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Acting Executive Director Update

TJ Kennedy
Acting Executive Director

June 3, 2015

Our Strategic Roadmap

FirstNet created

Released Strategic Roadmap – March 2014

Begin formal consultations

Consultation

SPOC Calls & Webinars

Release comprehensive network RFI and SOO

1st public notice and comment

Consultation

Programmatic Environmental Impact Statement (PEIS) Public Scoping Meetings

Public Safety Advisory Committee (PSAC)

State/Territory Consultation

2nd public notice and comment

Federal Consultation

FirstNet Board Meeting

Draft RFP Documents

Consultation

Network Implementation

Milestones
- **Begin Formal State Consultations**
- **Initiate Public Notice and Comment**
- **Draft Requests For Proposals**

FY 2015 Milestone Execution

Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	June 2015	July 2015	Aug 2015	Sep 2015

RFI/Draft SOO Comment/Response Review

Special Notice and Draft RFP Docs
April 27, 2015

Public Notice and Comment #1
- Users
- Network elements
- Fees

Public Notice and Comment #2
March 24, 2015
- Technical requirements for equipment
- Network policies
- State plan implementation process
- Customer, operational, and funding considerations

Complete Adjudication of Special Notice Inputs

Submit Acquisition Plan to Board

Management Meetings Begin – Acquisition Plan

Public Notice and Comment #3
April 27, 2015
- Refinement of Public Safety Entity definition

Phase 1 Initial Consultation Complete – State Data Submissions Due
Sept. 30, 2015

240+ Responses to RFI/Draft SOO and Public Notices

300+ Stakeholder Engagements

Outreach to 19K+ Public Safety & Private Sector Partners

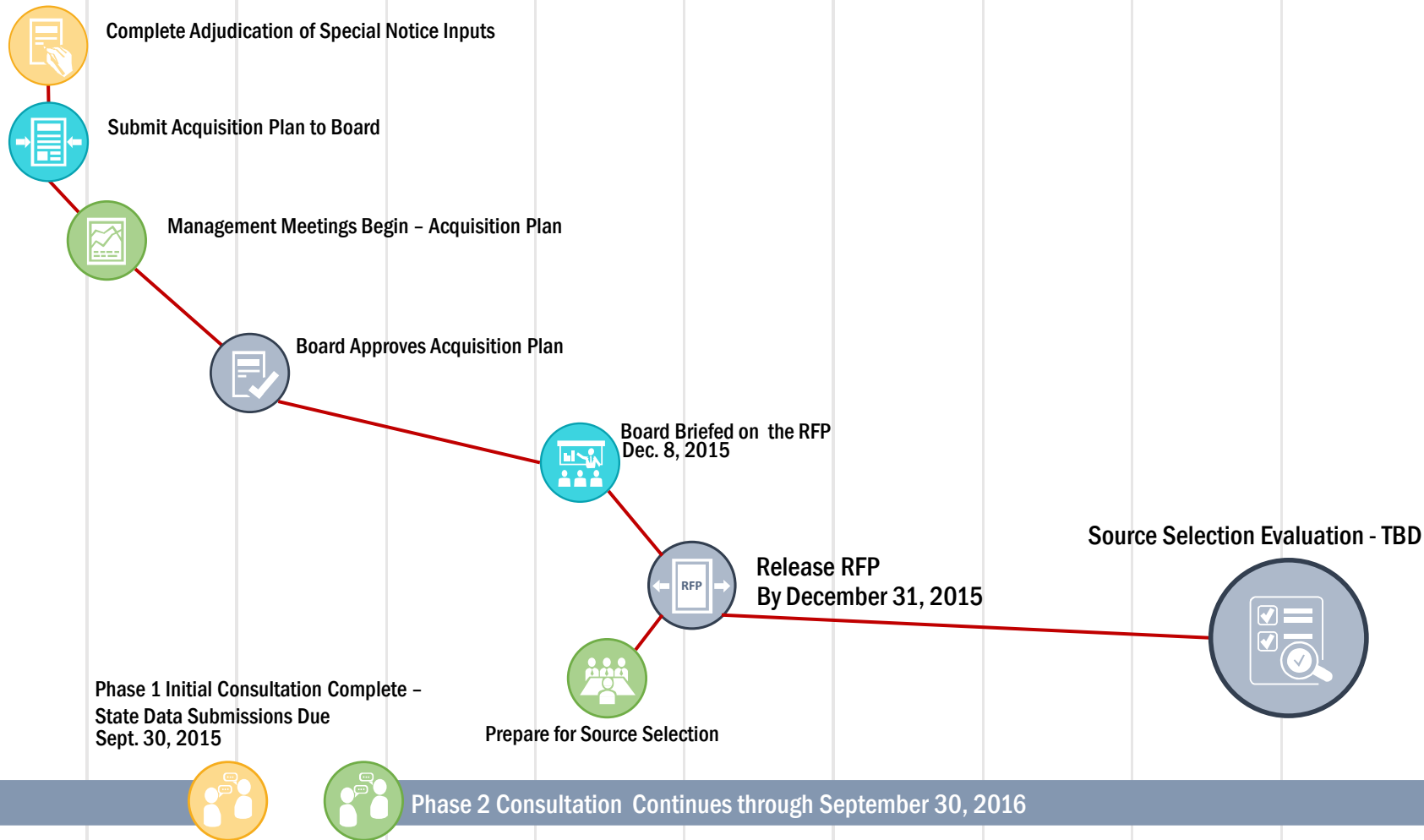Consultation with 1.8K+ Public Safety Representatives in 30 States/Territories
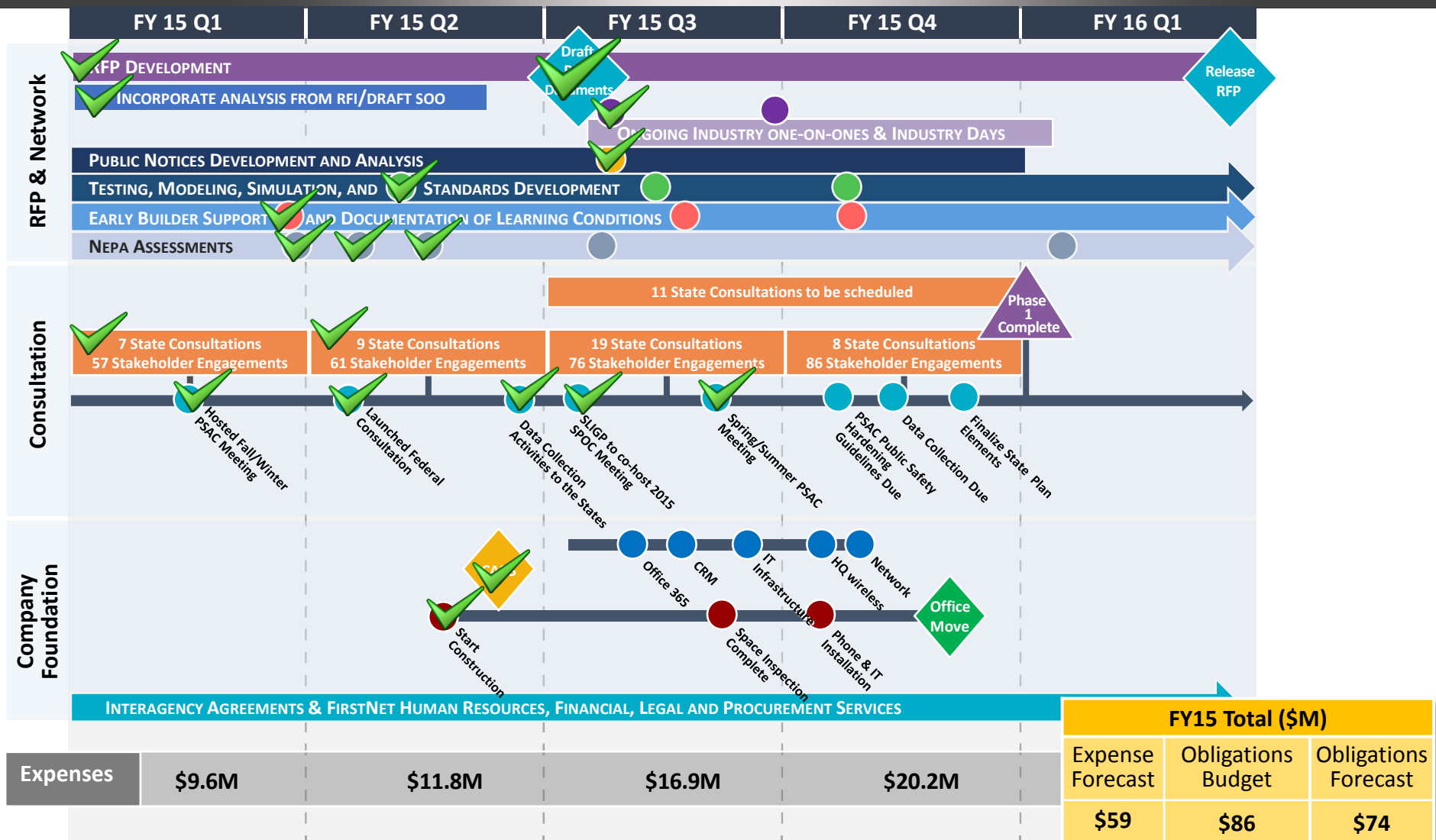
56 State and Territory Consultation Meetings

FY 2016 Critical Path and Milestones

Timeline: Aug 2015 – June 2016

- Complete Adjudication of Special Notice Inputs
- Submit Acquisition Plan to Board
- Management Meetings Begin – Acquisition Plan
- Board Approves Acquisition Plan
- Board Briefed on the RFP — Dec. 8, 2015
- Release RFP — By December 31, 2015
- Source Selection Evaluation - TBD
- Phase 1 Initial Consultation Complete – State Data Submissions Due — Sept. 30, 2015
- Prepare for Source Selection
- Phase 2 Consultation Continues through September 30, 2016

Estimated FirstNet Milestones (RFP, Consultation, & Foundation)

	FY 15 Q1	FY 15 Q2	FY 15 Q3	FY 15 Q4	FY 16 Q1

RFP & Network

- RFP DEVELOPMENT
- INCORPORATE ANALYSIS FROM RFI/DRAFT SOO
- Draft Documents
- Release RFP
- ONGOING INDUSTRY ONE-ON-ONES & INDUSTRY DAYS
- PUBLIC NOTICES DEVELOPMENT AND ANALYSIS
- TESTING, MODELING, SIMULATION, AND STANDARDS DEVELOPMENT
- EARLY BUILDER SUPPORT AND DOCUMENTATION OF LEARNING CONDITIONS
- NEPA ASSESSMENTS

Consultation

- 11 State Consultations to be scheduled
- Phase 1 Complete
- 7 State Consultations / 57 Stakeholder Engagements
- 9 State Consultations / 61 Stakeholder Engagements
- 19 State Consultations / 76 Stakeholder Engagements
- 8 State Consultations / 86 Stakeholder Engagements
- Hosted Fall/Winter PSAC Meeting
- Launched Federal Consultation
- Data Collection Activities to the States
- SLIGP to co-host 2015 SPOC Meeting
- Spring/Summer PSAC Meeting
- PSAC Public Safety Hardening Guidelines Due
- Data Collection Due
- Finalize State Plan Elements

Company Foundation

- Office 365
- CRM
- IT Infrastructure
- HQ wireless
- Network
- Start Construction
- Space Inspection Complete
- Phone & IT Installation
- Office Move
- INTERAGENCY AGREEMENTS & FIRSTNET HUMAN RESOURCES, FINANCIAL, LEGAL AND PROCUREMENT SERVICES

Expenses	$9.6M	$11.8M	$16.9M	$20.2M	

FY15 Total ($M)		
Expense Forecast	Obligations Budget	Obligations Forecast
$59	$86	$74

Consultation, Outreach, & State Plans

June 2015 PSAC Meeting Recap

- FirstNet Strategic Roadmap Update

- PSAC Assignment Update and Discussion
  - Topics: Priority and preemption, public safety grade and user equipment

- Special Notice and Draft RFP Documents

- Data Collection and Users/Coverage Objectives

- Second and Third Public Notice

Stakeholder Outreach

Executed well attended stakeholder events this quarter

- April 2 – Public Safety Webinar with 120 attendees

- April 14-15 – State and Territory Single Point of Contact (SPOC) Meeting with 142 attendees

- May 6 and 8 – Public Safety Stakeholder Webinars with 146 attendees

- May 7 – Association Briefing with 30 attendees from 25 organizations

- June 1 – Public Safety Advisory Committee (PSAC) Meeting

Outcomes: Socialized, addressed questions, and obtained input on key FirstNet activities including public notices and the special notice and draft RFP documents

April SPOC Meeting Outcomes

- Informed and up-to-speed state and territorial representatives

- Better informed FirstNet planning activities based on input received from SPOCs

- State and territorial representatives are engaged and included in FirstNet planning

- Shared successes and lessons learned for more successful FirstNet planning activities

Participation included 134 individuals from 52 states and territories and 8 Tribal Working Group members

April SPOC Meeting Feedback
(based on 38 attendee feedback forms)

Overall, the 2015 SPOC Meeting met my expectations.

- Agree
- Neutral
- Disagree

6%

94%
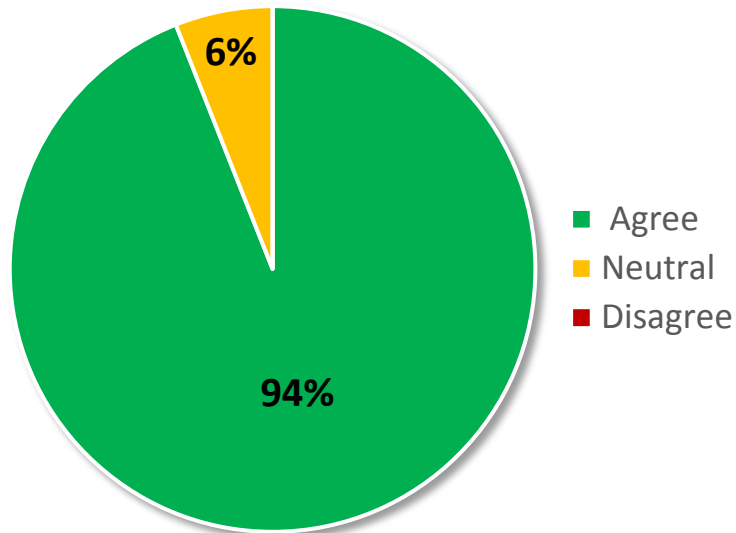
The SPOC Meeting Agenda was relevant to me and the concerns of my state or territory.

- Agree
- Neutral
- Disagree

8%

92%
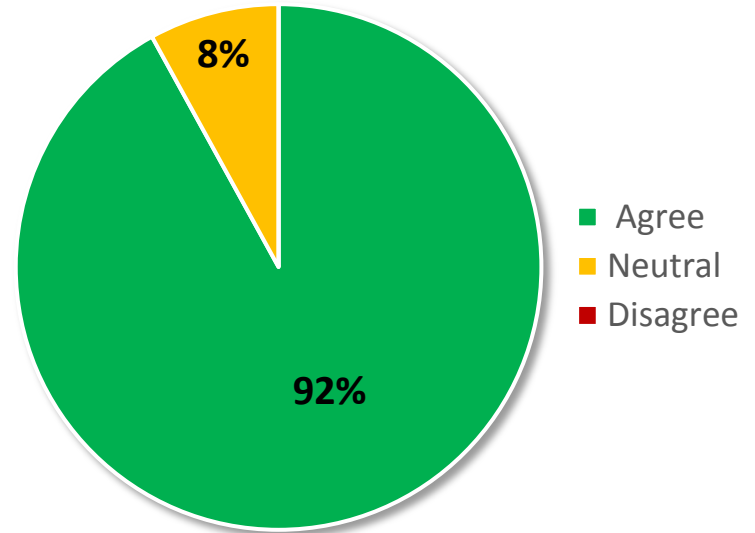
State Consultation Activities
As of June 1, 2015

FirstNet®

State	Meeting Date(s)	State	Meeting Date(s)
NH	6/9/2015	GA	7/21/2015
NM	6/10/2015	TN	7/23/2015
OH	6/11/2015	CA	07/28-29/2015
VT	6/16/2015	PA	8/4/2015
KS	6/17/2015	HI	08/11-12/2015
WI	6/18/2015	AS	08/13-14/2015
ND	7/9/2015	IN	8/26/2015
IL	7/14/2015	MI	9/1/2015
AL	7/15/2015	NJ	9/3/2015

LEGEND

All — Received Initial Consultation Package From FirstNet

51 — Initial Consultation Checklist Returned To FirstNet

31 — Initial Consultation Meeting Held

53 — Pre-Consultation Conference Call Closed

18 — Initial Consultation Meeting Scheduled

Federal Consultation Update

- Initiated designated Agency Points of Contact monthly calls in March

- Received first responses to the Initial Preparation Checklist (Treasury, Justice)

- Conducted outreach/consultation engagements with:

Early Builder Band 14 LTE Projects
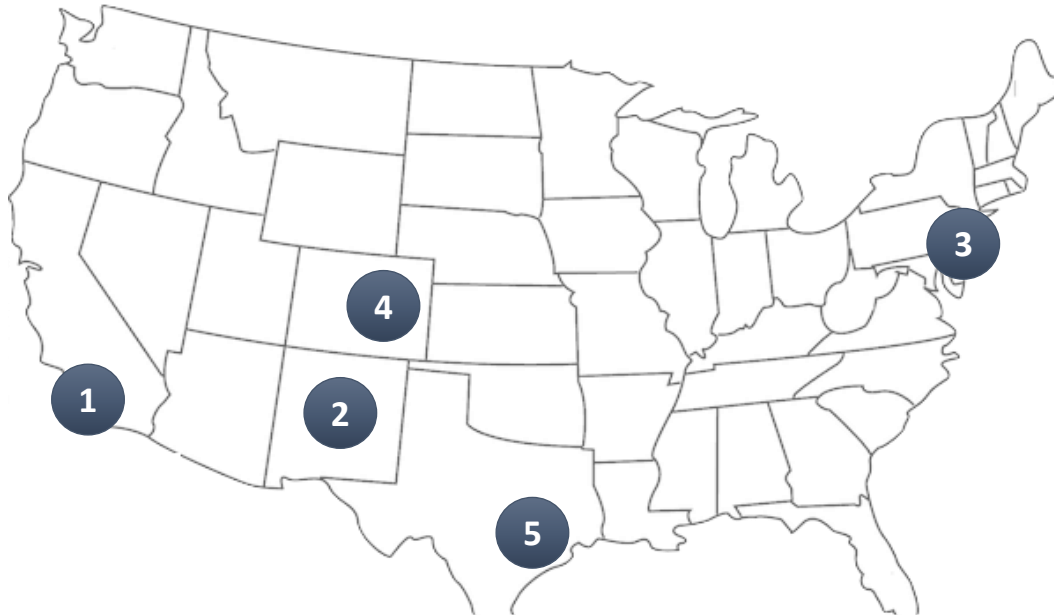
Project	SMLA	KLCP	Sites	Primary Focus Areas / Key Learning Conditions	On-Air
1. LA-RICS	Yes	Yes	82	Secondary responders partnerships, Quality of Service (QoS), priority/pre-emption	FY15 Q2
2. NM	Yes	Yes	7	Hosted core, int'l border spectrum management, Federal partnerships	FY15 Q3
3. NJ	Yes	Yes	30	Deployables, disaster recovery, training, Network Ops Center notification	FY15 Q3
4. ADCOM	Yes	Yes	16	PSCR/FirstNet test support, Band 14 device testing, demonstration access	NOW
5. TX	Yes	Yes	14	Core migration, data analytics, rural coverage, special events, LTE training	NOW

SMLA: Spectrum Manager Lease Agreement   **KLCP: Key Learning Conditions Plan**

Focus Moving Forward

FirstNet Acquisition

| RFI | → | RFP Development | → | RFP Results |

YOU ARE HERE!

Consultation Engagements

Prep Workshops → Education, Outreach & Define Roles → Data Collection, Coverage & Users → Validate Data; Include in State Plan → Draft State Plan Review → **State Plan to Governor** → Network Implementation

Stakeholder Activities

Outreach and Education

Collect Data

Review and Inform

Acquisition Update

FirstNet Acquisition Process

- On April 24, FirstNet Board Approved Proposed Acquisition Approach
  - Encourages competition
  - Promotes innovation
  - Allows for flexibility
  - Creates opportunities for feedback

- FirstNet Released Special Notice with Draft RFP Documents on April 27
  - Questions on documents were due May 27
  - Comments & capabilities due July 27
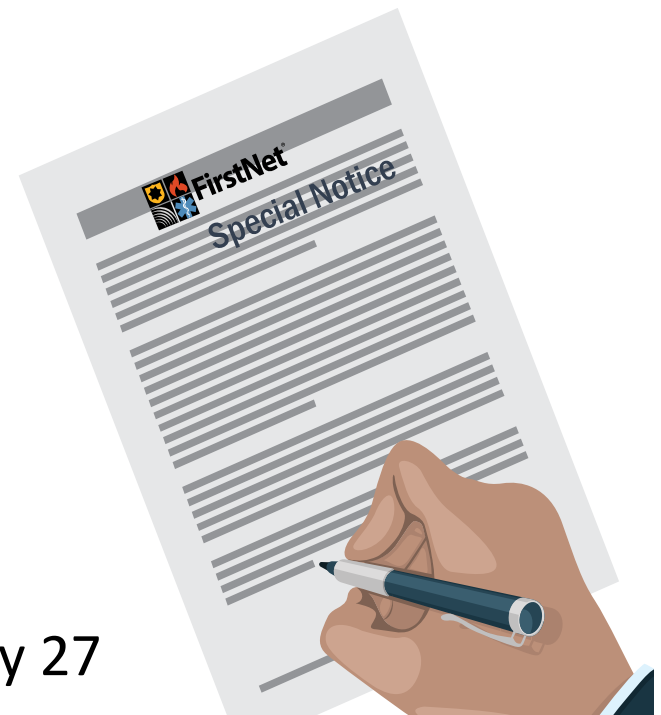
FirstNet Consultation Approach

- In the Special Notice & Draft RFP, FirstNet seeks feedback from interested parties on:
  - FirstNet's approach to serving public safety
  - Deployment and operation of the Network
  - Proposed financial sustainability business model
  - Operational architecture

- Iterative process w/opportunities for input
  - FirstNet will continue to refine RFP with input from public safety entities, market participants, and other stakeholders.

Stakeholder feedback will help FirstNet produce the best possible RFP for deploying and operating the network.

Questions on the Special Notice

642 Questions Received as of 05/27/2015

53 distinct entities

44 out of the 53 are from Industry

Industry groups represented include carriers, service integrators, and IT

Industry Day – Big Success

More than 425 individuals from 250 entities participated in-person or via webcast

Legend:
- Industry
- States
- Local Gov
- Trade Assn
- Federal
- Research
- Media

Pie chart values: 82%, 6%, 2%, 4%, 3%, 1%, 2%

Industry Day – Focus
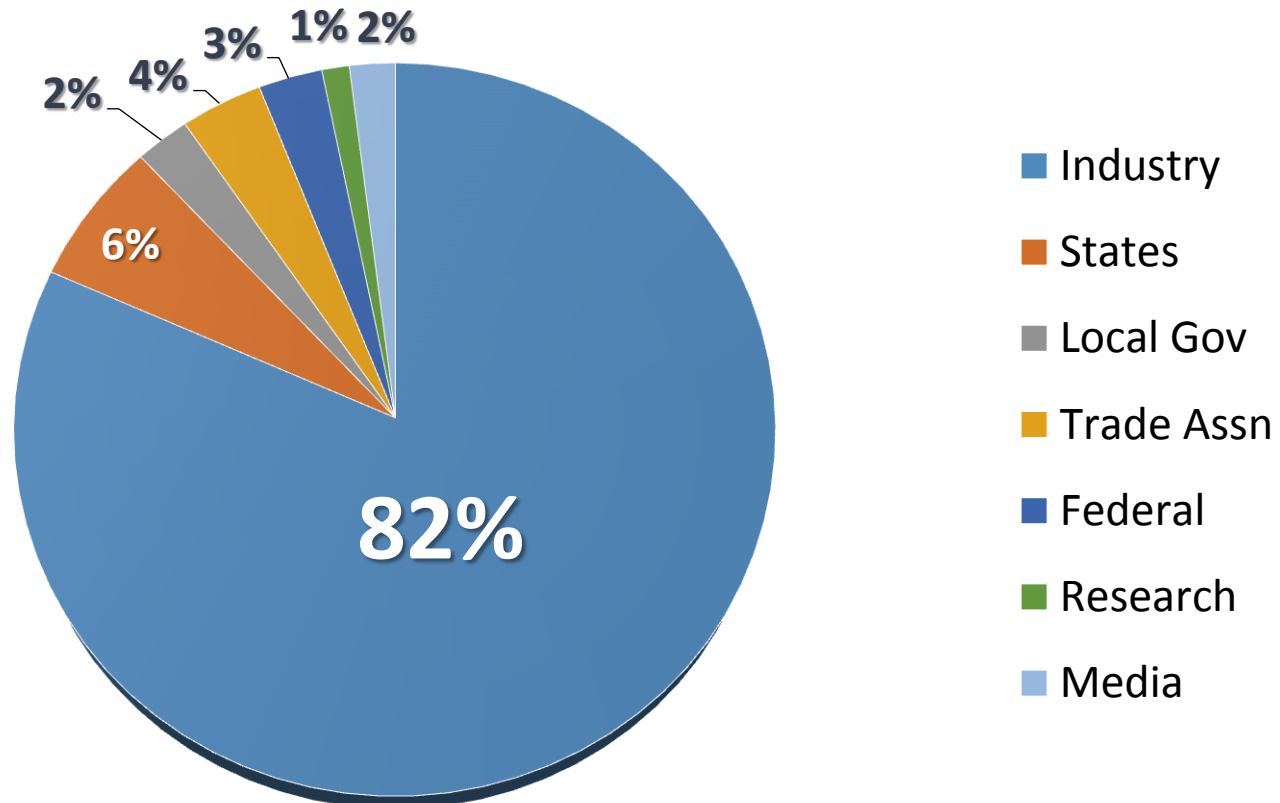
FirstNet provided detailed briefing on Special Notice and Draft Request for Proposal (RFP)

- *Significant focus on the Business Model underlying the Draft RFP*

Addressed key sustainability factors, including $7 billion in cash; fees from selling excess network capacity to commercial entities; public safety subscriber fees; and synergies.

Participant feedback / questions centered around:

- Acquisition, including procurement timelines
- Business model concepts
- Proposed operational architecture and
- Coverage objectives development

"Even though the answers to the problems may not be easy to find, the fact that these conversations are occurring is a significant sign of progress"
– Urgent Communications, May 19, 2015

FirstNet's Equation for Financial Sustainability

$$\$7B + \text{Fees} + \text{Synergies} + \text{Excess Network Capacity} - \text{Costs} = \text{Financial Sustainability}$$

Business Opportunity

Up to
$6.5 billion of
government funding

Billions
of dollars
of spectrum
value

Built-in
market
demand and
stakeholder
relationships

Benefits begin
immediately

Only
hardened
resilient
network of
its kind

Addressable market
of 4-13M public
safety users
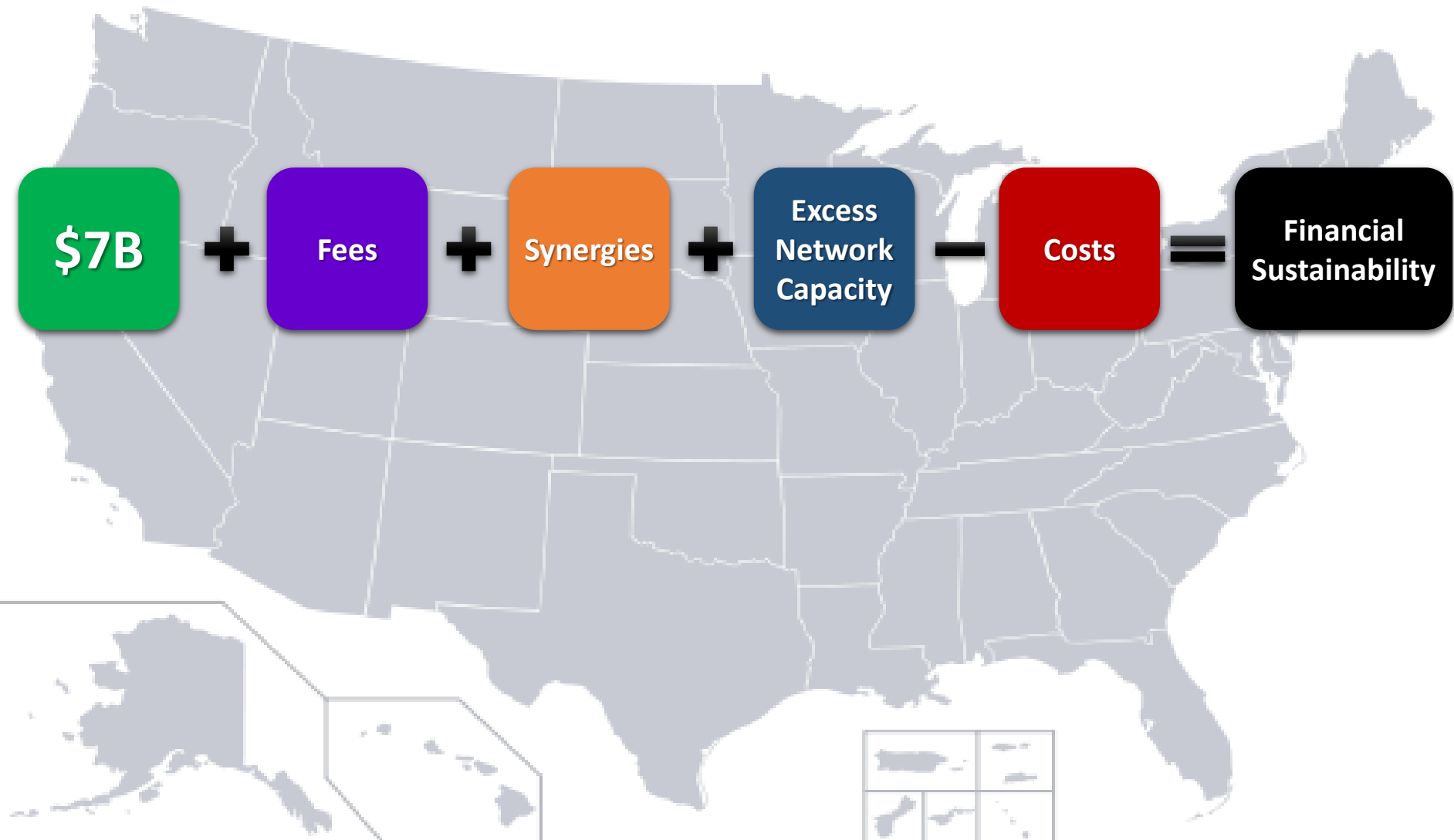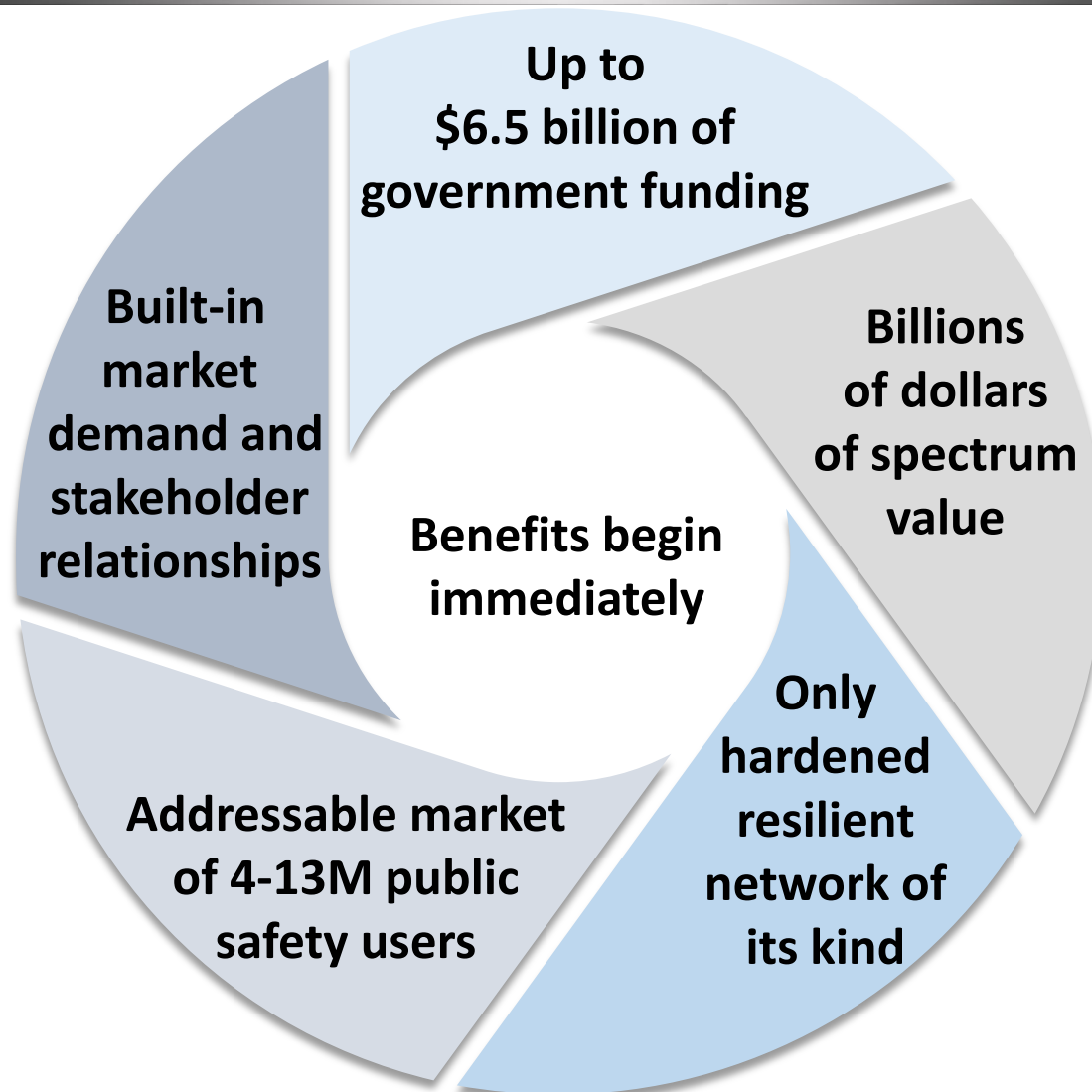
Market Research

Background & Strategic Context

Scope

- FirstNet contracted with a 3rd party global advisory services firm to provide a perspective of the Public Safety mobile data market

Methodology

- Primary and secondary market research approach utilized
  - Interviews with high-level Public Safety officials to obtain detailed thoughts and opinions on the current state of telecommunication capabilities and issues facing Public Safety (n=24)
  - Web based survey of First Responder mobile data user and decision makers (n=294)
  - Secondary research from a broad variety of sources to obtain relevant data and provide additional context

Outcome

- Key survey findings validated major themes of the Special Notice and Draft RFP documents
- Validation of assumptions in business model, including addressable market of 4-13M public safety users

Summary of Survey Findings

First Responder demand for mobile data supports FirstNet's plans for the creation of a nationwide, interoperable, wireless broadband network

The Public Safety market represents a sizeable opportunity for FirstNet

- Fire, Police, EMS and other related government represents 4 million people

- Other Public Safety users represent an additional 9 million potential customers

Mobile data is valuable to Public Safety

- First Responders use mobile data today, but reliable broadband access has the potential to greatly expand its use and impact

- A robust network could support the development of interoperable applications

- Network congestion during emergencies concerns public safety

Public Safety wants a superior network and certain features are critical for adoption

- Coverage, reliability and speed are key attributes needed for adoption

- Priority is necessary to ensure access during emergencies

- Interoperable communications critical in emergencies

Mobile Data is Valuable to Public Safety Users and is Being Broadly Adopted to Support Mission Success

Q: Do you personally use mobile devices to send and receive mobile data as part of your job in the field?
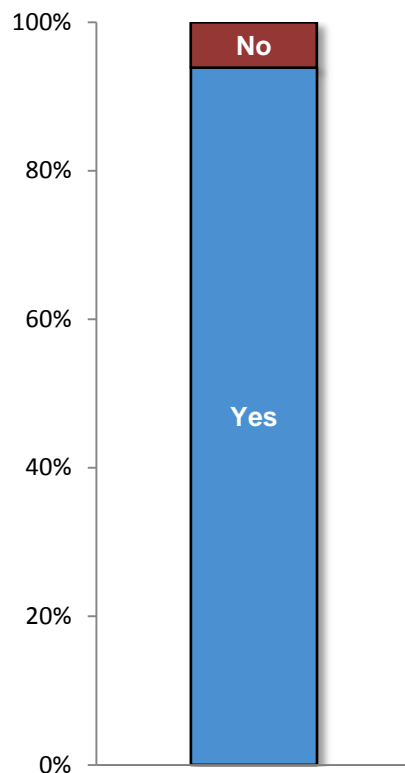
- **Public Safety is broadly adopting mobile broadband to support a broad variety of mission critical tasks**

Public Safety Sector	Mobile Data Penetration Rate
EMS	73%
Fire	66%
Law Enforcement	54%

"We can start collecting patient information right away so that when we transfer a patient to the hospital they have some historical information right away not just the first point in time from when they arrive. This information is invaluable and definitely is having positive impacts on patient outcomes"
– District EMS Chief

- **94% of respondents use data enabled mobile devices as part of their job in the field**

"We use our cells rather than radios when trying to get a hold of someone quicker..." – Fire Chief

"The fire trucks have computers too, used for transferring information from the dispatcher to the street personnel, pre arrival instructions, mapping, also triage information in there for EMS personnel."
– Director of Communications, Fire Department

Q: On average, how often do you use mobile data to do the following activities?
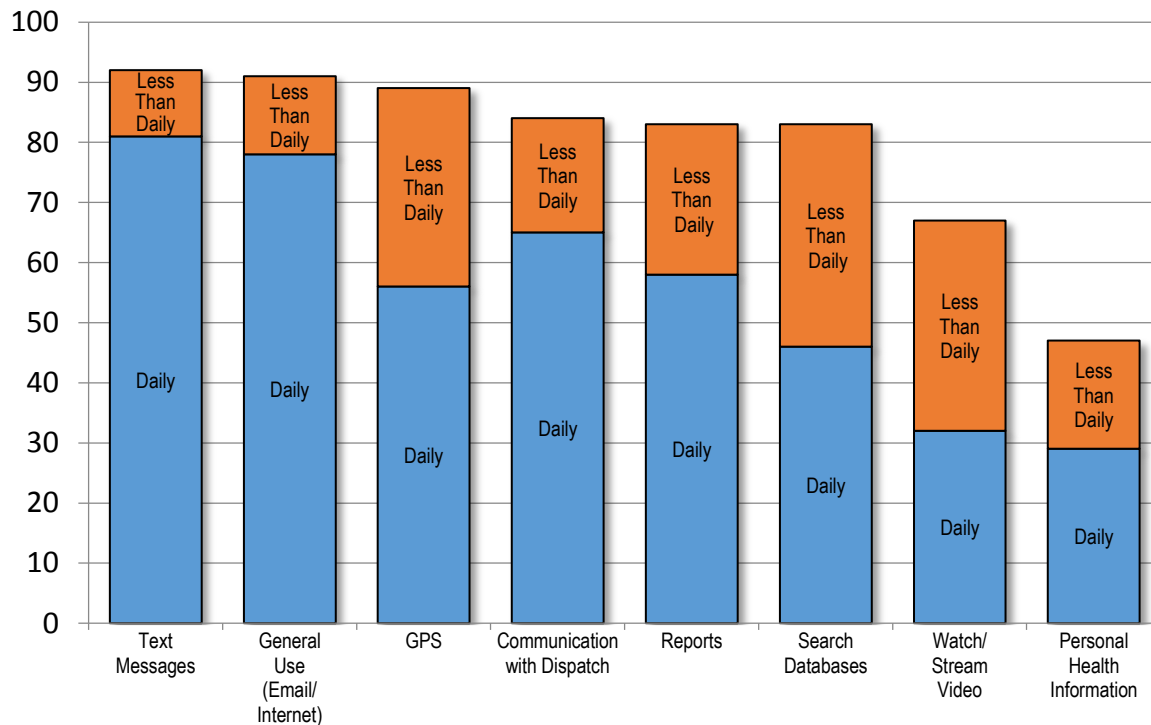
- **Most respondents use mobile data on a daily basis**

  "I think the comfort level with the cell phone as you see generational changes is becoming more and more apparent."

  – Fire Chief

- **On average, First Responders save one hour per day due to mobile data capabilities**

  "One of the biggest things from an efficiency standpoint is not having to go back to the station to file reports. I can do that from the road and save a ton of time."

  – Police Chief

Q: Please rate your agreement with the following statements: "As a First Responder, using mobile data allows me to be…"

| % Agree | 85% | 81% | 66% |
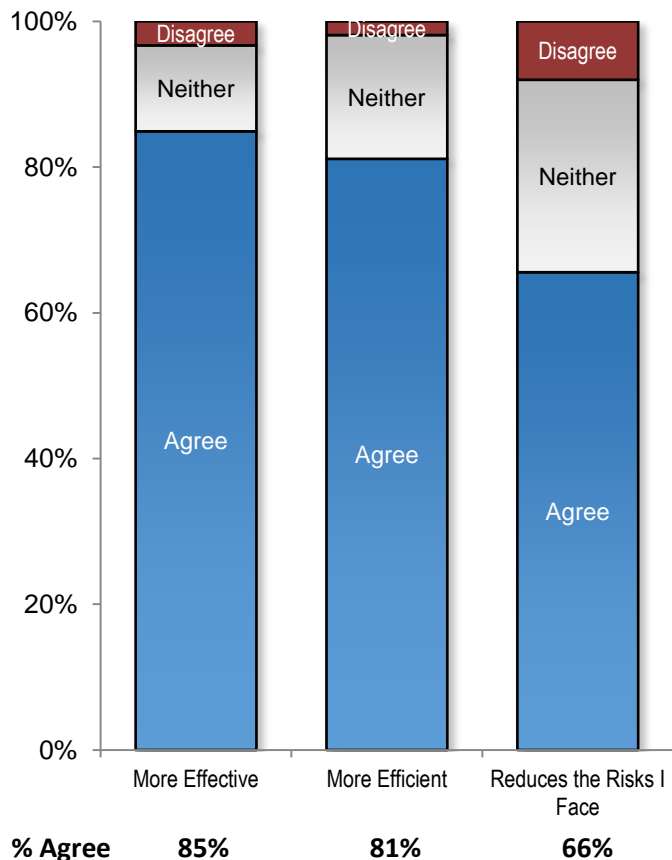
- **Mobile data increases first responder effectiveness**

  "We used to have to track casualties and such with pen and paper in the field. Now we have a hand held device that allows you to walk around and share data …"

  – EMS Chief

- **Mobile data helps first responders do their job more efficiently**

  "I'm much more efficient now. Before, if I pulled someone over and wanted to know if they were on the wanted list or not I'd have to radio dispatch…. Now all I have to do is look it up in the terminal and it takes 15 seconds."

  – Police Chief

- **Mobile data makes First Responders' jobs safer**

  "There are huge safety benefits to mobile data as far as I'm concerned. Alerts can get pushed out very easily to other agencies…"

  – Former Director of Communications, Fire Department

Public Safety Believes That a NPSBN Would Have a Meaningful Impact to Public Safety

Q: Please rate your agreement with the following statements:

Greater access to data save lives — **82%**

Data sharing makes First Responders more effective — **83%**

Faster mobile data speeds would make me more efficient — **83%**

New mobile technologies and increased access to data would make my job safer — **79%**

Priority access to bandwidth during major events/incidents is crucial to ensuring public safety" — **82%**

(Chart x-axis: 0, 20, 40, 60, 80, 100)
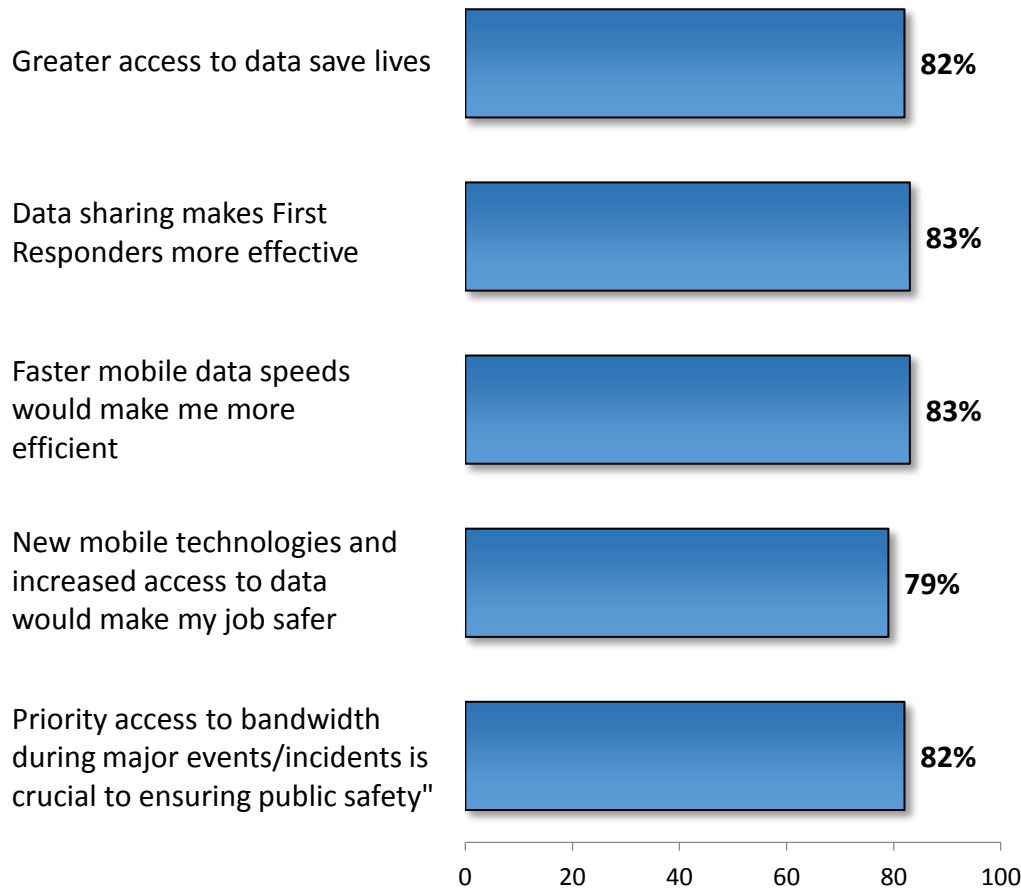
- **Priority access to bandwidth would improve effectiveness**
  "There would just be security in knowing that the lines wouldn't get jammed no matter what."
  – Fire Chief

- **Increased network speeds would help first responder effectiveness**
  "If it was more reliable and had better speed then we would be able to do things like stream video on the spot. We're limited by the networks we're on now."
  – Fire Department

Q: When it comes to the use of mobile data, how important are the following factors?
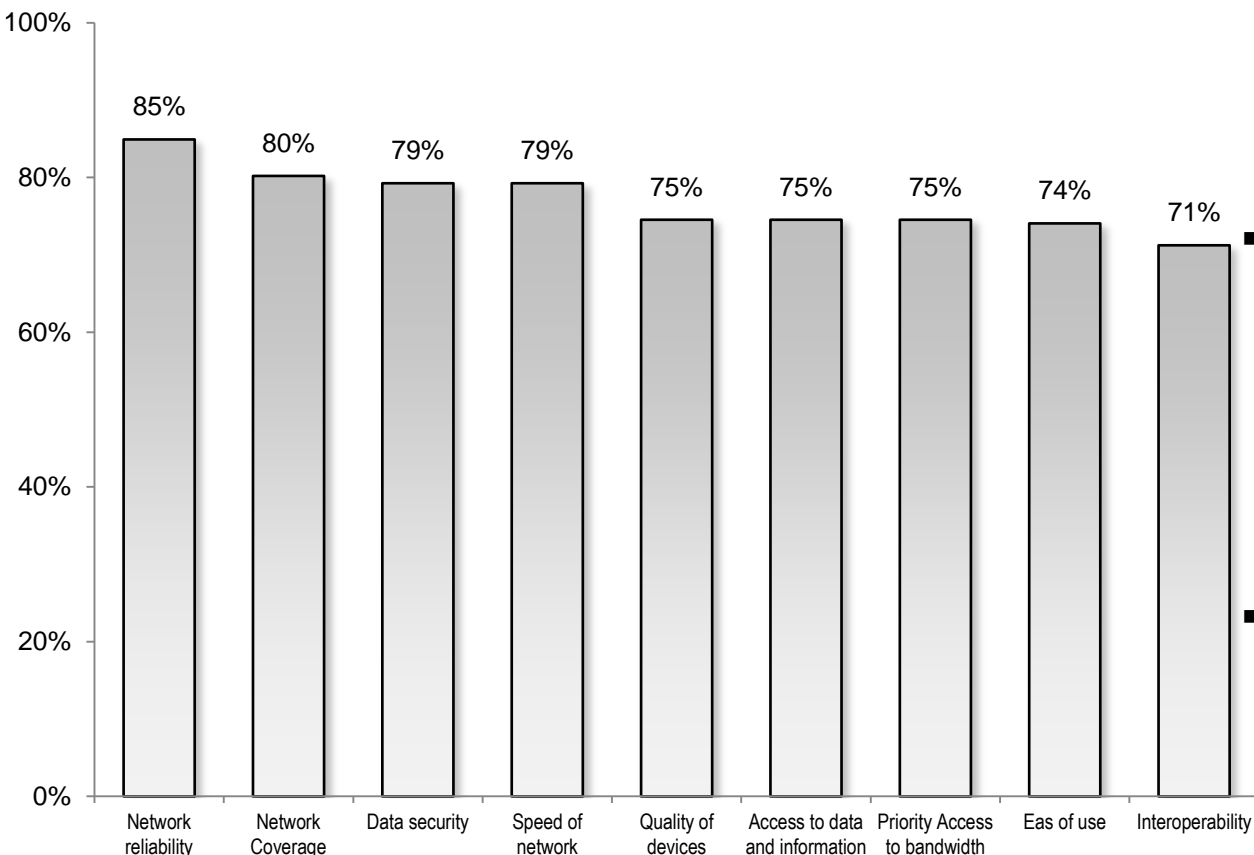
- **First responders would like better and more consistent network coverage**
  - *"We're in a rural area …so better coverage would absolutely be the biggest benefit to us."*
  – Survey Respondent, Department of Justice

- **Increased network speed would allow use of new technological capabilities**
  - *"Improved network speed would be a big thing because that would allow us to stream video from a scene…"*
  – Survey Respondent, Fire Department

- **First responders need to be able to count on network reliability**
  - *"Reliability is right up there. Especially in tough situations, if the network isn't reliable people will lose faith in it when they need to communicate."*
  – Fire Chief

Network Reliability, Coverage, Speed, and Cost are Key Drivers of Adoption

Q: When evaluating wireless network data vendors to provide mobile data for your department, how important are the following criteria when evaluating potential providers?
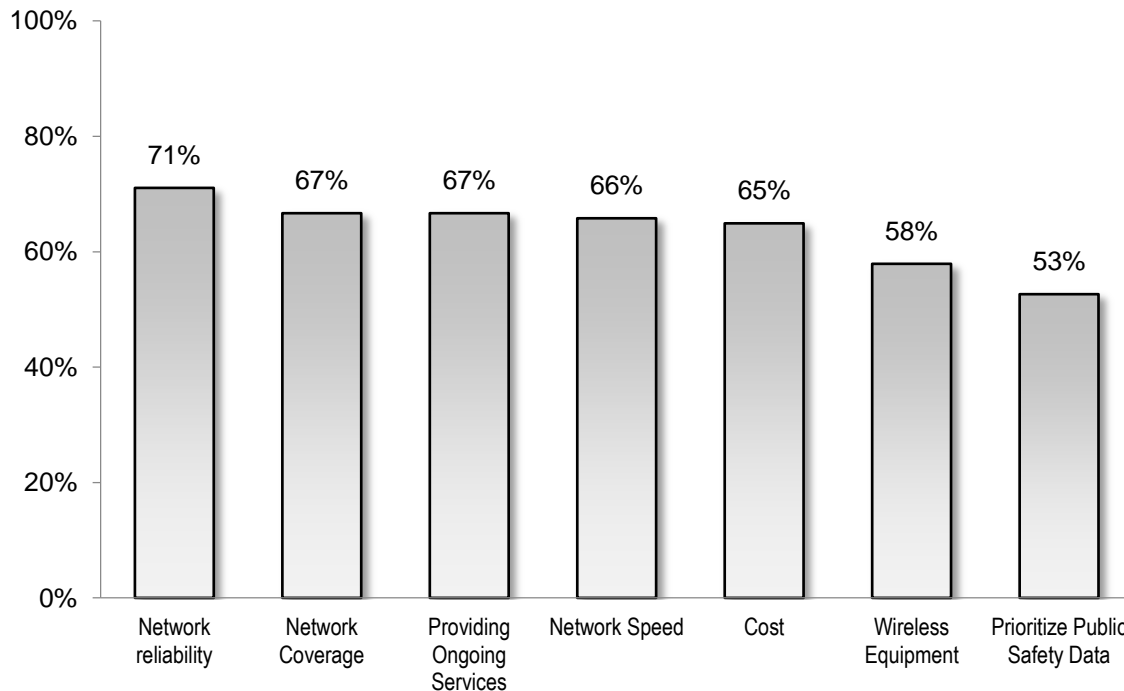
- **Better coverage is desired**

  "Better and more complete coverage would be the biggest hook for us, regardless of whether or not it was a dedicated line."

 – Survey Respondent, EMS Department

- **Public Safety supports a NPSBN**

  "There would be a secure national Wi-Fi LTE system for public safety that would give us unlimited coverage. If you could do it on a large scale you would probably be able to reduce the costs for everyone..."
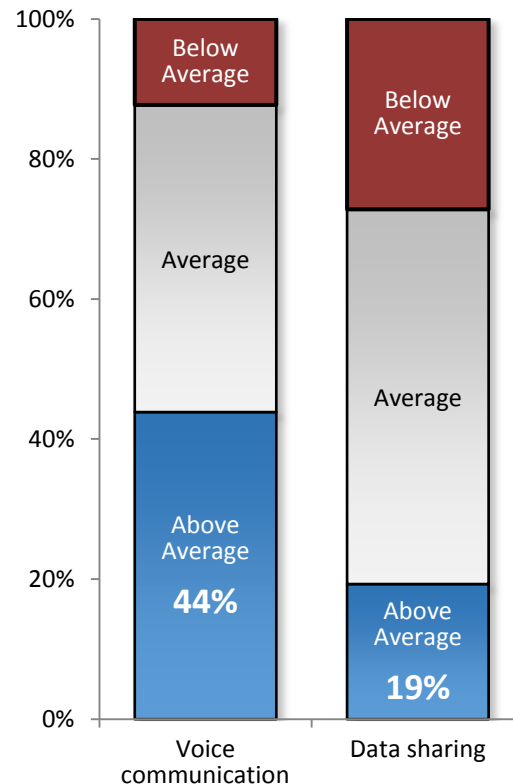
  – Police Chief

Interoperability Across Agencies is Critical, but Current Capability is Limited

Q: How important is interoperability between other public safety departments/agencies?
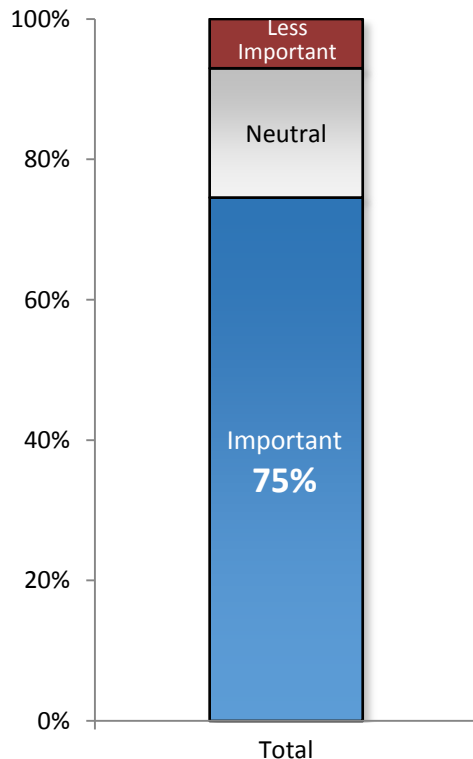
Q: How would you rate your department's interoperability with other agencies in your area for…

Chart 1 — Total: Less Important / Neutral / Important **75%**

Chart 2 — Voice communication: Below Average / Average / Above Average **44%**; Data sharing: Below Average / Average / Above Average **19%**

- **Interoperability is important, but data sharing across agencies is limited and is rarely in real time**

  "What would be great is if you could share videos across agencies from an officer to laptops in cars and things like that."

  – Police Communications Director

- **Voice, video and data sharing would be highly valued**

  "We currently send our people into dangerous burning buildings. If we had the ability to stream data from those scenes it would keep everyone much safer and would help us do our jobs a lot better. That would be a huge capability to have."

  – Fire Chief

Priority Access is Essential

Q: In the event of a local disaster or public safety crisis, how concerned are you…
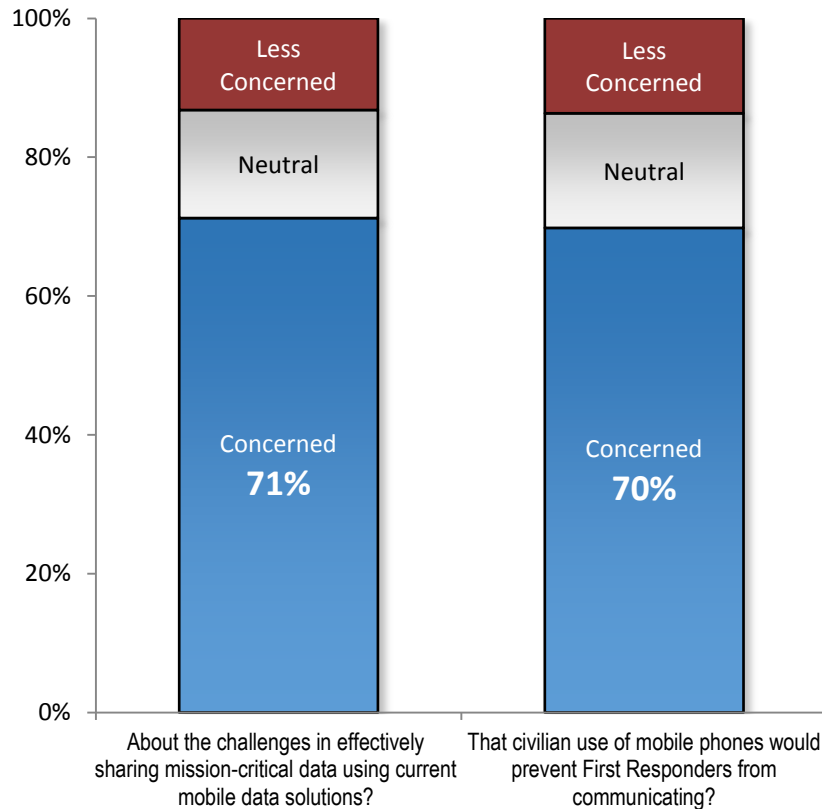
- **Concentrated groups of cell phone users can hamper efforts to use mobile data**

  "We have a lot of sporting events like the Indy 500. You'll get thousands of people around with cell phones and you jam the system up…"

  – Former Director of Communications, Fire Department

Key Survey Findings Inform Draft RFP Development

KEY DRIVERS OF ADOPTION

- Network Reliability/Security
- Network Coverage
- Provide Ongoing Services
- Network Speed
- Cost
- Wireless Equipment
- Prioritize Public Safety Traffic
- Access to Data and Information

Inform Draft RFP

STATEMENT OF OBJECTIVES IN SPECIAL NOTICE

- User Service Availability
- Cyber Security
- Build, Deploy, Operate and Maintain the NPSBN
- Accelerate Speed to Market
- Customer Care and Marketing
- Service Capacity
- Compelling and Competitively Priced Services
- Device Ecosystem
- Priority Services
- Application Ecosystem

Public Notices

Public Notice Update

Public Notices Status and Next Steps

- **First Notice**
  - Network Elements
  - Users
  - Fees

- **Second Notice**
  - Technical Requirements for Equipment
  - Network Policies
  - State Plan Implementation Process
  - Customer, Operational, and Funding Considerations

- **Third Notice**
  - Refining of Definition of Public Safety Entity
  - Comments due June 4

Future Notices may finalize interpretations or address additional issues critical to FirstNet success

Second Public Notice

- The Second Public Notice sought comments on certain interpretations under the Act relating to key topics including:

  - Technical Requirements for Equipment Use on the Network
  - Network Policies
  - State Plan Implementation and Decision Process
  - Customer, Operational, and Funding Considerations Regarding State Assumption of Responsibility to Build and Operate a RAN

- Comments received inform the RFP process, interpretations of the Act, and network policies

- We have made no final interpretations

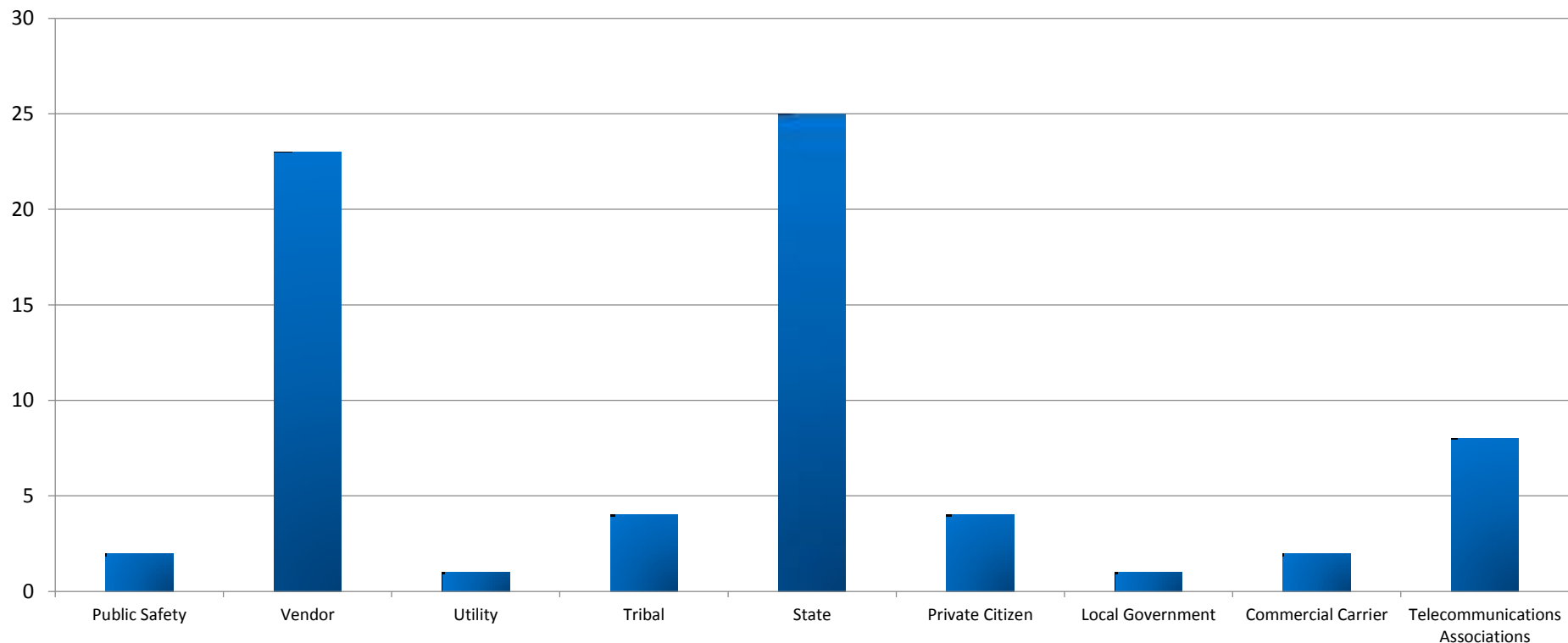- Numbers and positions of commenters are approximations

Second Public Notice

March 2015

Summary of Responses Totals
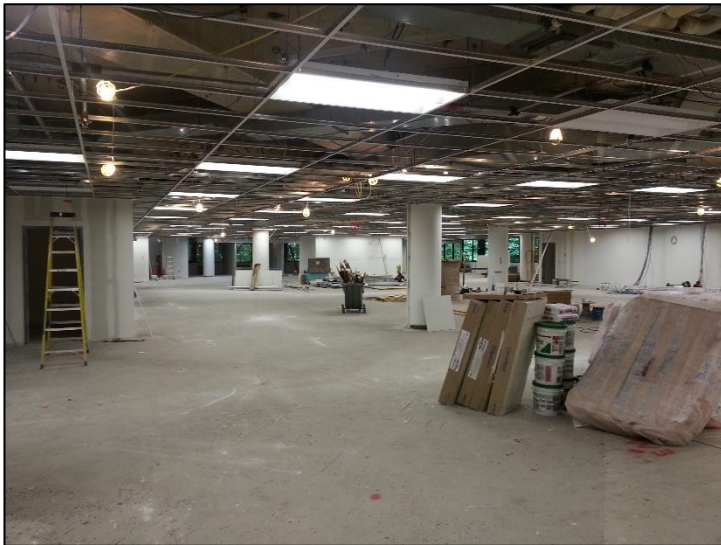## by Organization Type

A total of **70** responses were received from various groups, including State, local and Tribal governments, commercial carriers and vendors, and associations.

Hiring & Administration

FirstNet Staffing

- FirstNet has focused on improving quality in each step of the hiring process
  - Recruitment
  - Staffing & Classification
  - Interviewing & Selection
  - Onboarding and Retention

- FirstNet has partnered with the Department of Commerce and NTIA to streamline hiring actions

- 26 positions currently in final hiring stage, 15 currently advertised, and 20 in pre-recruitment phase

- Significant challenges remain to on board top talent quickly within federal hiring process

- Internal mission is to foster a culture which rewards innovative solutions and commitment to serve public safety

FirstNet Headquarters Update

- Scheduled to move in mid-August 2015
  - Estimated construction completion – July 8
  - Estimated Furniture installation – July 20 to July 31
  - IT/Network/Phone installation – August 4 to August 17

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Thank You