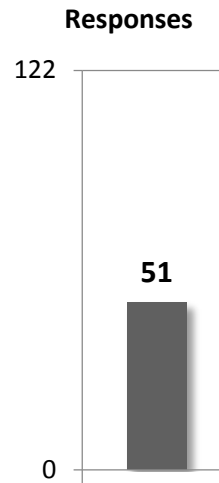
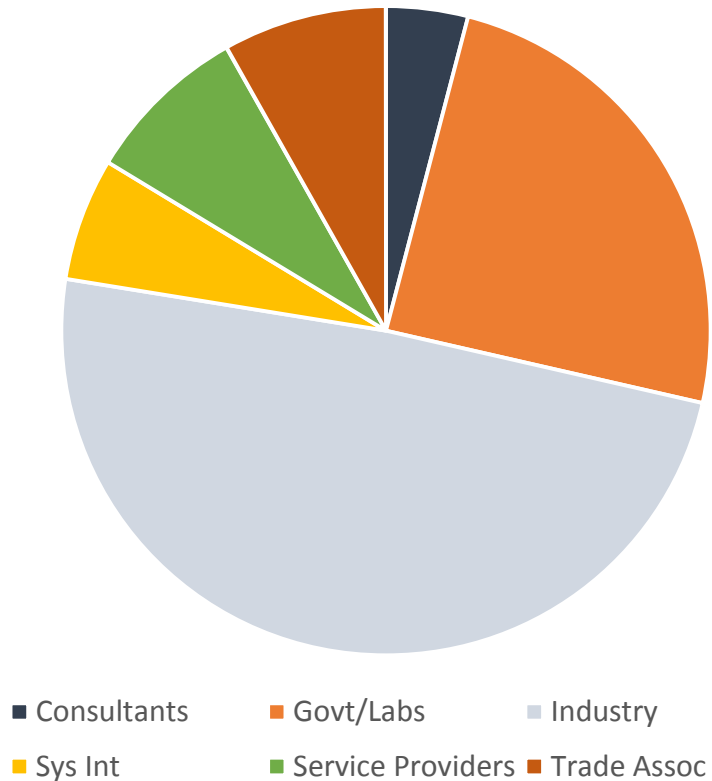
Support for a national core came from states, carriers, associations and industry

- Consistency and interoperability in service and user experience
- Security and subscriber management
- Public safety specific features
- 3GPP standard interfaces for equipment interoperability with multiple radio networks and vendors
- Distribution for performance and reliability

Integration of RAN and Infrastructure - Cost Reimbursement



Respondent Profile

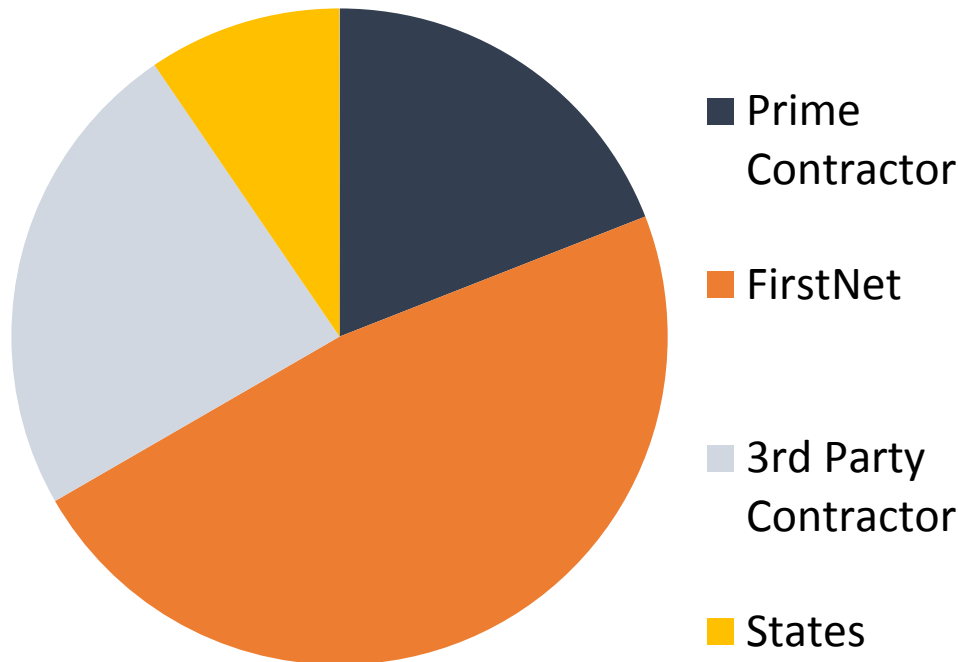


- Universal advocacy for using existing infrastructure; few respondents tackled analysis of economic desirability
- Some suggested having states collect inventory after baseline RFP award – due to scope and time required
- Several states suggested an approach where a state, or locality, could fund their own site additions for coverage improvement
- Those that considered speed-to-market generally prioritized existing commercial infrastructure

Respondents Prefer that FirstNet Determine Economic Desirability



Economic Desirability Lead

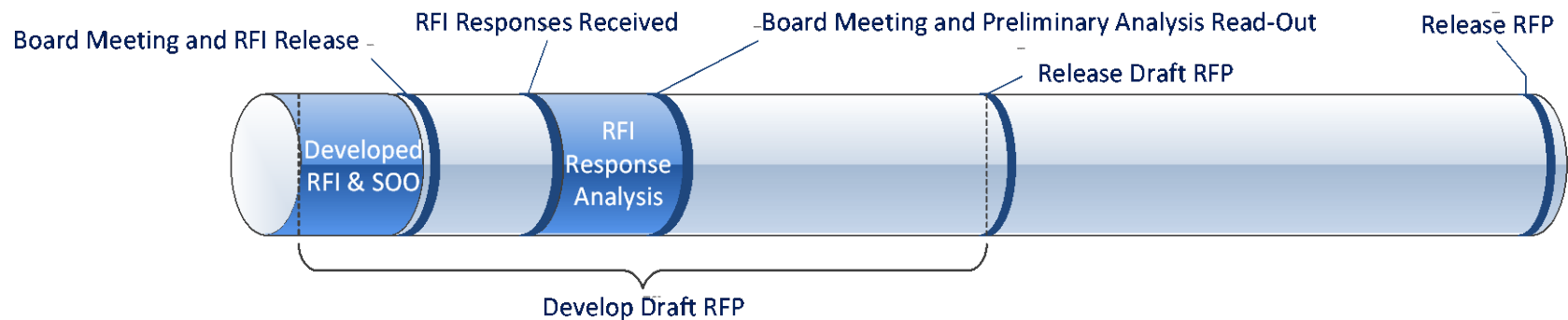


- Respondents preferred that FirstNet make the ultimate economic desirability determinations
- States generally voiced support for a greater role in the determination

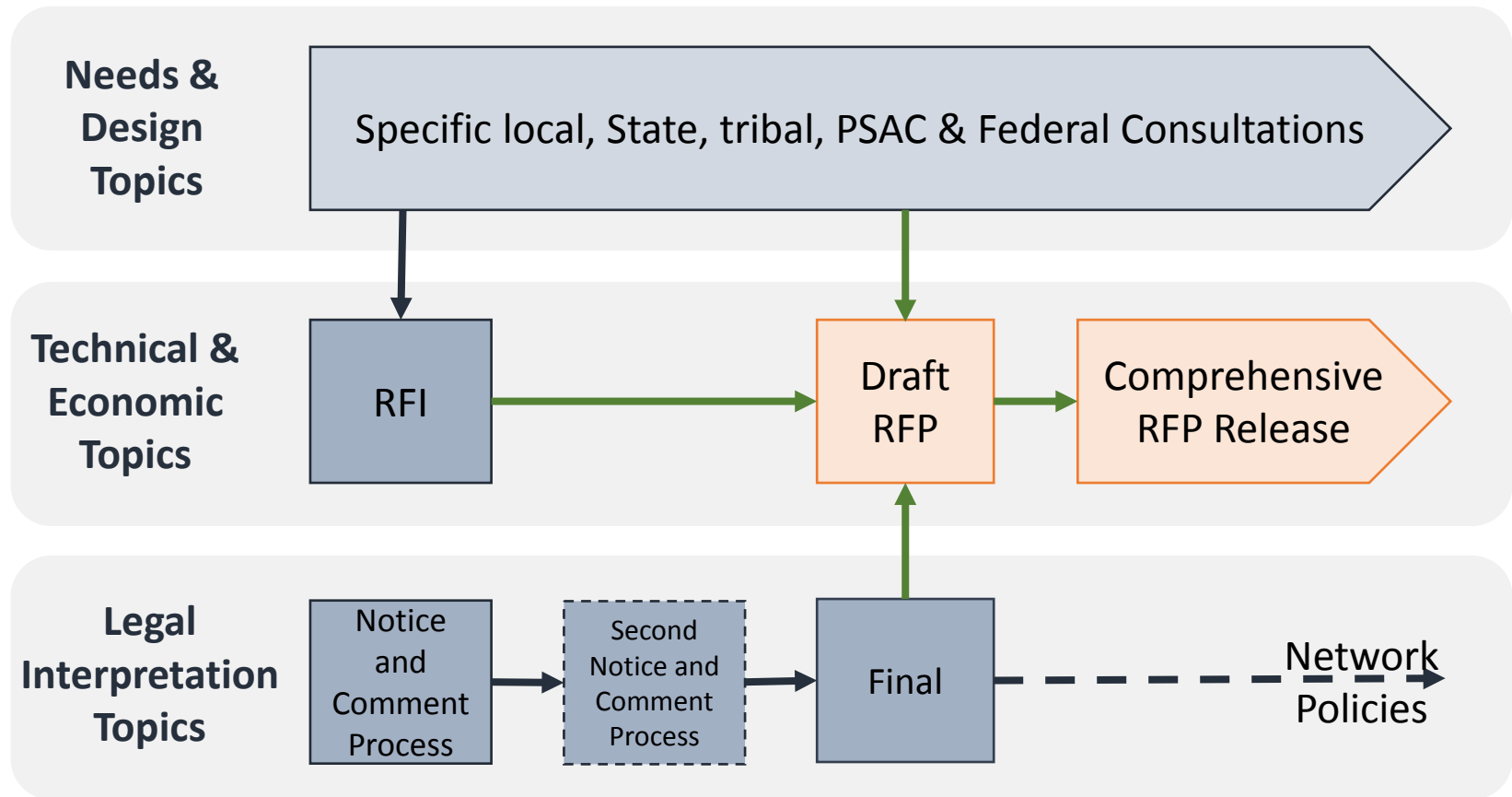
Acquisition Accomplishments Since Last Board Meeting



Step	Timeframe	Status
Draft RFI/SOO	August/September	✓
Review RFP Approach at Board meeting	September	✓
Approve RFI/SOO	September	✓
Release RFI	September	✓
Review RFI responses	October/November	✓



Consultation Inputs to RFP



RFP Processes

Consultative Processes

Next Steps



Document RFI
analyses and
refine
acquisition
alternatives

Continue
consultation
efforts, public
notice and
comment
processes

Finalize
acquisition
approach and
issue draft RFP



FirstNetTM



Thank You