



www.firstnet.gov

FirstNet[®]



FirstNet Pre-Proposal Conference March 10, 2016

Pre-Proposal Conference Agenda



- FirstNet Program Overview and RFP Q&A Review
- The FirstNet Value Proposition
- RFP Highlights and Key Dates
- Closing Remarks
- Question and Answer Panel

FirstNet Program Overview and RFP Q&A Review

James Mitchell

Director

Program Management Office

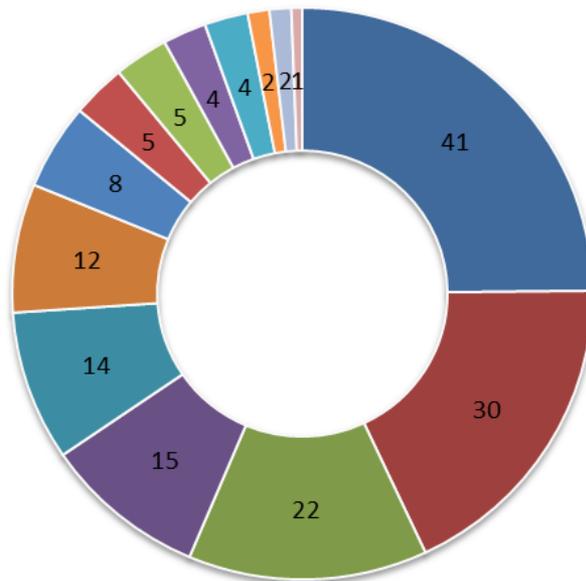
FirstNet



Pre-Proposal Conference Registrants

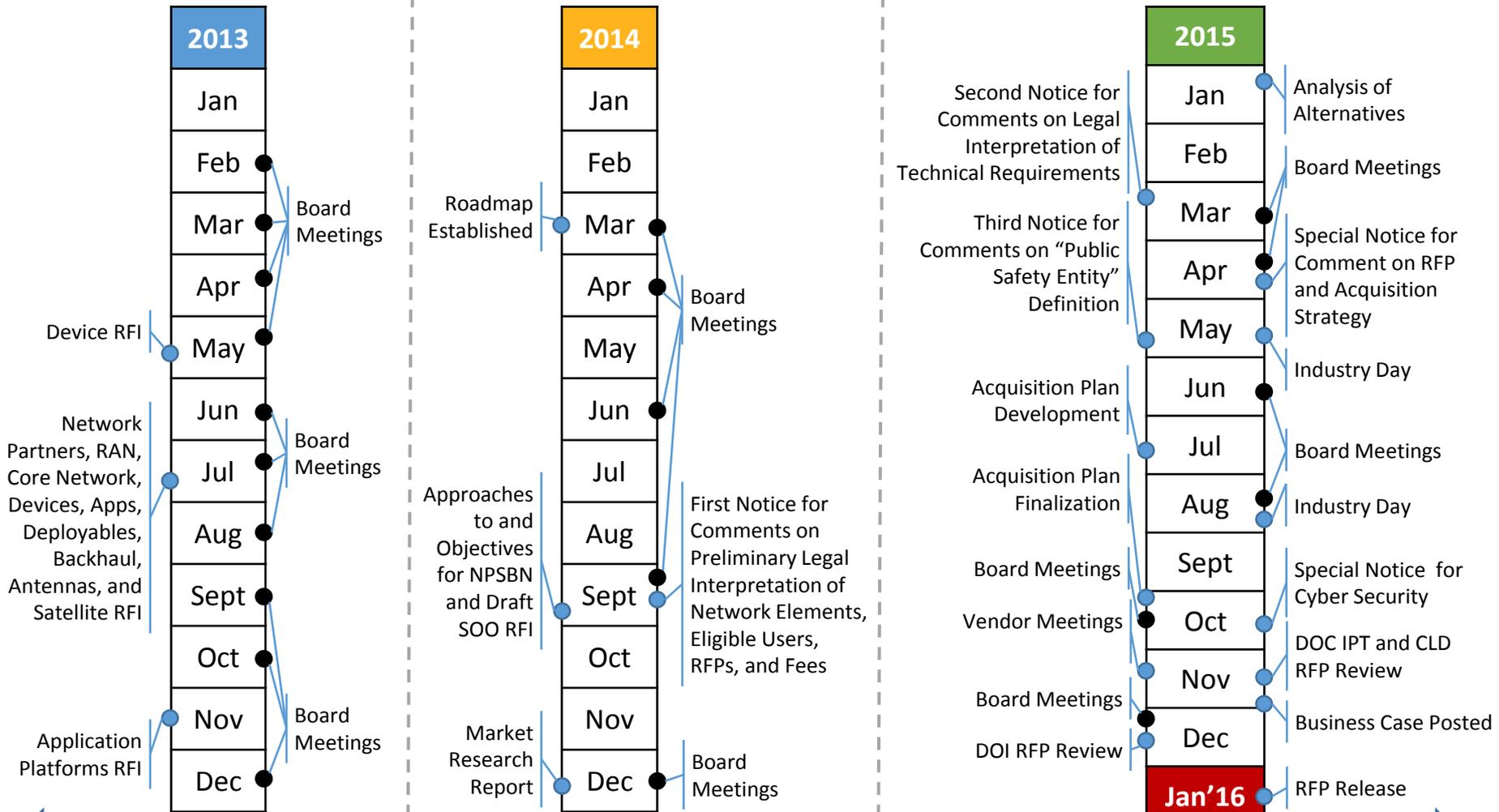


PRE-PROPOSAL REGISTRANT BY TYPE



- Industry - Consulting
- Industry - Other
- Industry - IT/Eng/Enterprise services
- Industry - Applications
- Industry - Infrastructure
- Industry - Systems Integrator
- Industry - Devices
- Federal
- Industry - RF OEM
- Industry - Carrier
- Industry - Towers/sites
- Trade Association
- States
- None

RFP Development and Stakeholder Review Timeline



Nationwide Consultation and Industry Engagement

TOTAL # OF
QUESTIONS:

402

TOTAL # OF
SUBMITTERS:

26

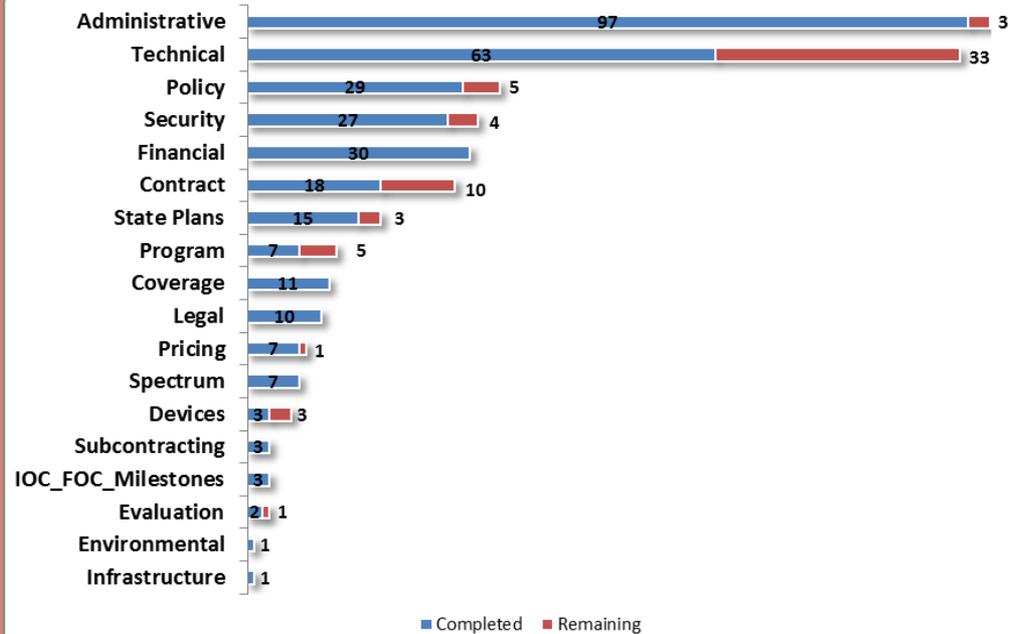


QUESTIONS BY TOPIC AREAS





QUESTIONS BY TOPIC AREAS



Major Topics in RFP Q&A



Capability Statements



Timing of Payments



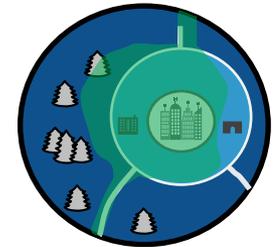
Extension Requests



Requirements vs. Objectives

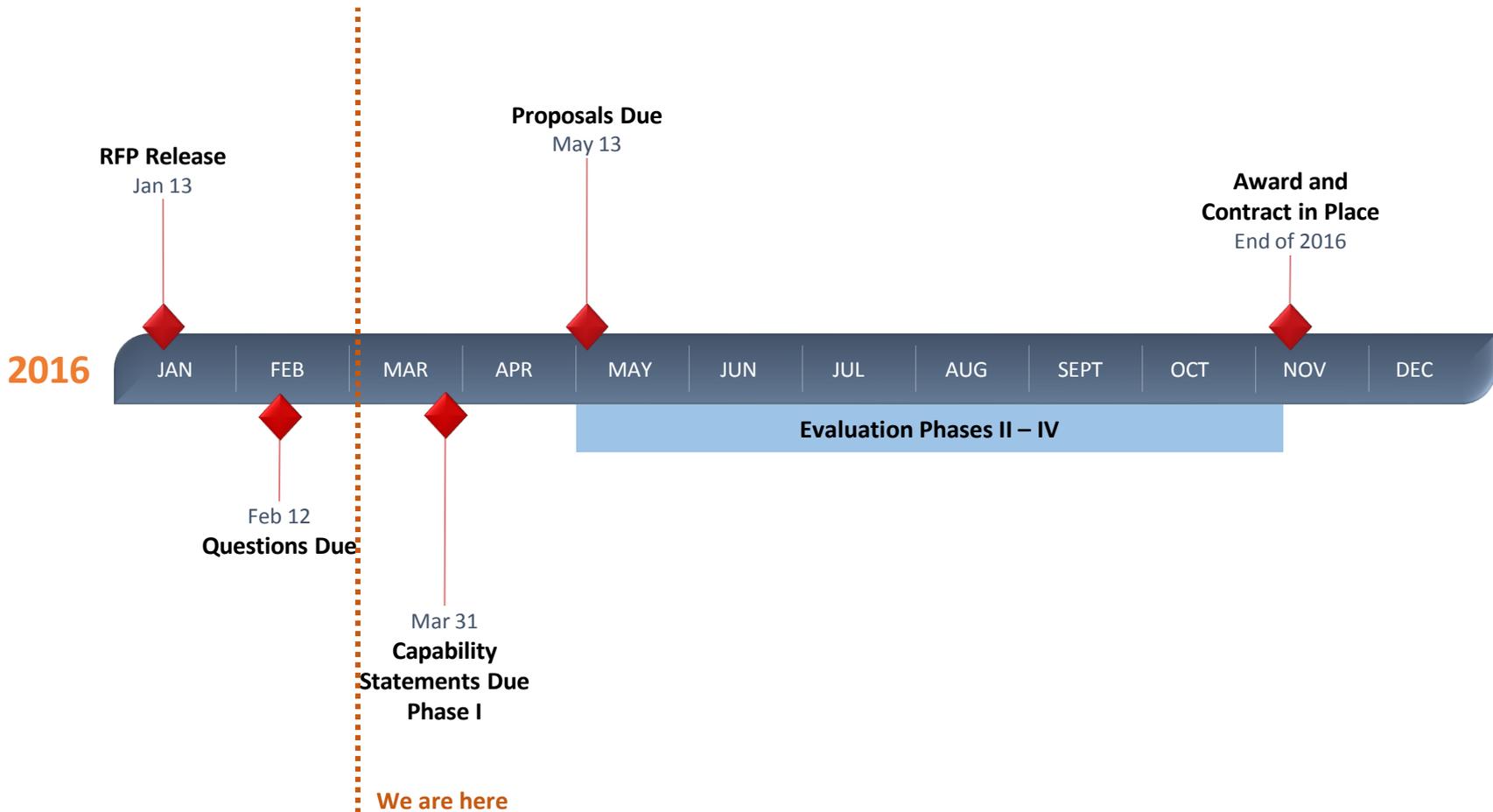


Covered Leasing Agreements



Rural Considerations

Key Dates – Phased Approach to Evaluation



The FirstNet Value Proposition

Mike Poth

Chief Executive Officer

FirstNet



Public–Private Partnership Enables FirstNet Success



A Unique Public–Private Partnership Will Achieve FirstNet’s Mission

FirstNet Provides

- 20 MHz of low-band spectrum
- Up to \$6.5 billion in cash
- Relationship with public safety stakeholders
- 25-year contract ordering term (IDIQ)

Contractor Provides

- Assets, capabilities, and synergies to meet FirstNet’s stated objectives:
 - Deploy, operate, and maintain the NPSBN
 - Public safety adoption and use of the NPSBN
 - Applications and device ecosystems
- Payments to FirstNet to ensure sustainability and network reinvestment

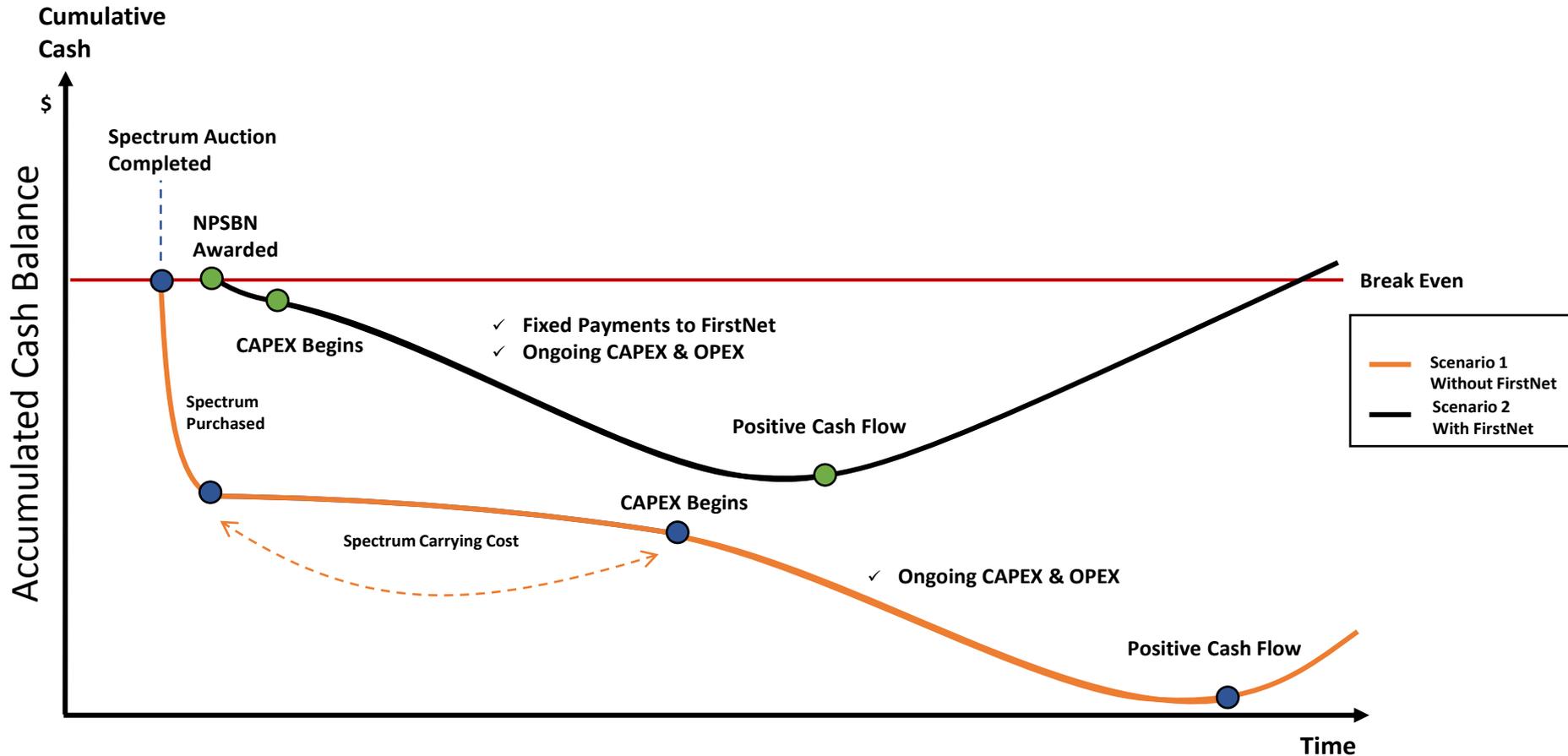
FirstNet Gets

- Nationwide public safety mission achieved with priority, preemption, and a resilient network
- Improved public safety communications capabilities that increase mission performance
- Annual payments to ensure sustainability

Contractor Gets

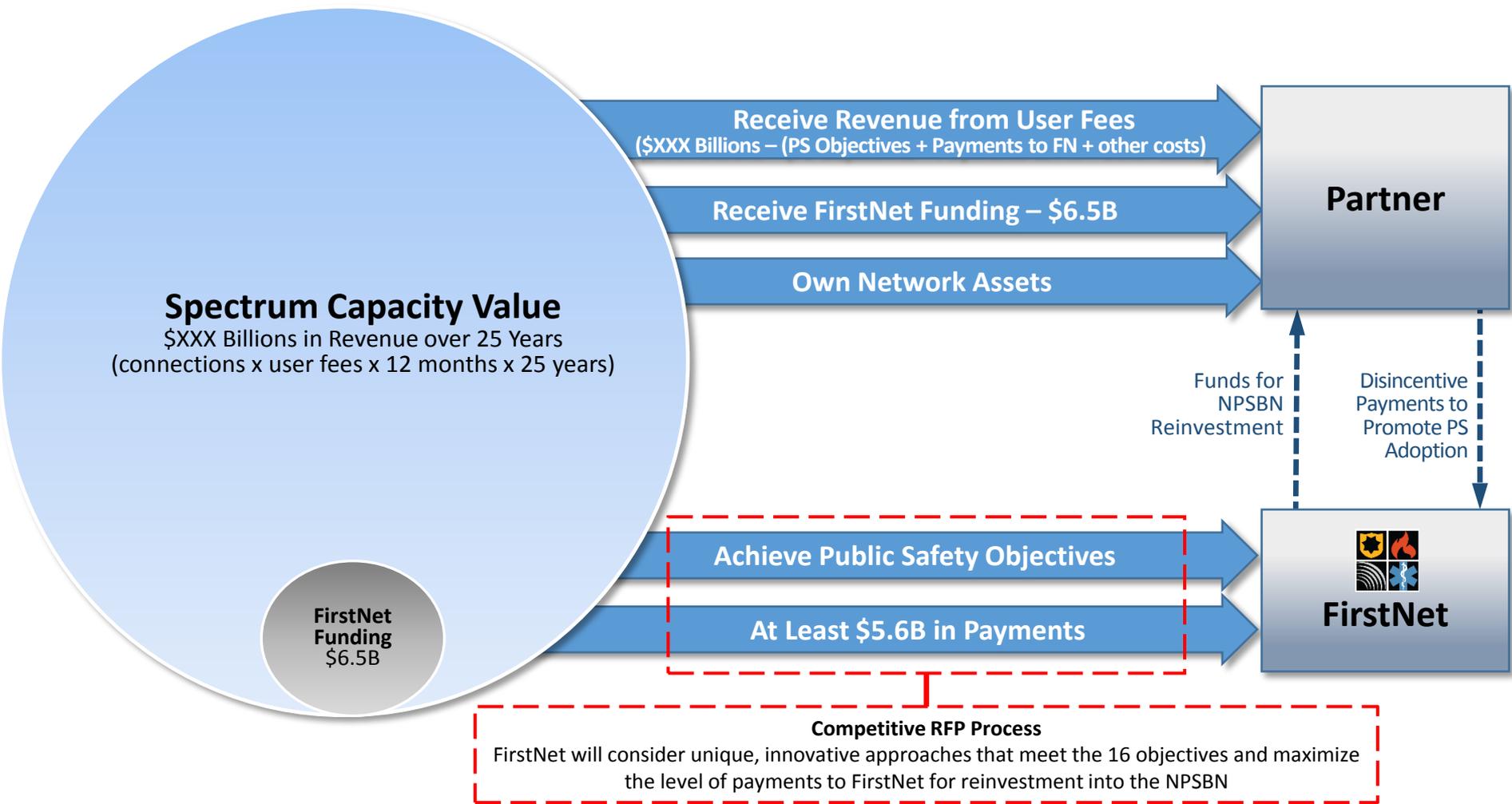
- Cash payments based on buildout milestones
- Rights to monetize 20 MHz of spectrum with significant revenue potential for 25 years
- Sticky market of millions of public safety users
- Domestic/global pull-through benefits

Case Study: Wireless Economics With and Without FirstNet



*Not to scale; for illustrative purposes only

NPSBN Business Model



RFP Highlights and Key Dates

Terrie L. Callahan
Contracting Officer
Acquisition Services Directorate
Department of the Interior



RFP Highlights and Key Dates



■ *Section L and Key Dates*

- The anticipated contract resulting from the RFP will be a single award IDIQ with fixed price payments to FirstNet by the Contractor for each of the 56 states and territories resulting from this solicitation.
- **January 13, 2016 – February 12, 2016, Vendor Clarification(s) and/or RFP-related Questions** – The opportunity to submit questions commenced with the issuance of the RFP and ended February 12, 2016. All questions and answers are being posted as amendments to the RFP on FedBizOpps (www.fbo.gov).
- **March 17, 2016, Partnering/Teaming List Information** – As a courtesy, the Government is compiling a list of Offerors that are interested in subcontracting and partnering opportunities with other potential Offerors and making the list available via the FirstNet website (www.FirstNet.gov) and FedBizOpps (www.fbo.gov).
- **March 31, 2016, Submission of Capability Statements**
- **May 13, 2016, Submission of Proposals**
 1. Volume I, Business Management
 2. Volume II, Technical
 3. Volume III, Pricing

RFP Highlights and Key Dates, Continued



■ *Section M*

– *Evaluation Process* – A multi-phased down-select approach will be used.

○ ***Phase I***

➤ Capability Statements

○ ***Phase II***

➤ Solicitation Conformance (Solicitation Conformance Traceability Matrix)

○ ***Phase III***

➤ Pass/Fail

- FirstNet Minimum Payment Thresholds
- Rural Partners and Subcontractors

○ ***Phase IV***

➤ Detailed Evaluation

Closing Remarks



- Nothing said and/or provided at this conference is binding. The RFP is the governing document for this acquisition. Any changes to this RFP will be done via formal amendments.
- Offerors are cautioned against contacting government technical personnel regarding this procurement. If such contact occurs and is found to be prejudicial to competing Offerors, the Offeror making such a contact may be excluded from award consideration.
- The slide presentations will be made available via the FirstNet website at www.FirstNet.gov.

Question and Answer Panel



1 0 1 0 1 0 1 0 1 0
1 1 0 1 0 1 0 1 1 0 1