



FirstNet™



Request for Information (RFI) Preliminary Findings for Finance Committee



Michael Landry
Senior Program Manager

December 9, 2014

Pricing and Services



Effects of strategy on user adoption and financial sustainability

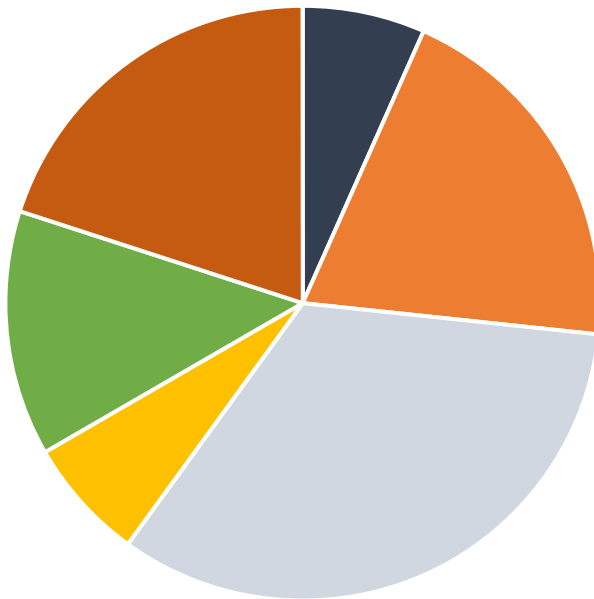
	Adoption	Sustainability
Low Prices	 	 
Premium services	 	
Hardening		
Increased coverage		

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

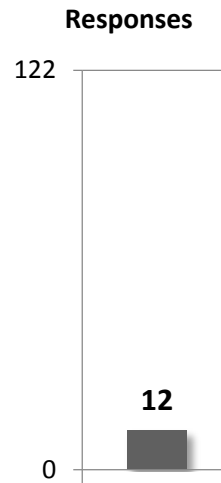
Program and Business Management



Respondent Profile



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

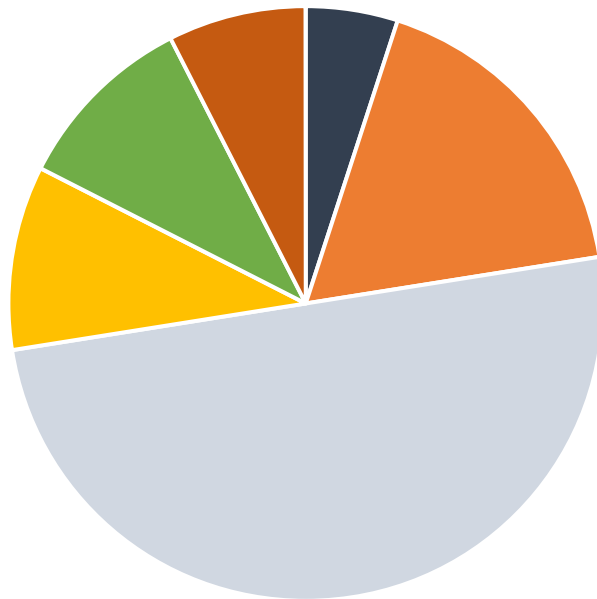


- Few responses with limited data
- Several stated that adhering to PMI standards is a good idea
- One integrator suggesting contraction with a System Integrator to staff an executive a Program Executive Office (PEO) that works to manage all aspects of the program

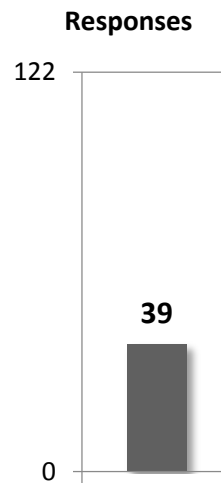
Ensure Solution is Consistent with the Act



Respondent Profile



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



- No real consensus but 2 general themes
 - FirstNet should be very specific about its requirements so that the RFP bidders know and understand what their obligations would be
 - Compliance with applicable legal requirements (e.g. NEPA, NHPA) must be included in the specifications and objectives for any/all contracts for implementation



FirstNetTM



Thank You