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# FirstNet<sup>®</sup>



## RFP Overview

Webinar

January 15, 2016

- **Federal Business Opportunities (FBO) – Request for Proposal**
- **FirstNet Reading Room**
- **FirstNet Website**

*Links available at [www.firstnet.gov](http://www.firstnet.gov)*

## Section Title

Section A: Solicitation, Offer, and Award

Section B: Services or Supplies and Price/Costs

Section C: Statement of Objectives

Section D: Packaging and Marking

Section E: Inspection and Acceptance

Section F: Deliverables and Performance

Section G: Contract Administration Data

Section H: Special Contract and Task Order Requirements

Section I: Contract Clauses

Section J: List of 26 Attachments

Section K: Representations and Certifications

Section L: Instructions, Conditions, and Notices to Offerors or Respondents

Section M: Evaluation Factors for Award

# RFP Section J Attachments



Section Title	
J-1: Coverage and Capacity Definitions	J-14: Terms of Reference
J-2: Nationwide and Rural Coverage Compliance Checklist	J-15: Contractor-Furnished Equipment
J-3: FCC TAB RMTR	J-16: Deliverables Table
J-4: System and Standards Views	J-17: Coverage and Capacity Template
J-5: Proposal Questions Template	J-18: Delivery Mechanism Objectives for State Plans
J-6: Quality Assurance Surveillance Plan (QASP)	J-19: State Plan Template
J-7: Operational Architecture	J-20: Terms and Conditions for the Use of FirstNet Network Capacity
J-8: IOC/FOC Target Timeline	J-21: Terms and Conditions for the Trademark Use
J-9: QASP Surveillance Matrix Template	J-22: Solicitation Conformance Traceability Matrix
J-10: Cybersecurity	J-23: End-User Pricing Tables
J-11: Device Specifications Template	J-24: Public Safety Device Connections Template
J-12: Test Strategy Template	J-25: Past Performance Reference Information Form
J-13: Pricing Template	J-26: Sample Small Business Subcontracting Plan

# Section A: Solicitation, Offer, and Award



- **Purpose:** Establishes the solicitation, offer, and eventual award of the contract (Standard Form 33)
- **Key Content:**
  - Identifies the contract's points of contact and provides the solicitation table of contents
  - Is completed by the Contracting Officer upon release of RFP, issuance of offer, and acceptance of award

<b>SOLICITATION, OFFER AND AWARD</b>		1. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700)		RATING	PAGE	OF	PAGES
2. CONTRACT NUMBER	3. SOLICITATION NUMBER	4. TYPE OF SOLICITATION <input type="checkbox"/> SEALED BID (IFB) <input type="checkbox"/> NEGOTIATED (RFP)		5. DATE ISSUED	6. REQUISITION/PURCHASE NUMBER		
7. ISSUED BY		CODE	8. ADDRESS OFFER TO (If other than item 7)				
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".							
<b>SOLICITATION</b>							
9. Sealed offers in original and _____ copies for furnishings the supplies or services in the Schedule will be received at the place specified in item 8, or if hand carried, in the depository located in _____ until _____ local time _____ (Hour) _____ (Date)							
CAUTION - LATE Submissions, Modifications, and Withdrawals: See Section L, Provision No. 52.214-7 or 52.215-1. All offers are subject to all terms and conditions contained in this solicitation.							
10. FOR INFORMATION CALL:	A. NAME		B. TELEPHONE (NO COLLECT CALLS)			C. E-MAIL ADDRESS	
			AREA CODE	NUMBER	EXTENSION		
11. TABLE OF CONTENTS							
(X)	SEC.	DESCRIPTION	PAGE(S)	(X)	SEC.	DESCRIPTION	PAGE(S)
		PART I - THE SCHEDULE			PART II - CONTRACT CLAUSES		
<input type="checkbox"/>	A	SOLICITATION/CONTRACT FORM		<input type="checkbox"/>	I	CONTRACT CLAUSES	
<input type="checkbox"/>	B	SUPPLIES OR SERVICES AND PRICES/COSTS				PART III - LIST OF DOCUMENTS, EXHIBITS AND OTHER ATTACH.	

# Section B: Services or Supplies and Price/Costs



- **Purpose:** Identifies task orders, provides pricing guidelines, and establishes the ceiling and minimum guarantee
- **Key Content:**
  - Establishes minimum payment thresholds and clearly states that all revenues will flow to the Offeror (public safety subscriptions and excess network capacity)
  - Defines price redetermination, which allows two prices at state level
    1. Pricing for initial FirstNet-deployed state RANs
    2. Pricing for delayed FirstNet-deployed state RANs
  - Describes pricing schedules and task orders
  - Identifies financial resources, capabilities, guidelines., and regulations, including:
    - Budget Authority
    - Public Safety Revenue
    - Excess Network Capacity
    - FirstNet Operational Sustainability

# Section C: Statement of Objectives



- **Purpose:** States the overall objectives of the program and aligns program scope with the Act requirements
- **Key Content:**
  - Lists 16 key objectives with minimum requirements, allowing latitude for Offerors to define implementation details
  - Encourages Offerors to be highly innovative in proposing solutions that ensure nationwide interoperability
  - Establishes that this is an objectives-based acquisition, not a requirements-based acquisition
  - Provides the overall program description and scope

# Section C: Statement of Objectives (cont.)



**Building, Deployment, Operation & Maintenance of the NPSBN**



**Financial Sustainability**



**First Responder User Adoption**



**Device Ecosystem**



**Applications Ecosystem**



**Accelerated Speed to Market**



**User Service Availability**



**Service Capacity**



**Cybersecurity**



**Priority Services**



**Integration Of State-Deployed RANs**



**Integration of Existing Commercial/Federal/State/Tribal/Local Infrastructure To Support NPSBN Services**



**Life-Cycle Innovation**



**Program and Business Management**



**Customer Care and Marketing**



**Facilitation of FirstNet's Compliance with the Act & Other Laws**

# Section D: Packaging and Marking



- **Purpose:** Provides guidance to the Awardee on requirements for packaging and marking

# Section E: Inspection and Acceptance



- **Purpose:** Provides guidance to Offerors on FirstNet requirements for inspection and acceptance
- **Key Content:**
  - Defines the general acceptance criteria for deliverables:
    - Accuracy
    - Clarity
    - Consistency to Requirements
    - File Editing
    - Format
    - Timeliness

# Section F: Deliverables and Performance



- **Purpose:** Identifies the anticipated period of performance for the IDIQ and Day 1 Task Orders and provides guidance on deliverables required for submission throughout the contract
- **Key Content:**
  - Notes several FirstNet “required” deliverables, but does not define every specific deliverable required
  - Requests the Offeror to define recommended deliverables based on their proposed solution, including deliverables to:
    - Communicate network performance to FirstNet
    - Formally notify FirstNet of performance related to contractual issues
    - Ensure that the Quality Assurance Surveillance Plan (QASP) aligns with deliverables to FirstNet

# Section G: Contract Administration Data



- **Purpose:** Provides information and guidance regarding specific contract and task order administration
- **Key Content:**
  - Establishes and defines the roles and authorities of the Contracting Officer (CO) and Contracting Specialist in administering the contract
  - Establishes and defines the roles and authorities of the Contracting Officer's Representative (COR) in monitoring the contractor's performance
  - Identifies the CO, Contracting Specialist, and COR
  - Provides regulations and guidance for the Contractor in interacting with the CO and COR and in submitting invoices and payments to FirstNet

# Section H: Special Contract and Task Order Requirements



- **Purpose:** Provides guidance on special contract-related requirements and terms and conditions
- **Key Content:**
  - Establishes most favored customer pricing for public safety subscribers
  - Establishes FirstNet's rights in conducting a supply chain risk assessment of equipment/devices and software/applications
  - Establishes bankruptcy-related provisions
  - Establishes FirstNet's title/rights to materials and requirements for data confidentiality and materials disposition
  - Establishes requirements for Contractor personnel
  - Establishes physical and personnel security requirements

# Section I: Contract Clauses



- **Purpose:** Provides information on regulatory clauses required for the type of contract
- **Key Content:**
  - Federal Acquisition Regulation
  - Department of Commerce Acquisition Regulation Supplement
  - Department of Interior Acquisition Regulation Supplement

# Section J: List of Attachments



- J-1: Coverage and Capacity Definitions
- J-2: Nationwide and Rural Coverage Compliance Checklist
- J-3: FCC TAB RMTR
- J-4: System and Standards Views
- J-5: Proposal Questions Template
- J-6: Quality Assurance Surveillance Plan (QASP)
- J-7: Operational Architecture
- J-8: IOC/FOC Target Timeline
- J-9: QASP Surveillance Matrix Template
- J-10: Cybersecurity
- J-11: Device Specifications Template
- J-12: Test Strategy Template
- J-13: Pricing Template
- J-14: Terms of Reference
- J-15: Contractor-Furnished Equipment
- J-16: Deliverables Table
- J-17: Coverage and Capacity Template
- J-18: Delivery Mechanism Objectives for State Plans
- J-19: State Plan Template
- J-20: Terms and Conditions for the Use of FirstNet Capacity
- J-21: Terms and Conditions for the Trademark Use
- J-22: Solicitation Conformance Traceability Matrix
- J-23: End-User Pricing Tables
- J-24: Public Safety Device Connections Template
- J-25: Past Performance Reference Information Form
- J-26: Sample Small Business Subcontracting Plan

# Attachment J-1: Coverage and Capacity Definitions



- **Purpose:** Provides supplemental information necessary for an Offeror to develop a coverage design based on FirstNet objectives and input from local, state, tribal, and federal stakeholders
- **Key Content:**
  - Describes the coverage objectives and the process followed to develop them
  - Provides the definition of coverage to be used for the design
  - Identifies baseline maps including:
    - Coverage objective maps for each state and territory
    - U.S. 2010 Census Population Map
    - Rural Definition Map
    - Demand Maps (Devices, Tonnage, Public Safety Users)
  - Outlines and defines the planning tool analysis layers

# Attachment J-2: Nationwide & Rural Coverage Compliance Checklist



- **Purpose:** Provides a means for Offerors to certify state/territory coverage and rural partnerships
- **Key Content:**
  - Requires Offeror to note:
    - Deployment plan for Band 14 and non-Band 14\* coverage
    - Existing partnerships with rural telecom providers
    - Percentage of rural coverage in each state/territory supplied by partners
    - Total nationwide rural coverage provided by rural telecom partners

\* Where applicable

- **Purpose:** States minimum technical requirements to ensure a nationwide level of interoperability for the NPSBN (FCC was required to establish an Interoperability Board and completed recommendations within 90 days of statute enactment)
- **Key Content:**
  - Incorporates as published “Recommended Minimum Technical Requirements to Ensure Nationwide Interoperability for the Nationwide Public Safety Broadband Network,” prepared by: Technical Advisory Board for First Responder Interoperability, Final Report, May 22, 2012
  - Contains requirements and recommended considerations

# Attachment J-4: System and Standards Views



- **Purpose:** Provides views of the interfaces between FirstNet's Core network and other external networks required to meet the Final Operational Capability (FOC) objectives
- **Key Content:**
  - SV-1 – A systems, components, and services interface view identifying all interfaces needed during Initial Operational Capability (IOC) through FOC
  - StdV-1 – A technical standards description of each of the identified interfaces during IOC
  - StdV-2 – A technical standards description of each of the identified additional interfaces required at FOC
  - External interface specifications for Devices, RAN to Core, Roaming, MVNO (if applicable), PSTN/ISP, Applications, and Public Safety Enterprise Network (PSEN)

# Attachment J-5: Proposal Questions Template



- **Purpose:** Provides a uniform template to submit questions about the RFP
- **Key Content:**
  - All questions (and answers) will be published via FBO without identifying the source of the questions

Item	Page No.	Document	Section Number	Paragraph Reference/Sentence	Question
1					
2					
3					

# Attachment J-6: Quality Assurance Surveillance Plan (QASP)

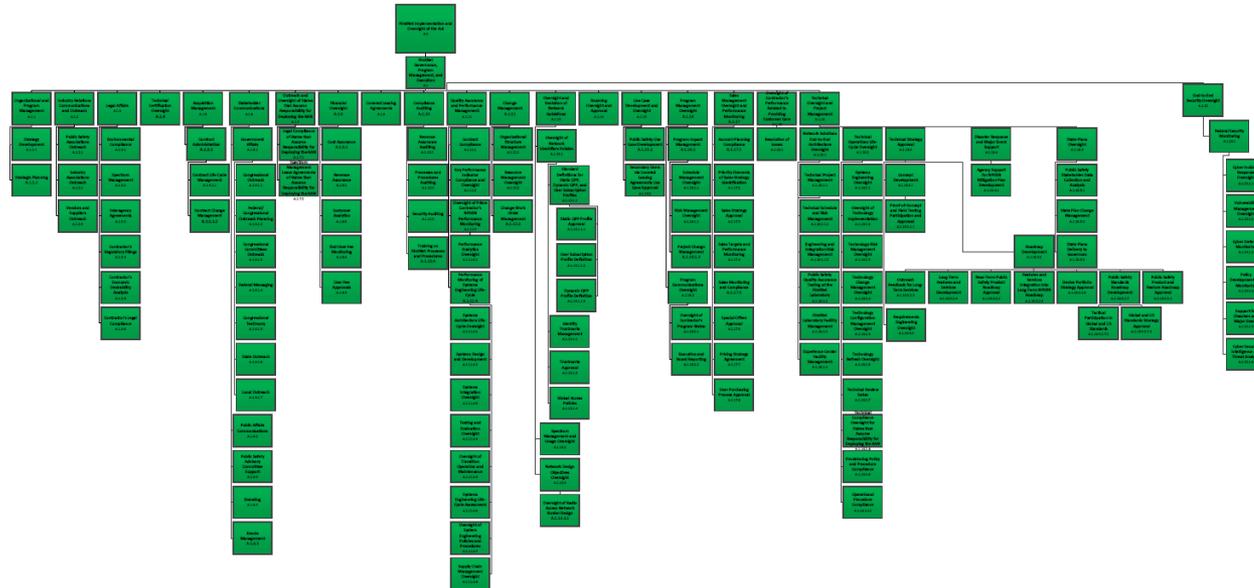


- **Purpose:** Provides the requirement, guidance, and context for the QASP, and establishes specific incentives, disincentives and associated payments for not meeting target metrics
- **Key Content:**
  - Defines quality assurance roles and responsibilities
  - Establishes performance surveillance methods, ratings, and reporting mechanisms
  - Establishes incentive and disincentive mechanisms and associated payments for not meeting connection targets
  - Provides form templates for the Corrective Action Report, Customer Complaint Record, and Performance Assessment Report

# Attachment J-7: Operational Architecture



- **Purpose:** Explains the governmental functions that FirstNet will execute
- **Key Content:**
  - Identifies FirstNet-Owned Functions
  - Provides Operational Architecture View
  - Defines Operational Architecture FirstNet Functions



# Attachment J-8: IOC/FOC Target Timeline



- **Purpose:** Provides the target Initial Operational Capability (IOC)/Final Operational Capability (FOC) timeline for the NPSBN
- **Key Content:**
  - Presents FirstNet’s target nationwide and state milestones of key technology components of the NPSBN over 60 months divided into five IOC milestones and an FOC period
  - Outlines significant rural milestones
  - Allows for completed components to evolve over the timeline to meet growth and feature enhancements

# Attachment J-9: QASP Surveillance Matrix Template



- **Purpose:** Provides a template containing the data elements necessary for each Quality Assurance Surveillance Plan (QASP) performance standard to be proposed by the Offeror
- **Key Content:**
  - Provides a template for the QASP surveillance matrix
  - Defines required data elements (e.g., objective, description, acceptable performance level, surveillance methods, measures, targets, formulas, reference SOO objectives)
  - Provides an example of a completed template

- **Purpose:** Provides supporting details and explanation to Objective #9 (cybersecurity) in the SOO of the RFP
- **Key Content:**
  - Breaks out the key emphasis areas for cybersecurity
  - Serves as primary reference for RFP cybersecurity
  - Outlines expectations and priorities
  - Covers cybersecurity within and between each of the primary domains as well as to external resources
  - Establishes importance of privacy and operational integrity for all proposed cybersecurity proposals

# Attachment J-11: Device Specifications Template



- **Purpose:** Provides table template for responses regarding Offeror's proposed device specifications features and functions
- **Key Content:**
  - Lists questions on Offeror's hardware/software portfolio and roadmap planning
  - Lists questions on features/functions of Offeror's device portfolio, including:
    - Smartphones
    - Tablets
    - In-Vehicle Routers
    - Modems
    - Vehicular Network Systems and Miscellaneous Items

# Attachment J-12: Test Strategy Template



- **Purpose:** Provides a template for Offerors to describe their test strategy, focusing on end-to-end system level testing that will be completed at each major milestone of the NPSBN rollout
- **Key Content:**
  - Provides an annotated document template with structure and instructions for the Offeror to provide details on the following:
    - Mapping of SOO and FCC TAB items to IOCs and/or FOC as defined in the RFP
    - Strategy employed to verify the features and functions in IOC/FOC timeline
    - Test configurations and types of test environments per IOC and FOC
    - Entrance and exit criteria per IOC and for the FOC
    - The test strategy schedule and test management
    - The necessary equipment, test tools, and training

# Attachment J-13: Pricing Template



- **Purpose:** Provides a template to collect the necessary information to establish the price and proposed value proposition
- **Key Content:**
  - Payments to FirstNet Worksheet
  - Optional Payments to FirstNet Worksheet
  - Payments to Contractor Worksheet
  - State Cost Worksheet
  - Gross Value Worksheet
  - Minimum Payment Thresholds

# Attachment J-14: Terms of Reference



- **Purpose:** Provides definitions of terms, phrases, and acronyms used throughout the RFP
- **Key Content:**
  - Includes a variety of terms, both technical and general
  - Includes terms created/defined by FirstNet for this acquisition (e.g., persistent coverage, temporary coverage)
  - Key terms include:
    - **Coverage:** The geographic area where a base station and mobile device can reliably communicate with each other above a minimum designed data rate
    - **Public Safety Entity:** Defined in Section 6001(26) of the Act as an “entity that provides public safety services.” 47.U.S.C. § 1401(26)
    - **Public Safety User:** User of the NPSBN that provides public safety services
    - **Rural:** Defines “rural,” for the purposes of the Act, as having the same meaning as “rural area” in Section 601(b)(3) of the Rural Electrification Act of 1936, as amended (“Rural Electrification Act”)

# Attachment J-15 Contractor Furnished Equipment



- **Purpose:** Provides to Offerors a sample list format to describe and quantify the specific equipment the Offeror will provide to FirstNet for testing
- **Key Content:**
  - Format for Offerors to list the contractor-provided equipment necessary for FirstNet to conduct testing and validation of public safety features in the lab environment

# Attachment J-16: Deliverables Table



- **Purpose:** Provides a template containing the data elements necessary to describe each deliverable proposed by Offerors
- **Key Content:**
  - Provides a table listing the specific deliverables required by FirstNet
  - Provides a template for Offerors to propose additional deliverables
  - Defines required data elements (e.g., title, RFP reference, deliverable format, frequency, due date, associated performance metric/standard, relevant SOO objectives)

# Attachment J-17: Coverage and Capacity Template



- **Purpose:** Provides a uniform format for responses regarding Offeror's proposed RAN coverage and capacity solutions
- **Key content:**
  - Provides a comprehensive workbook of data to be completed by the Offeror
    - Area and Population Covered by IOC/FOC
    - Network capacity by IOC/FOC
    - Rural coverage by IOC/FOC
    - In-building area and population covered by IOC/FOC
    - Design sites configuration summary by IOC/FOC
    - Network design statistics

# Attachment J-18: Delivery Mechanism Objectives for State Plans



- **Purpose:** Provides objectives for the online tool to be used to deliver state plans to the states and territories
- **Key Content:**
  - Notes an objective to create an online, web-based tool for delivery of state plans
  - Outlines key functionality

# Attachment J-19: State Plan Template



- **Purpose:** Provides a guideline to Offerors on information that will be required for inclusion in each state plan
- **Key Content:**
  - Illustrates organization of the state plan document and major categories of information required
  - Describes each element in detail noting what information the contractor is to provide
  - Notes owner (e.g., FirstNet, State, Contractor) for each element

# Attachment J-20: Terms and Conditions for the Use of FirstNet Network Capacity



- **Purpose:** Sets terms and conditions for use of Network Capacity by the Awardee
- **Key Content:**
  - Defines terms including Public Safety Entity, Covered Leasing Agreement, Network Capacity, and Regulatory Requirement
  - Establishes conditions on the following:
    - Use of network capacity
    - Operation of the NPSBN
    - Compliance with Regulatory Requirements
    - Use of funds provided by FirstNet
    - Transition of Public Safety Entity customers
    - Solicitation, assignment, joint venture, third party beneficiaries, severability, survival, etc.

# Attachment J-21: Terms and Conditions for Trademark License



- **Purpose:** License of FirstNet’s trademark and other related marks (“Marks”) to the Contractor for branding and marketing NPSBN services to Public Safety Entity users
- **Key Content:**
  - Limited, personal, non-exclusive, non-transferable license
  - FirstNet maintains ownership of Marks



# Attachment J-22: Solicitation Conformance Traceability Matrix



- **Purpose:** Provides Offerors with a checklist of all required documentation to self certify conformance with the solicitation instructions
- **Key Content:**
  - Lists each required item that the Government will use to verify Offeror’s proposal conforms to required submission instructions

Offeror Name					
Solicitation Reference		Offer Reference			
Section #	Requirement	Contractor Self Certification	Page #	Section #	Brief Description
L.1.7	Disclosure Statement regarding use of current or previous Government Employees involved in the proposal process (if applicable)	<input type="checkbox"/> Meets <input type="checkbox"/> Does Not Meet			

# Attachment J-23: End-User Pricing Tables



- **Purpose:** Identifies current end user pricing to public safety users for both Band 14 and Non-Band 14\* services, and estimated price points for Band 14-enabled devices for public safety
- **Key Content:**
  - Provides a description for the Service Plan (e.g., post-paid and pre-paid)
  - Defines Service Plan Pricing for:
    - Band 14 – FirstNet
    - Non-Band 14\* – Offeror  
MVNO and/or Offeror  
Roaming

End-User Pricing Table Snapshot

Plan Description (Post-Paid)	Measure	Pricing
Metered Monthly Recurring Charge (MRC)	MRC	
Metered Usage per Gigabyte (GB)	GB	
5 GB Pooled	MRC	
50 GB Pooled	MRC	
100 GB Pooled	MRC	
500 GB Pooled	MRC	
1000 GB Pooled	MRC	
Pooled Overage	GB	
Unlimited	MRC	

\* Where applicable

# Attachment J-24: Public Safety Device Connections Template



- **Purpose:** Provides a template for Offerors to detail anticipated number of public safety device connections for different types of user groups (e.g., law enforcement, fire, EMS, etc.) for each of the 56 states and territories over the life of the contract.
- **Key Content:**
  - Each state and territory is broken down by the following:
    - Primary user group (Law Enforcement, Fire, and EMS)
    - Extended primary user group

# Attachment J-25: Past Performance Reference Information Form



- **Purpose:** Provides required template and instructions for submitting past performance reference information
- **Key Content:**
  - Provides a past performance template
  - Provides instructions for completing the past performance reference information

# Attachment J-26: Sample Small Business Subcontracting Plan



- **Purpose:** Provides sample format to Offerors on small business subcontracting plan required for the contract
- **Key Content:**
  - Identifies categories and areas Offerors need to address including:
    - Separate dollar and percentage goals for each subcontractor for the life of the contract
    - Products/services that will be subcontracted and to whom they will be subcontracted
    - Subcontractor program administrator roles and responsibilities
    - Records management processes

# Section K: Representations and Certifications



- **Purpose:** Provides the regulatory clauses requiring Offeror response
- **Key Content:**
  - Identifies categories and areas Offerors need to address including:
    - Business Size
    - Country of Product Manufacture
    - Listing of Foreign End Products
    - Patents

# Section L: Instructions, Conditions, and Notices to Offerors



- **Purpose:** Defines instructions on what and how Offerors should submit proposals
- **Key Content:**
  - Identifies specific FAR provisions that are relevant to the solicitation regarding contract type, protest, inquiries, and costs incurred (Section L.1)
  - Outlines specific instructions for pre-proposal conference, formal communications, and capability statements and proposal submission (Section L.2)
  - Requires submission of three volumes – Business Management, Technical, and Pricing (Section L.3)

# Section L.3: Business Management Volume



- **Purpose:** Defines the requirements for the business management volume including page limit and sections
- **Key Content:**
  - Requests information on Offeror’s program management and fiscal processes and spectrum monetization and program sustainability strategy
  - Requests Offeror to
    - Describe corporate management structure and the structure of the proposed team, including the relationship between prime and subcontractors
    - Demonstrate its ability to acquire and retain public safety customers
    - Describe customer care (e.g., billing, fulfillment, etc.) and lifecycle sustainment
    - Demonstrate financial sustainability through all entities involved and commercialization of excess network capacity
    - Provide a capability to share information with states and territories

- **Purpose:** Defines the requirements for the technical volume including page limit and sections
- **Key Content:**
  - Requests information on Offeror's understanding of test strategy, QASP, coverage and capacity, and products and architecture
  - Requests Offeror to
    - Describe its approach for providing equipment for the FirstNet Test Lab and verifying and validating the functions and features of the NPSBN
    - Provide a QASP
    - Describe its approach to implementing coverage and capacity solutions including coverage maps, RAN solutions, and IOC/FOC milestones
    - Provide solution for mission critical services, priority and preemption, access management, applications, and device management
    - Provide solution for Core and RAN network, network and service operations, and network and device security

# Section L.3: Pricing Volume



- **Purpose:** Defines the requirements for the pricing volume including page limit and sections
- **Key Content:**
  - Requests information on Offeror's pricing strategy and payment to FirstNet
  - Requests Offeror to
    - Complete the pricing template which includes all costs and proposed payment to FirstNet that will inform the unbalanced and unreasonable value determination
    - Propose payments to FirstNet for each of the 56 states and territories (both positive and negative)
    - Propose delayed payments to FirstNet for each of the 56 states and territories in case FirstNet needs deploy a RAN (at a later date) for a state /territory that unsuccessfully opted out

# Section M: Evaluation Factors for Award



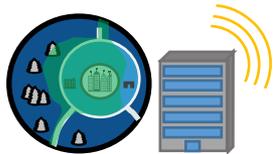
- **Purpose:** Defines the evaluation factors, sub-factors and process that will be used to determine the overall best value to FirstNet
- **Key Content:**
  - States that:
    - Technical will initially be evaluated separate from price and business management
    - FirstNet will also use a value proposition assessment
    - FirstNet may establish and use a competitive range to permit efficient competition among the most highly rated technical proposals
  - Defines the:
    - Four phase evaluation process
    - Order of importance for the evaluation factors

# Section M: Evaluation Factors for Award (cont.)



## Business Management Factor

- Leadership and Program Management
- Public Safety Customer Acquisition
- Customer Care and Lifecycle Sustainment
- Financial Standing
- Delivery Mechanism for State Plans



## Products & Architecture Factor

- Service (public safety features)
- Applications
- Device Ecosystem
- Architecture and Infrastructure
- Operations
- Security
- Test Strategy



## Risk

- Proposal Risk
- Performance Risk



## Coverage & Capacity Factor

- Band 14 & Non-Band 14\* Coverage and Capacity
- Radio Access Networks
- IOC/FOC Milestones for Coverage and Capacity
- Ability to demonstrate rural partnerships



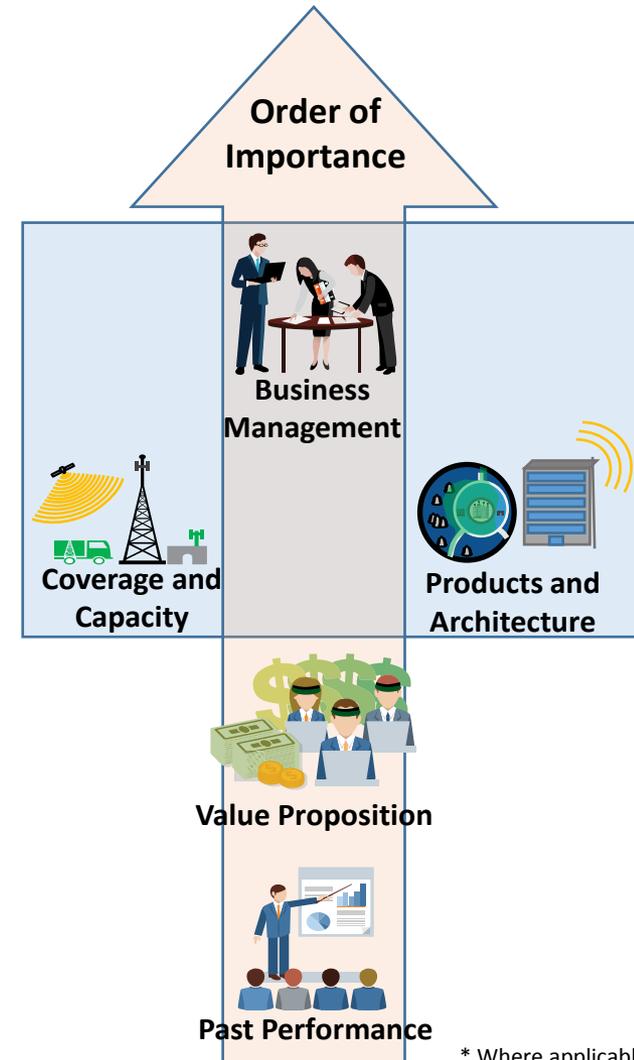
## Value Proposition Assessment

- Meets FirstNet sustainability objective
- Use of FirstNet's \$6.5B
- Demonstrated synergies & added value
- Unbalanced/unreasonable value determination



## Past Performance Factor:

- Successful project completion history (e.g., similar scope, within schedule, within budget, quality deliverables)
- Quality of cooperation and responsiveness
- Performance measure implementation and improvement



\* Where applicable