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FirstNet™



FirstNet's Proposed Acquisition Approach

April 24, 2015

- The Network's Value to Public Safety
- Potential FirstNet Approach
- Road to the RFP
- The Special Notice and Draft RFP Documents
- Financial Considerations
- Elements of the Acquisition Approach
- Inputs to the RFP Process
- The Year Ahead

FirstNet's Statement of Objectives Envisions a World Class Public Safety Network



Nationwide
interoperable
broadband data
network



Latest in 4G
technology with
built-in evolution



Priority access to
the network



Local control for
Public Safety Users



Public Safety
applications
ecosystem



Device ecosystem



Satellite coverage
for resiliency and
wilderness areas



Fleet of
deployables
dedicated to Public
Safety



A network with
enhanced cyber
security

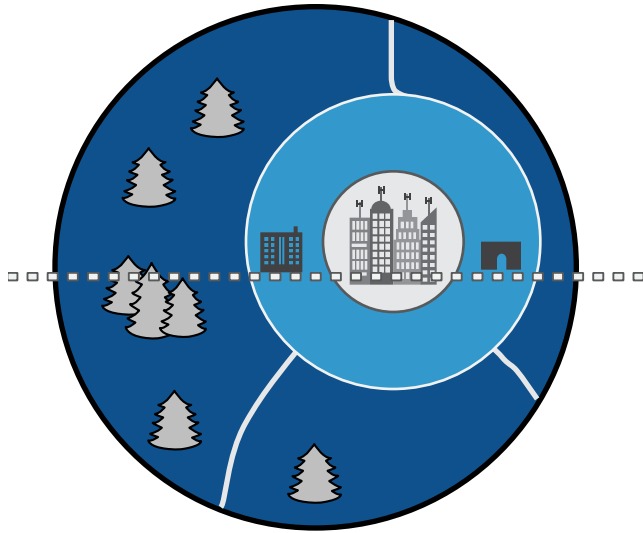


Enhanced
resiliency,
redundancy and
hardening to
ensure availability

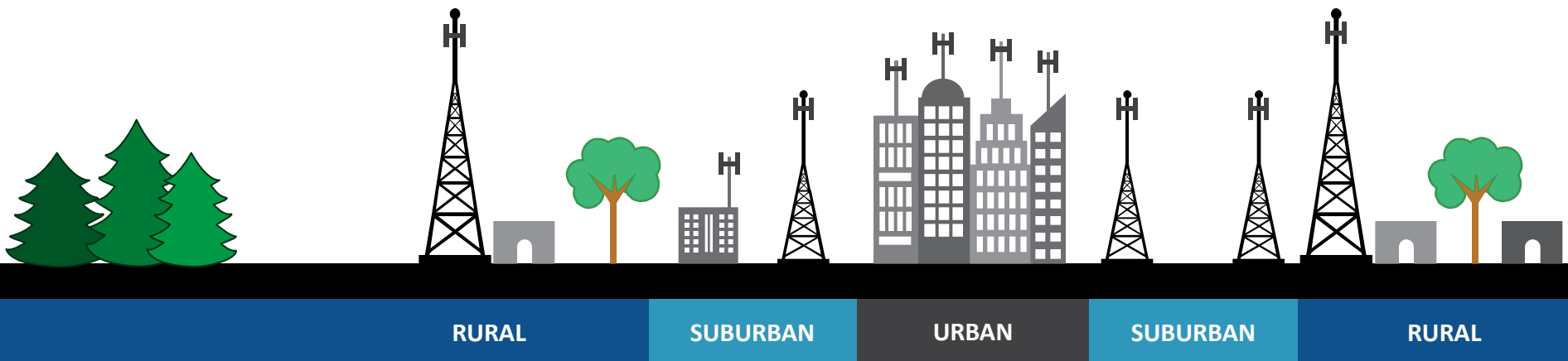


3GPP global
standards for
economies of scale

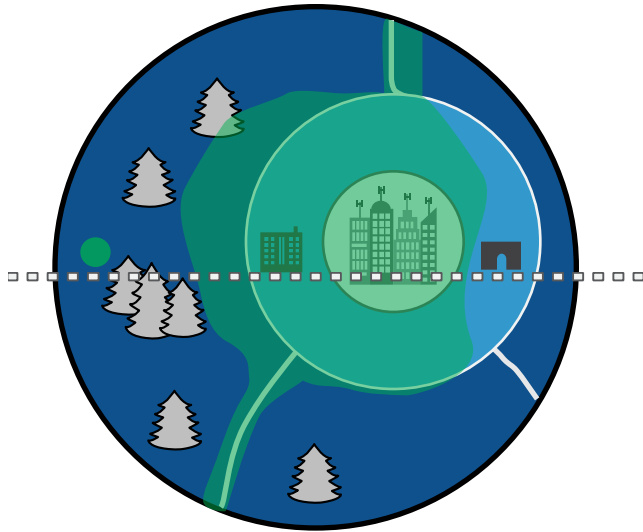
Proposed FirstNet Approach in the Draft RFP Documents – Current State



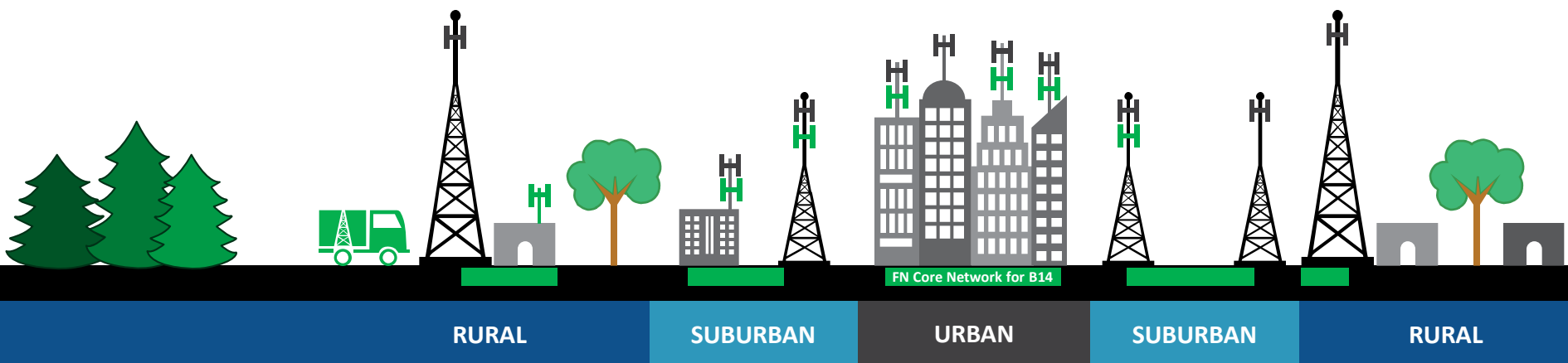
Contract Coverage	Expansion 2
	Expansion 1
	Phase 5
	Phase 3-4
	Phase 1-2



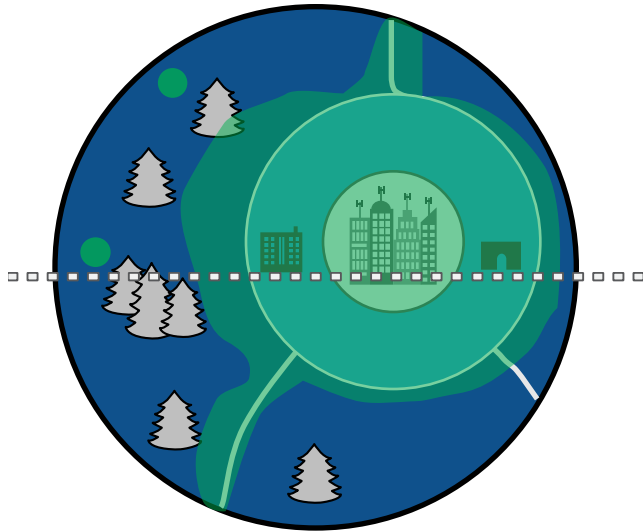
Proposed FirstNet Approach in the Draft RFP Documents– Phase 1-2



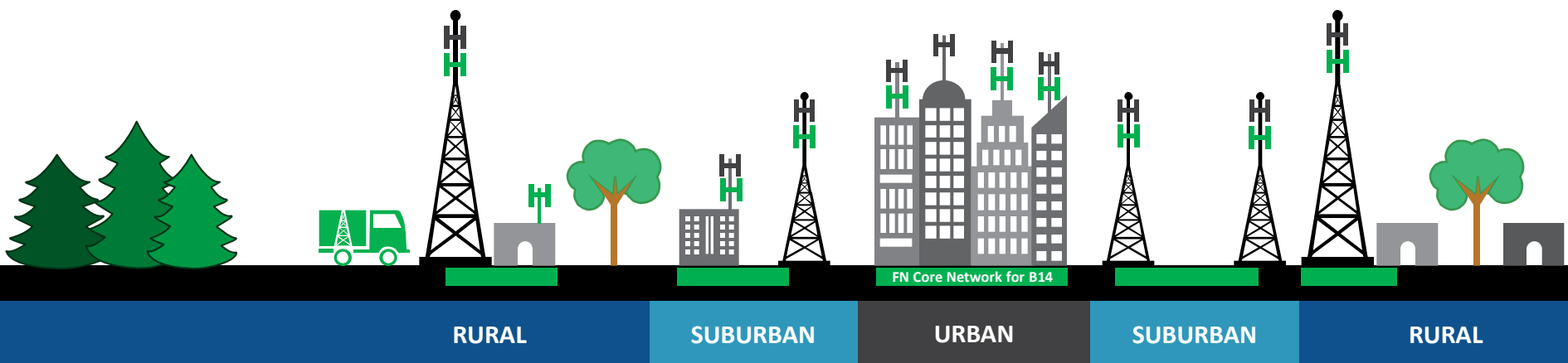
Contract Coverage	Expansion 2
	Expansion 1
	Phase 5
	Phase 3-4
	Phase 1-2



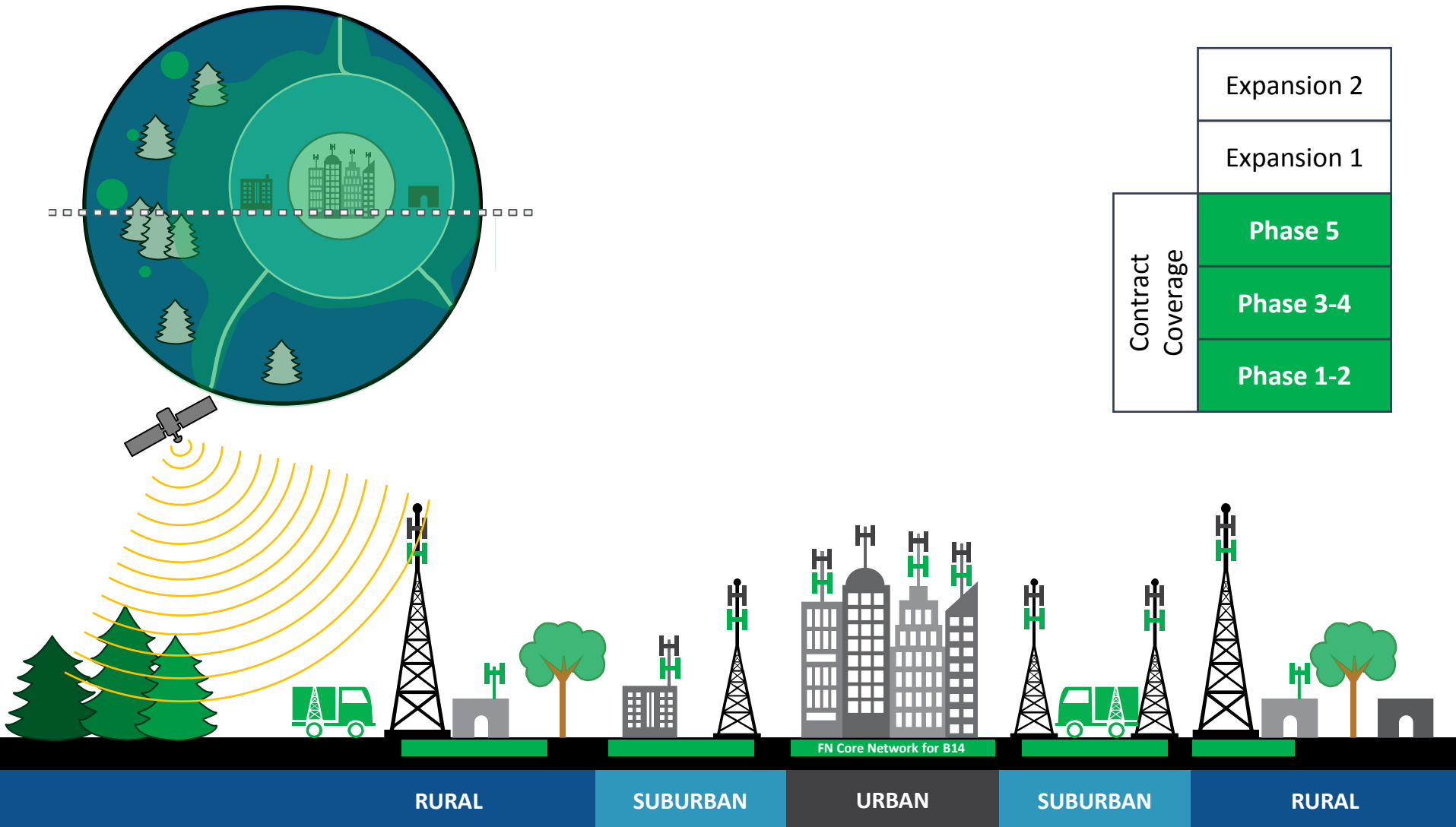
Proposed FirstNet Approach in the Draft RFP Documents– Phase 3-4



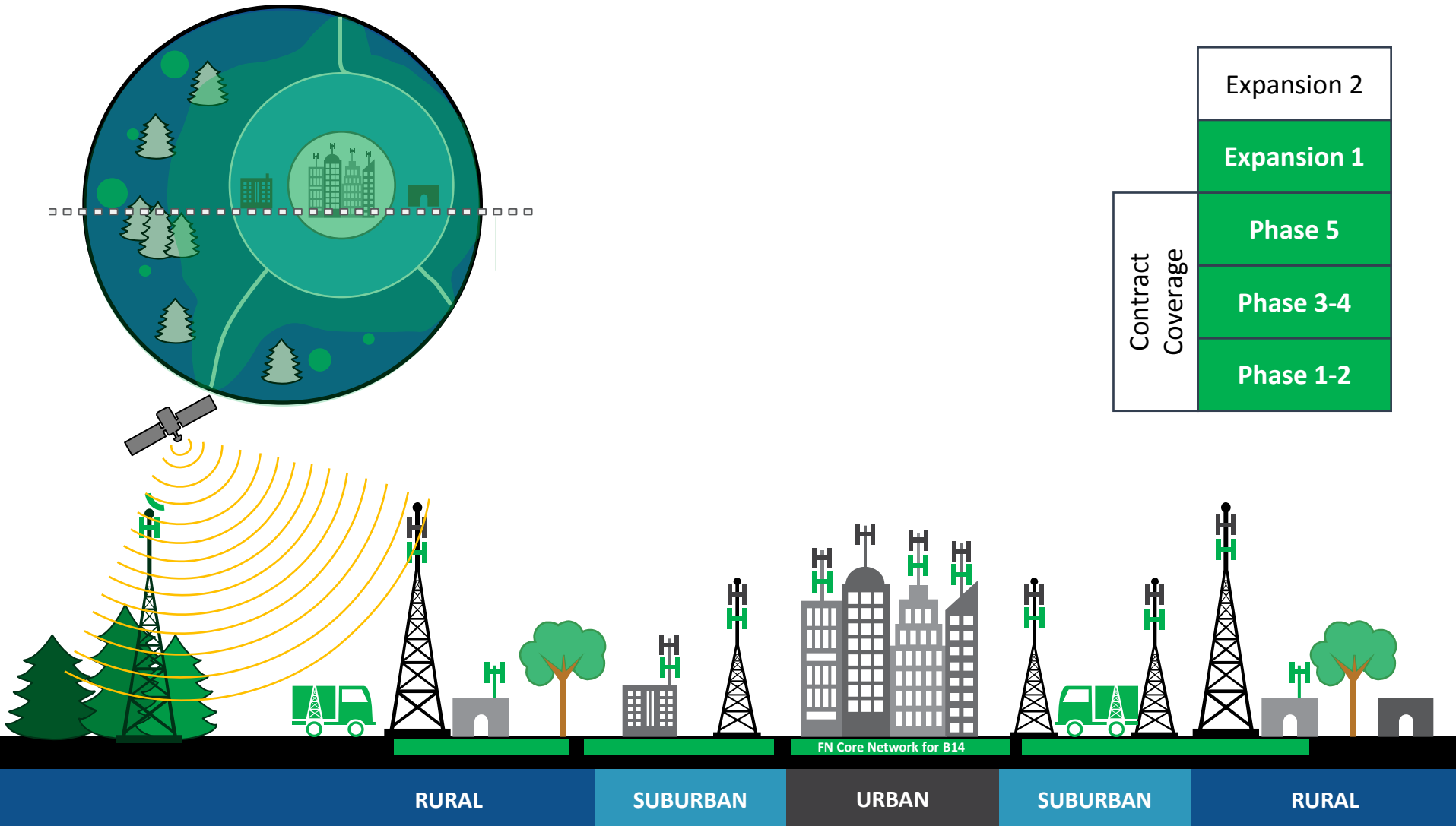
Contract Coverage	Expansion 2
	Expansion 1
	Phase 5
	Phase 3-4
	Phase 1-2



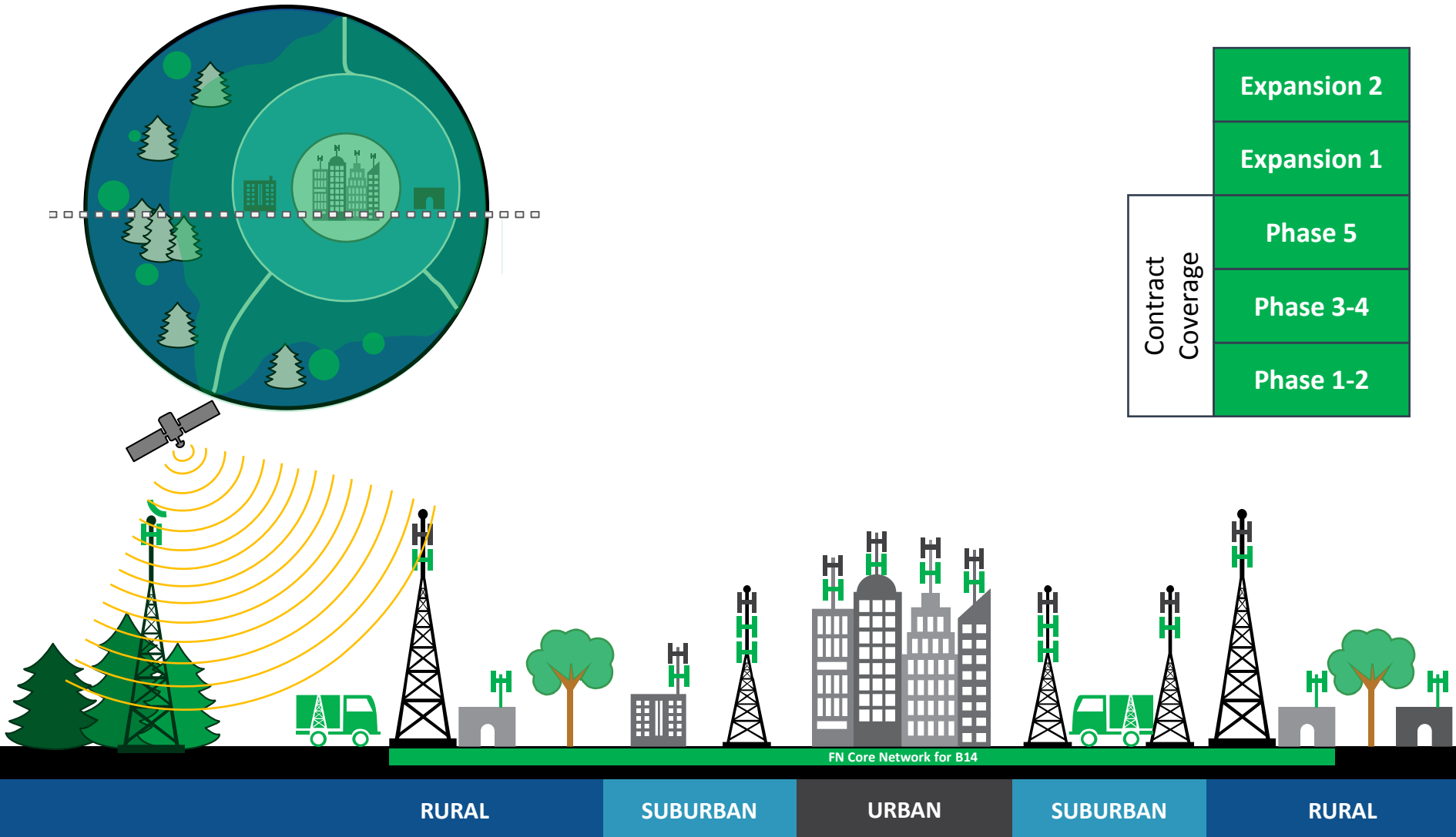
Proposed FirstNet Approach in the Draft RFP Documents– Phase 5



Proposed FirstNet Approach in the Draft RFP Documents– Expansion 1



Proposed FirstNet Approach in the Draft RFP Documents– Expansion 2



The Road to an RFP Release



Public Safety Input is Vital to Inform Industry and a Successful RFP Outcome



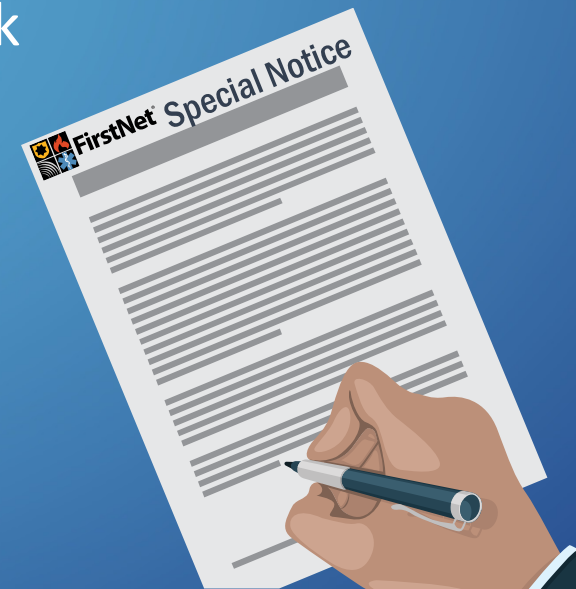
Public Safety Input is Vital to Inform Industry and a Successful RFP Outcome



FirstNet is Releasing a Special Notice with Draft RFP Documents



- FirstNet is working to maximize feedback and input through the acquisition process
- The Special Notice contains instructions for industry and Public Safety to provide feedback around:
 - FirstNet's approach to serving public safety
 - Deployment and operation of the network
 - Early collaboration and teaming



FirstNet encourages Public Safety to Respond to the Special Notice and Draft RFP Documents



- **Special Notice with Draft RFP Documents**

- Overview of contents of draft of RFP documents
- Request for feedback on the approaches
- Submission of capabilities statements

- **Section B Supplies or services and prices/costs**

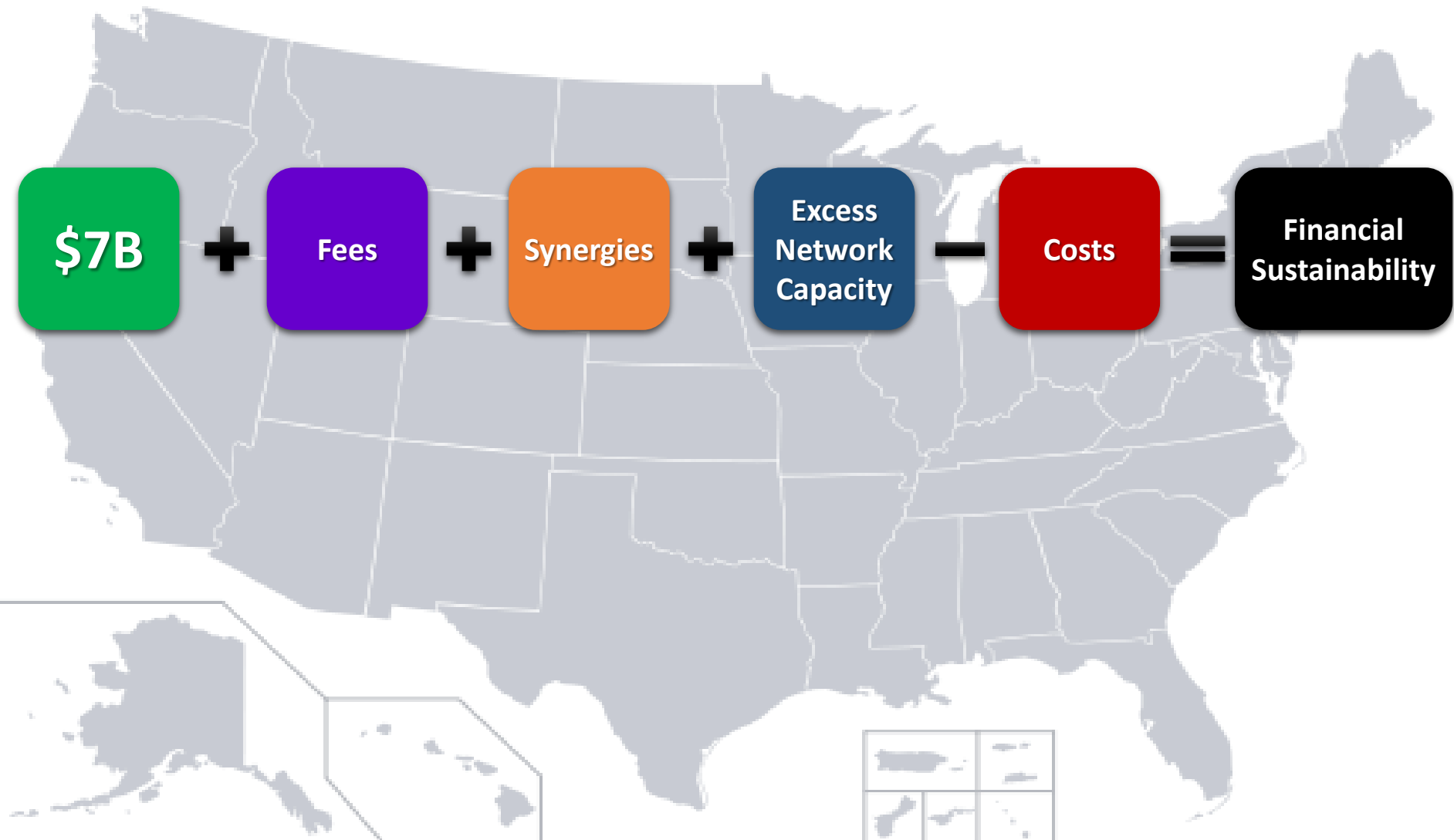
- **Section C Statement of Objectives (SOO)**

- C-1 Baseline Coverage Objective Map
- C-3 Recommendations of the Interoperability Board (aka FCC Technology Advisory Board Report)
- C-4 System View and Standard Views (SV-1 and StdV-1)
- C-5 FirstNet Final Operational Capability— Features Standards Forecast (StdV-2)
- C-6 Quality Assurance Surveillance Plan (QASP)
- C-7 Operational Architecture Functional Descriptions
- C-8 Initial and Final Operation Capability Target Timeline
- C-9 NPSBN Use Case Definitions

- **Section J, Attachment J-3, Terms of Reference**

FirstNet is continuing to work on additional sections, including the evaluation factors and instructions to offerors. These sections require additional inputs from Public Safety and industry prior to release

FirstNet's Equation for Financial Sustainability



The FirstNet Opportunity

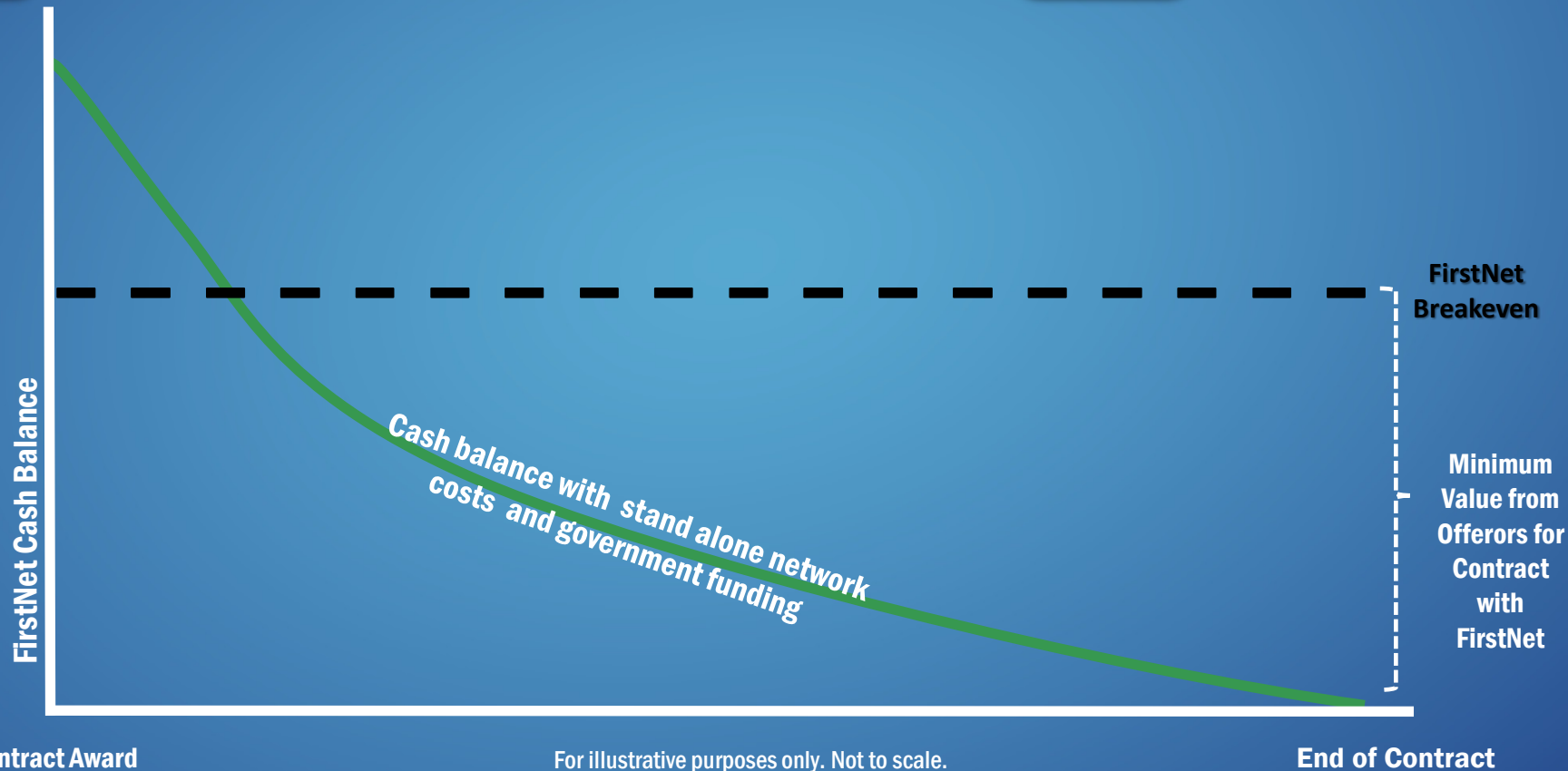


\$7B

+

Costs

-



The FirstNet Opportunity



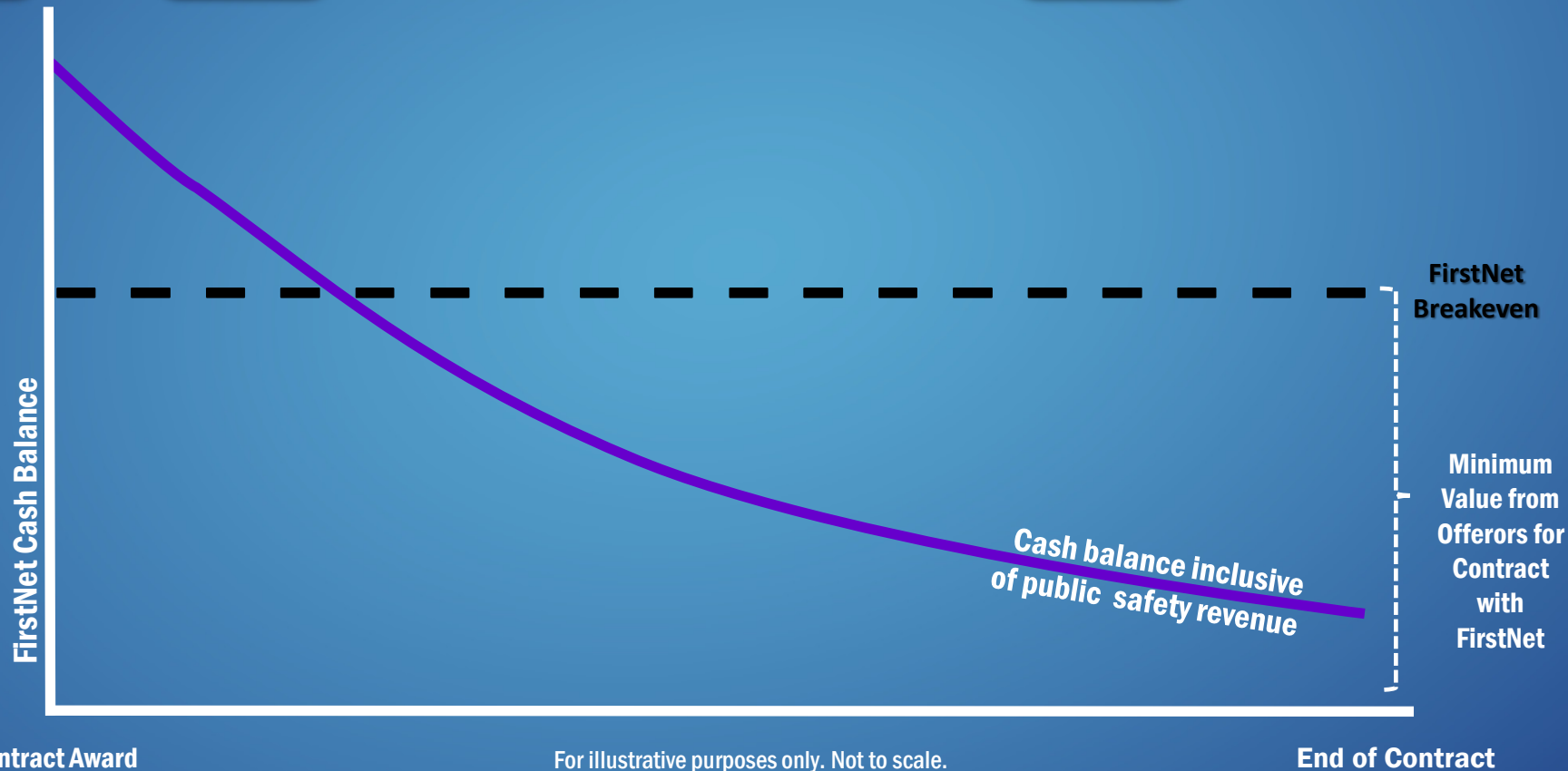
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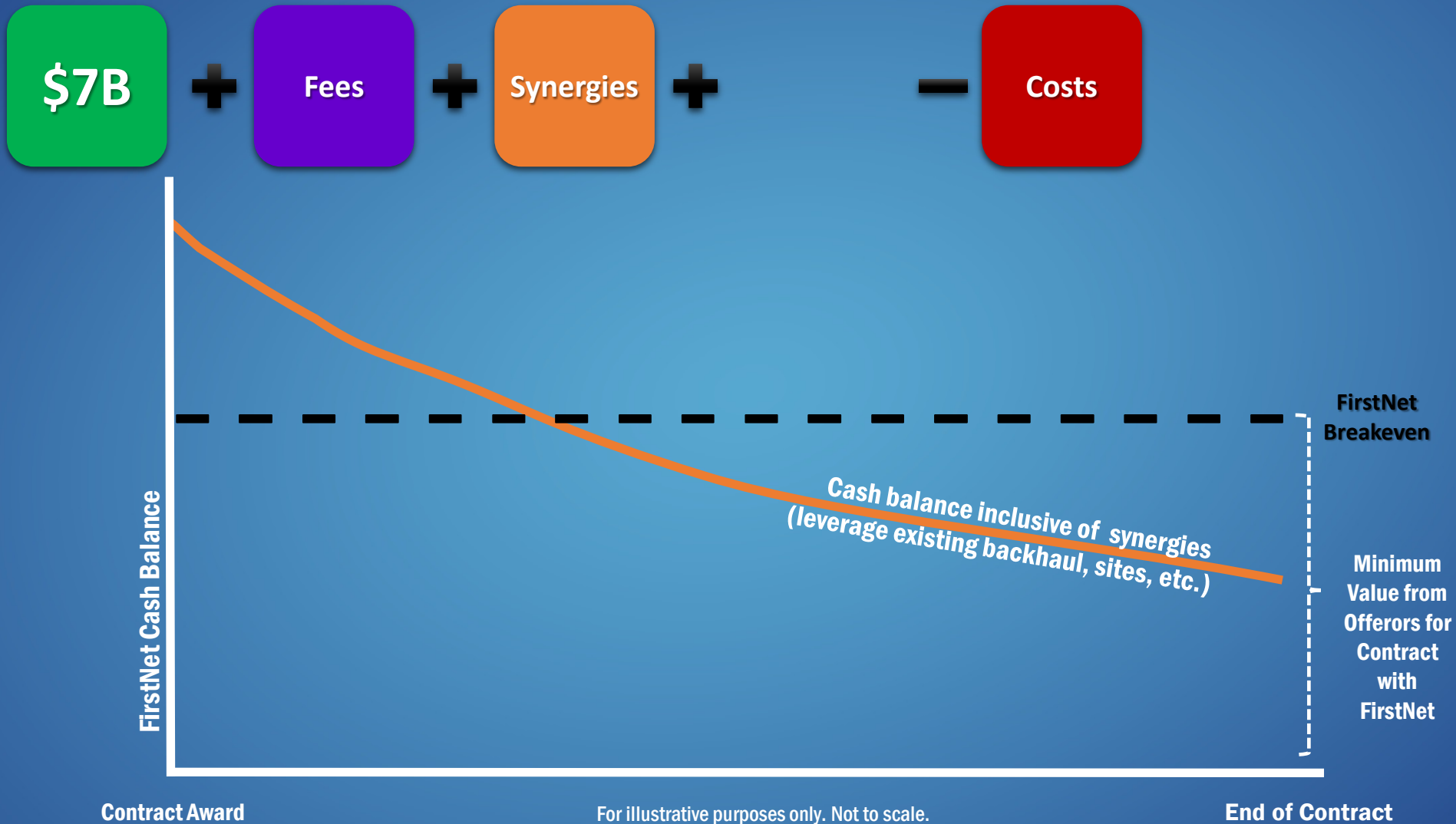
Fees



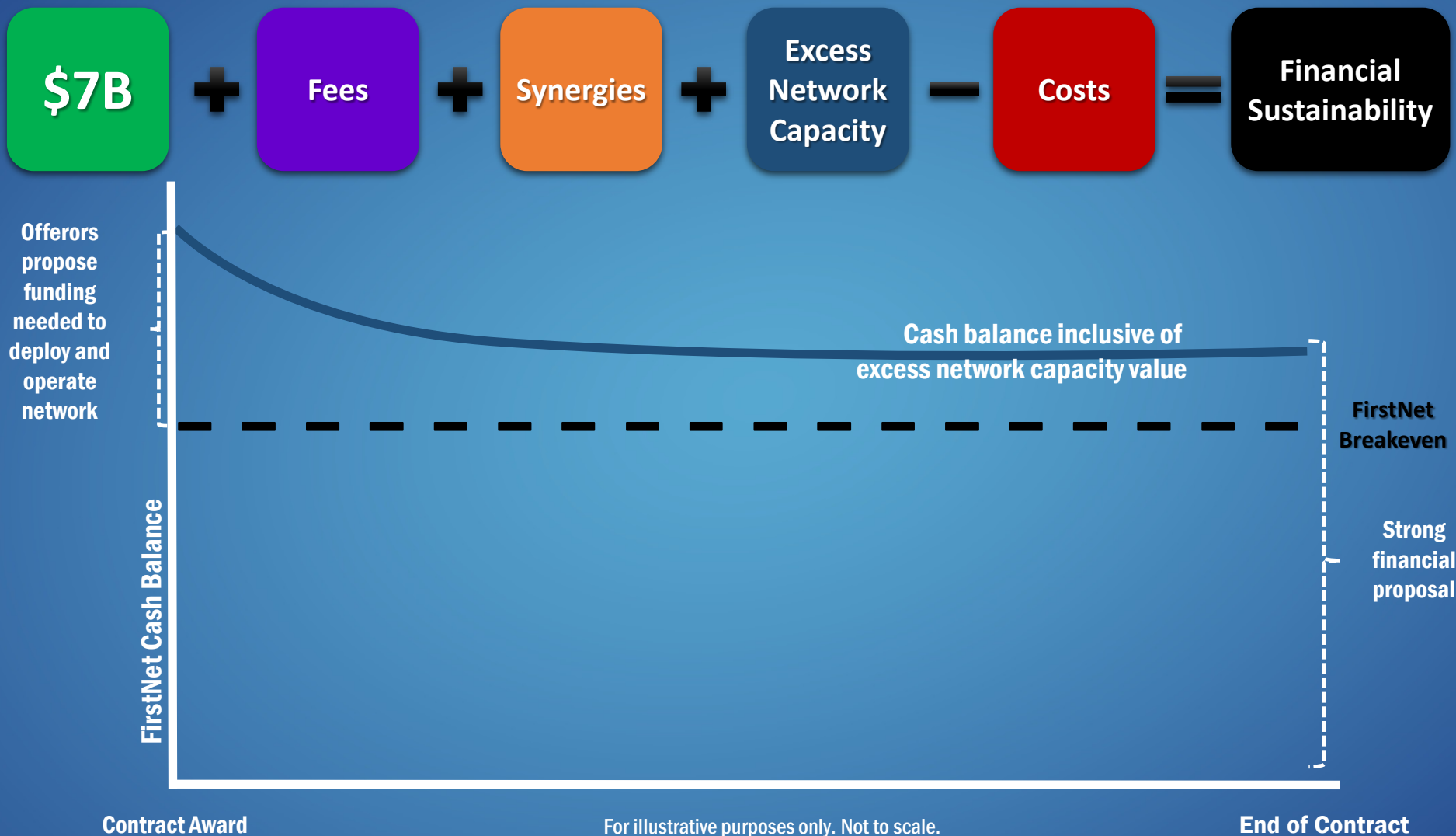
Costs



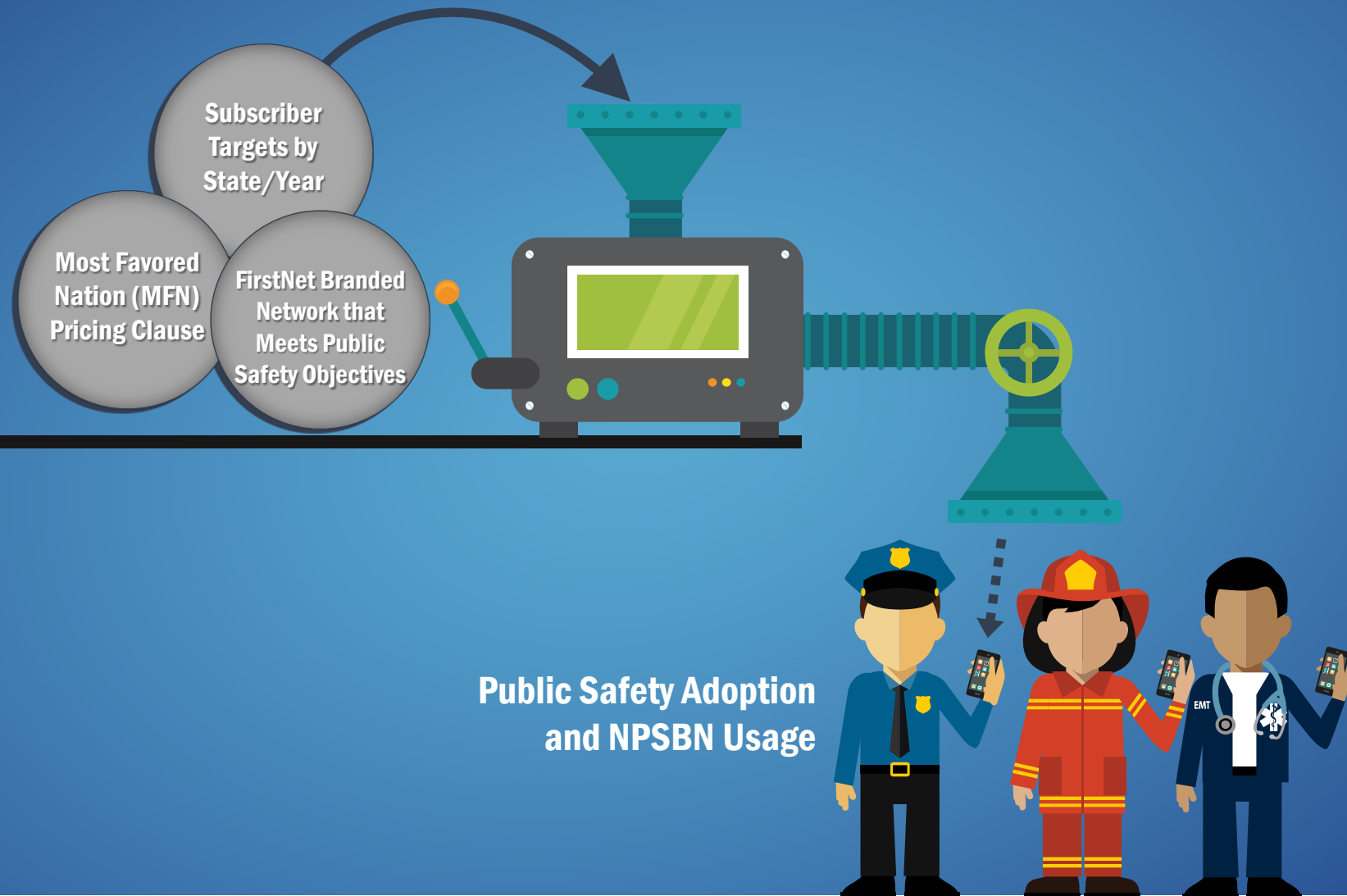
The FirstNet Opportunity



The FirstNet Opportunity



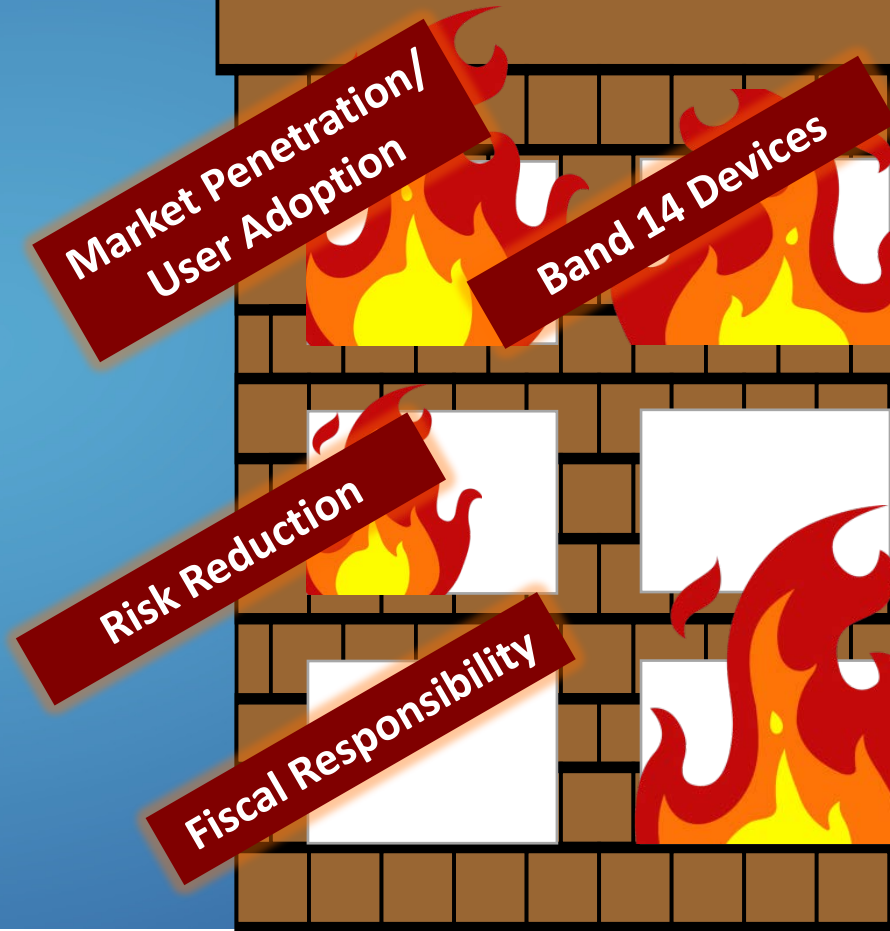
The Special Notice Identifies Public Safety User Adoption as a Primary Objective



FirstNet's Unique Challenges



FirstNet will meet public safety objectives, but faces financial challenges:

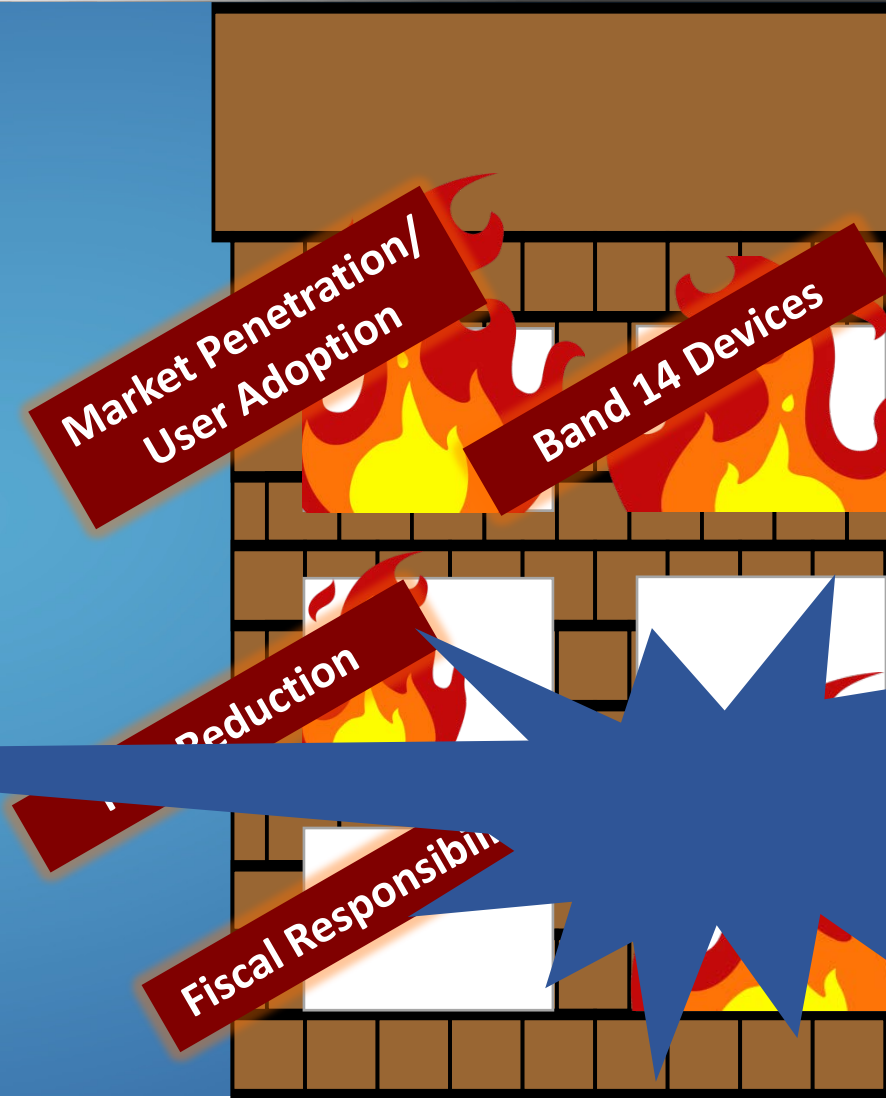


FirstNet's Unique Challenges



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2. FirstNet intends to enter into long term contractual relationships to ensure cost effective network operations into the future

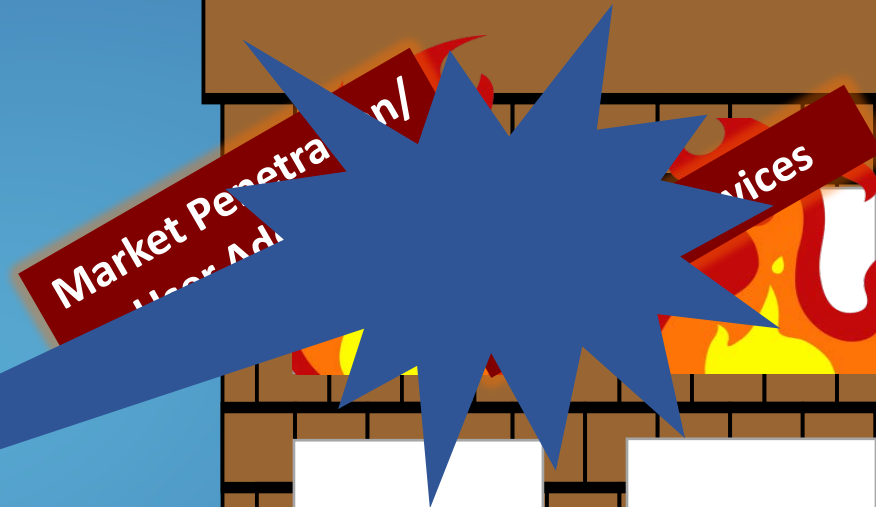


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2. FirstNet intends to enter into long term contractual relationships to ensure cost effective network operations into the future
3. FirstNet will follow federal acquisition guidelines and include objectives and contractual provisions to promote the best price possible price for public safety users to enhance adoption

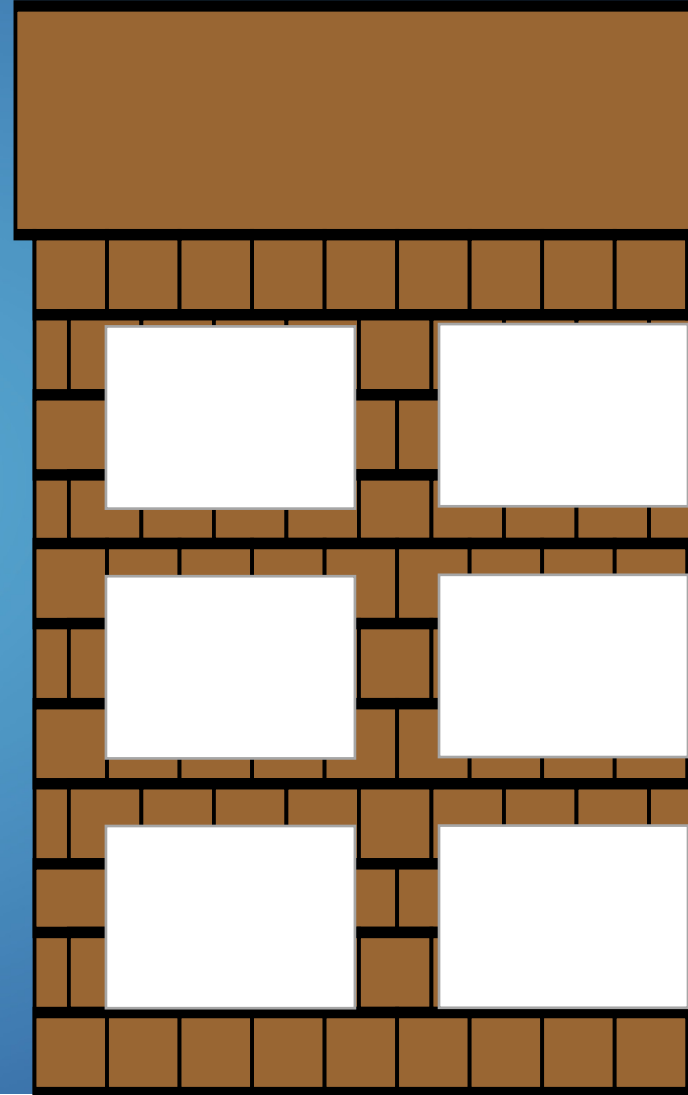


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The Special Notice Describes Potential Financial Structure of Proposals



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Key Elements for Desired Network Outcomes



Public Safety Use

- Quantity and quality of applications
- User satisfaction
- Enablement of application developers
- Cloud services
- Local control



Network Operations

- Change management
- Maintenance
- Outage & incident management
- Resiliency
- Customer care
- Overall availability



Radio and Core Network

- Deployment progress
- Coverage quantity and quality
- Capacity
- Priority & QoS profiles
- Network quality
- Roaming



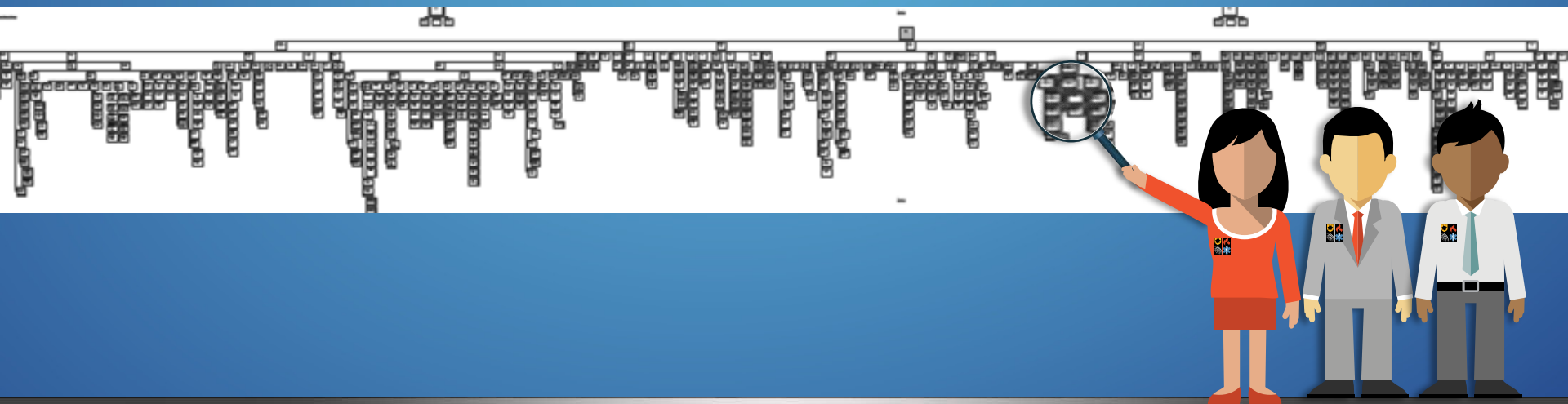
Public Safety Devices

- Portfolio breadth & depth
- Certification timelines
- Security and malware protection
- Inventory management

The Operational Architecture is Provided in the Special Notice & Draft RFP Documents



- Through the Special Notice, FirstNet will:
 - Propose certain key functions over which it may exercise control or maintain operational responsibility
 - Seek feedback on those and other identified functions or identify omissions
- Provides opportunity for early feedback on program scope



The Special Notice Identifies Potential Nationwide and Regional RAN Approaches



PROPOSED ACQUISITION APPROACH

Nationwide Proposal

Nationwide Core Network								
Covered Leasing Agreements (CLA)								
Radio Access Network (RAN)								
State	State	State	State	State	State	State	State	Terr.

Regional RAN Proposal

CLA		CLA		CLA				CLA	
RAN		RAN		RAN				RAN	
State	State	State	State	State	State	State	State	State	Terr.

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PROPOSED ACQUISITION APPROACH

Nationwide Proposal

Regional RAN Proposal

Nationwide Core Network								
CLA		CLA	CLA				CLA	
RAN		RAN	RAN				RAN	
State	State	State	State	State	State	State	State	Terr.

Considerations for Nationwide and Regional Proposals



Nationwide Proposal

Nationwide Core Network								
Covered Leasing Agreements (CLA)								
Radio Access Network (RAN)								
State	State	State	State	State	State	State	State	Terr.

- ☐ Technical complexity
- ☐ Integration complexity
- ☐ Contracting complexity
- ☐ Competition
- ☐ Excess Capacity Value

Regional Proposal

Nationwide Core Network								
CLA		CLA	CLA				CLA	
RAN		RAN	RAN				RAN	
State	State	State	State	State	State	State	State	Terr.

Public Safety Involvement in the Acquisition Process



Outreach to
13K+
Public Safety & Private Sector
Stakeholders in 2015 so far



300+
Stakeholder Outreach
Engagements
in 2014-2015



On-site
Consultation with
1.3K

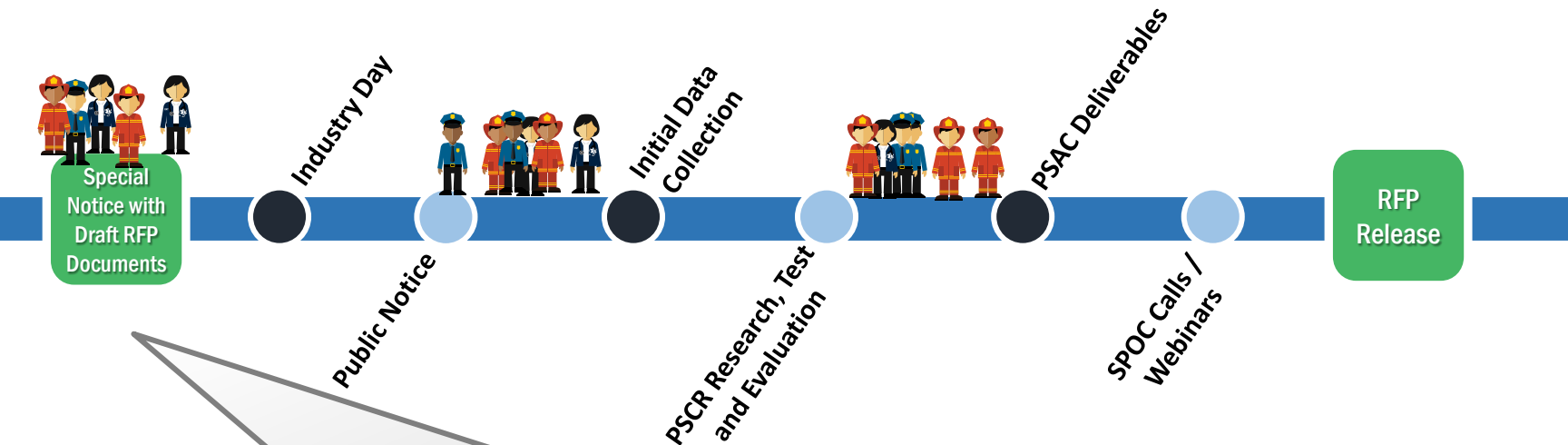
Public safety
Representatives
In **22**
States/Territories



175+
Responses on
Key Network Foundation
Issues in Public Notice & RFI

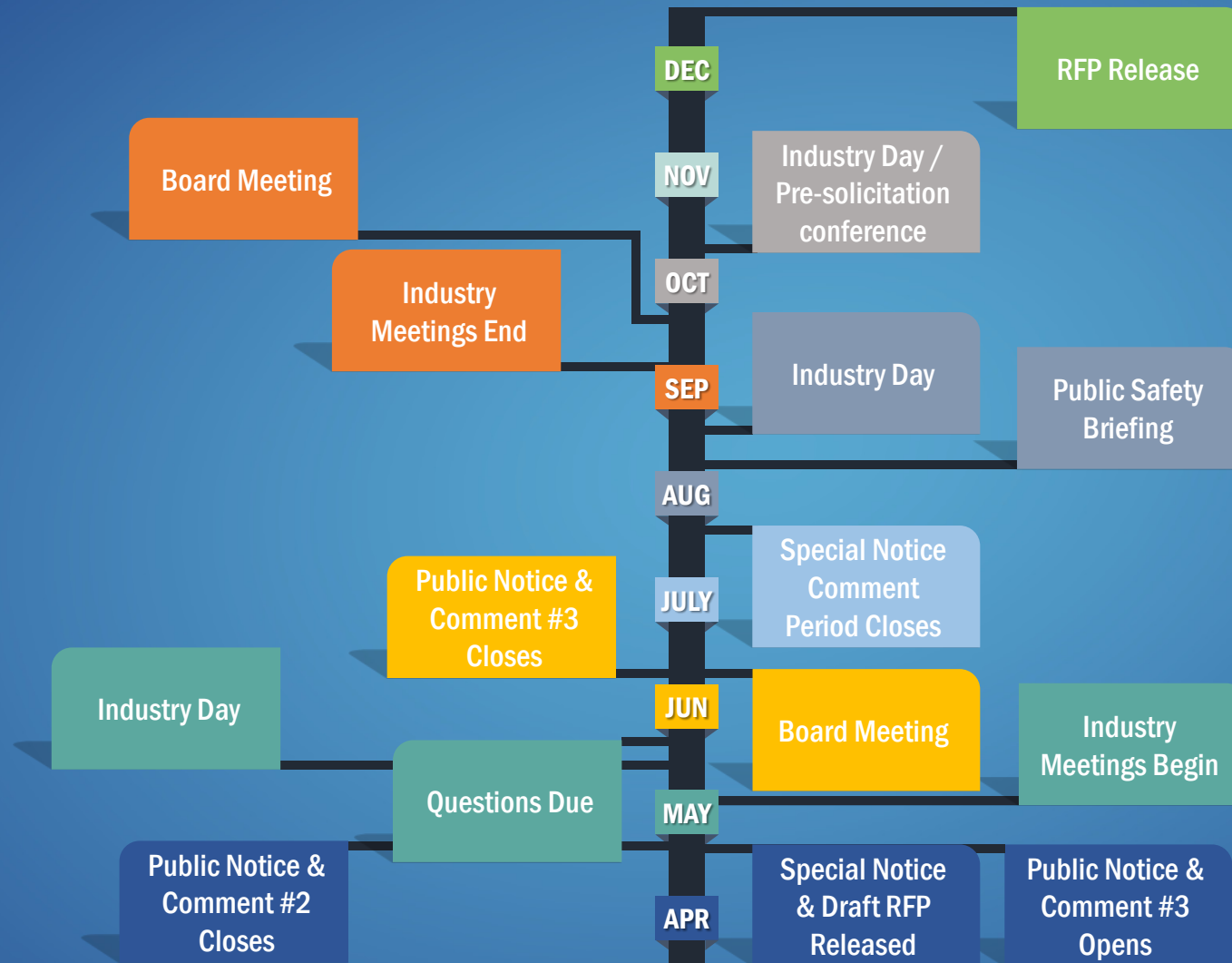


Public Safety Involvement in the Acquisition Process



- ✓ Promotes innovation
- ✓ Allows for flexibility
- ✓ Encourages competition
- ✓ Achieves best value for Public Safety
- ✓ Using an iterative approach to get critical feedback along the way

Potential Opportunities for Industry Engagement in the Year Ahead



Events subject to change

States, Tribes, Public Safety and Market Participants Have 90 Days to Provide Comments or Capabilities Statements



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States, Tribes, Public Safety and Market Participants Have 90 Days to Provide Comments or Capabilities Statements



Target Release: April 27th



 **FirstNet®**
FirstNet's Contracting Officer
terrie_callahan@ibc.doi.gov

- Capabilities Statements
- Comments
- Questions (30 Days)