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# Update to Finance Committee on Request for Information (RFI)



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# Agenda



§ RFI Introduction

§ RFI and Acquisition Milestones

§ RFI Purpose and Objectives

§ RFI Structure

§ Summary of RFI Finance Question Areas

§ RFI Key Outcomes

# RFI Introduction



- § An RFI seeks input from interested parties regarding specific topics. It is a form of market research
- § In this case, we will use the responses to:
  - Understand industry capabilities
  - Revise FirstNet's requirements in light of what industry can provide
  - Allow industry to
- § FirstNet has already issued several RFIs including:
  - May 2013 RFI on devices
  - July 2013 RFIs on, among other things, network partners, radio access network (RAN), and core network
  - November 2013 RFI on applications platforms

# RFI Purpose and Objectives – Data Gathering



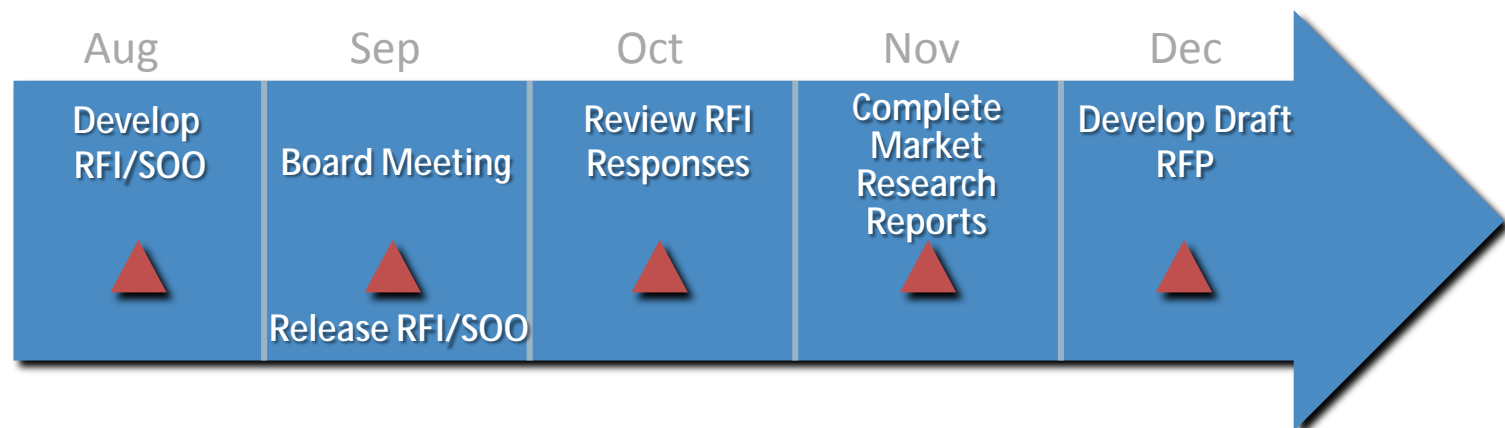
- § An RFI is a recommended practice as detailed in the Defense Standardization Program's SD-5, *Market Research Gathering Information About Commercial Products and Services*
  - Collect and analyze information about capabilities within the market
  - Avoid wasted developmental time, expense, and rework
  - Recommended for high value acquisitions
- § The information gathered in the RFI helps shape the acquisition strategy, inform the final Statement of Objectives (SOO) and RFP, and establish the direction for Industry Day(s)
- § An RFI signals to public safety and industry our interest to obtain critical information in preparation for a solicitation
- § An RFI demonstrates openness and transparency, a promise made by FirstNet

# The RFI in the Acquisition Lifecycle



§ Prior to the draft RFP issuance for a Comprehensive Network Solution, FirstNet will complete the following steps:

- Draft RFI/SOO (August/September)
- Review RFP approach at Board meeting and approve RFI/SOO (September)
- Release RFI/SOO (September)
- Review RFI responses; meet with respondents
- Industry Day



## § Outline of the RFI:

- Introduction
- Background
- Acquisition Approach
- Information Requested
- Questions Related to Certain Program Objectives
- Instructions to Respondents
- Appendix A - Glossary of Terms
- Appendix B - Draft SOO

# Summary of RFI Financial Question Areas



§ Financial Sustainability

§ Compelling and Competitive Pricing Packages

§ Accelerate Speed to Market (Subscribership)

§ Integration of RANs and Infrastructure on a Cost-reimbursement Basis

§ Customer Care, Billing, and Marketing

# RFI Key Outcomes



- § The RFI responses will support the development of a responsive and realistic (achievable) RFP
- § The responses will help design a productive Industry Day closer to the release of the draft RFP
- § The RFI may surface questions and answers that FirstNet hasn't asked or considered
- § The RFI will contribute to the track record of a consultative, transparent, listening FirstNet



# Thank You



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