



**FirstNet**<sup>TM</sup>

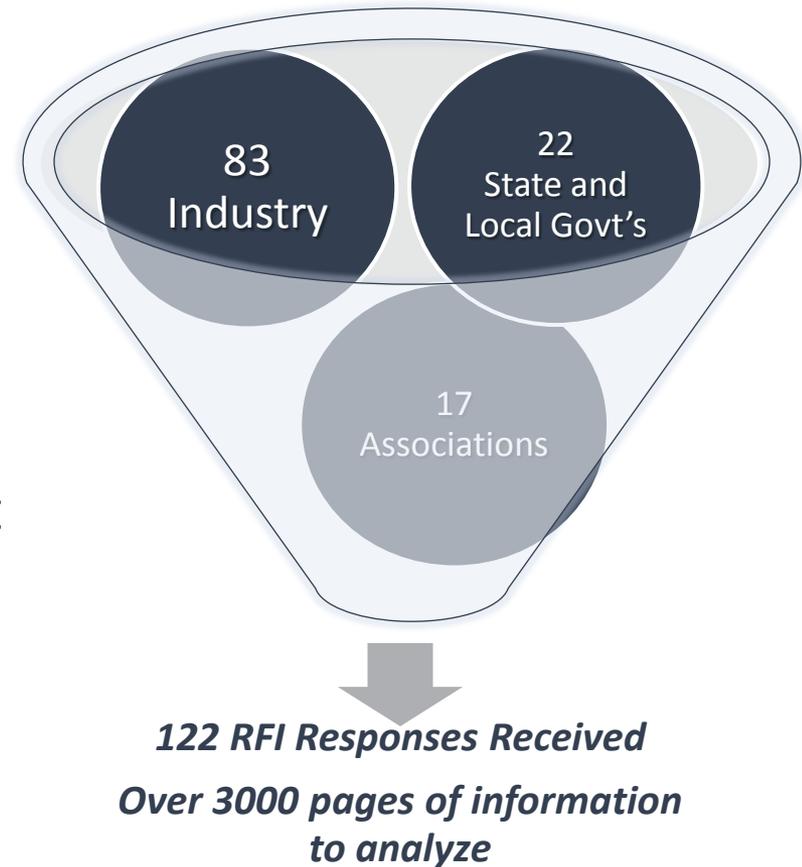


# Update to The Board on Request for Information (RFI) Preliminary Findings

**TJ Kennedy**  
Acting General Manager

December 10, 2014

- 2014 RFI Achievements
  - Broad participation from industry, government, and associations
  - Thoughtful answers to most questions and objectives
  - Largely validated our Statement Of Objectives



# Analyzing the RFI Responses



*122  
responses  
across 16  
major topics*



*Major themes  
Trends*

# The Marketplace Can Deliver a Network Meeting FirstNet Statement of Objectives



***One Contract to Build & Operate Functions***

●  
Comprehensive sub-nationwide

●  
Comprehensive nationwide

←  
***Many sub-national approaches***

→  
***One Nationwide approach***

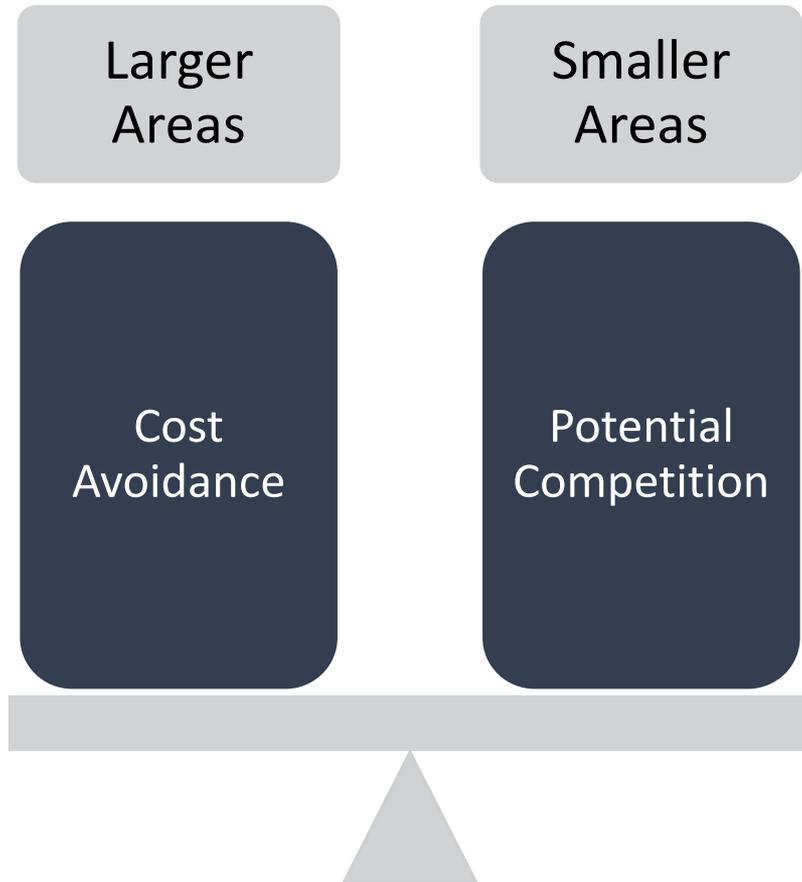
●  
Separate procurements for major functions

●  
FN integrator of all equipment and services

↓  
***Many Contracts to Build & Operate Functions***

- Many firms possess the capability to build and operate the network
- Approaches suggested ranged from single comprehensive provider to FirstNet-led integration
- Many responses emphasized FirstNet's limited funding
- Respondents broadly validated FirstNet's objectives and approach

# Respondents Support Monetization of Excess Network Capacity



- Broad support to promote sustainability through use of excess capacity
- Contractor use of excess capacity needed to promote aforementioned cost avoidance
- Smaller areas may increase competition, and excess capacity value, by allowing more firms to participate, but may limit cost avoidance
- Excess capacity commitments by firms could reduce the importance of cost avoidance

# Users prefer Competitive Pricing and Services but have not identified how to pay for premium requirements



## 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

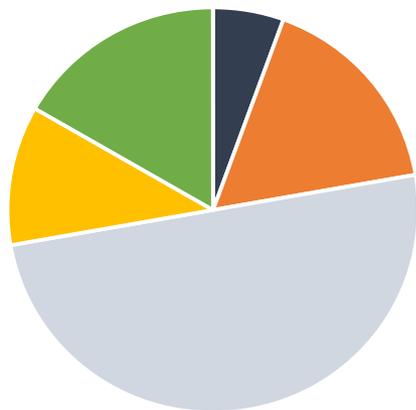
# Minimize Costs by Leveraging Mass Market Standards-Based Solutions



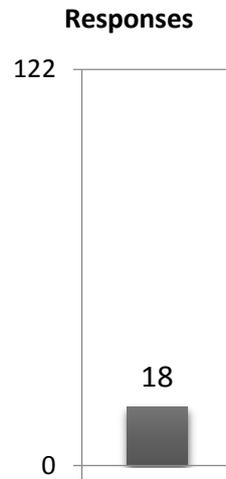
## Standards-based solutions support FirstNet's Statement of Objectives

- Financial sustainability
- Speed to market
- Opt-Out RAN integration
- Lifecycle Innovation
- Application Ecosystem
- Device Ecosystem

# Maximize Availability of Band 14 Devices

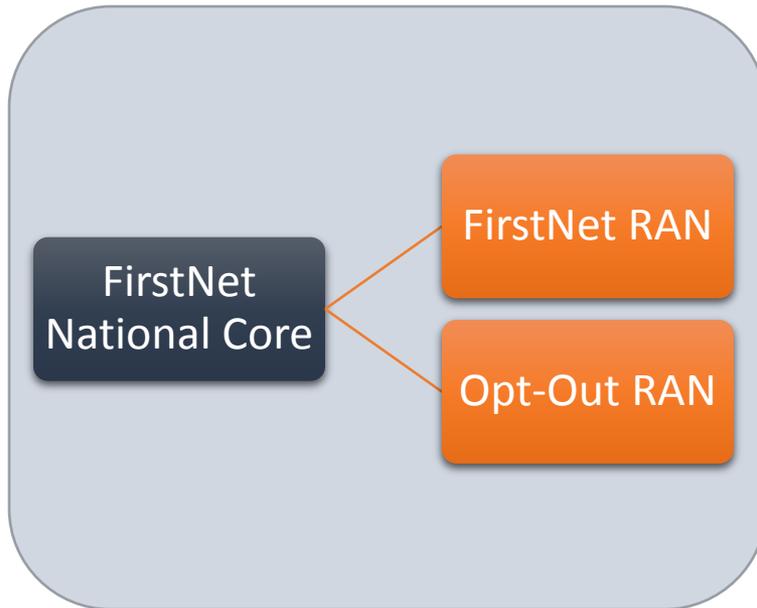


■ Consultants      ■ Govt/Labs  
■ Industry          ■ Sys Int  
■ Service Providers   ■ Trade Assoc



- RFI responses indicated a desire to include Band 14 in all devices reduces costs, enable volunteers and part time public safety personnel to bring your own device
- Comprehensive RFP scale should promote additional Band 14 enabled devices
- Leveraging excess capacity by carriers will help seed Band 14 device market for FirstNet users

# Near Unanimous Support for National Core



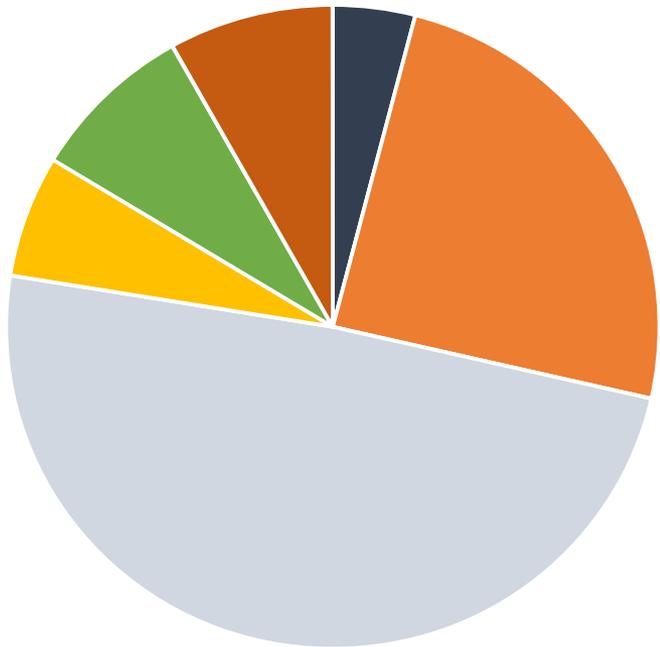
**Support for a national core came from states, carriers, associations and industry**

- Consistency and interoperability in service and user experience
- Security and subscriber management
- Public safety specific features
- 3GPP standard interfaces for equipment interoperability with multiple radio networks and vendors
- Distribution for performance and reliability

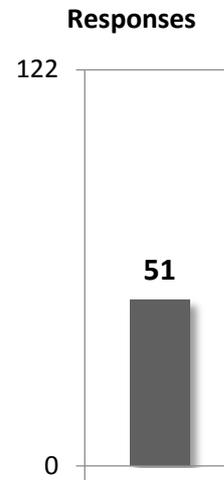
# Integration of RAN and Infrastructure - Cost Reimbursement



Respondent Profile



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

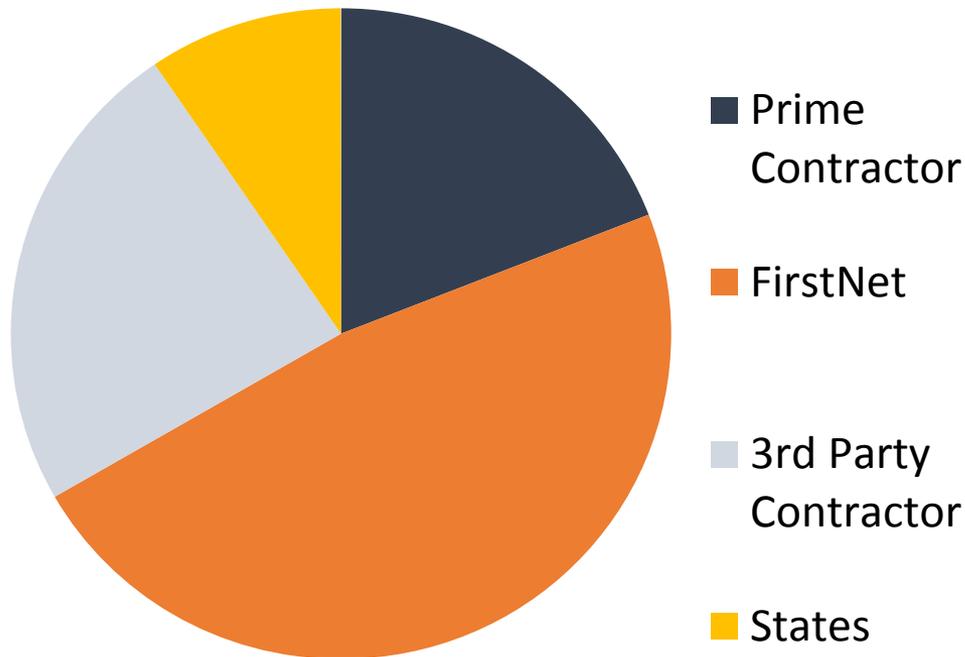


- Universal advocacy for using existing infrastructure; few respondents tackled analysis of economic desirability
- Some suggested having states collect inventory after baseline RFP award – due to scope and time required
- Several states suggested an approach where a state, or locality, could fund their own site additions for coverage improvement
- Those that considered speed-to-market generally prioritized existing commercial infrastructure

# Respondents Prefer that FirstNet Determine Economic Desirability



## Economic Desirability Lead

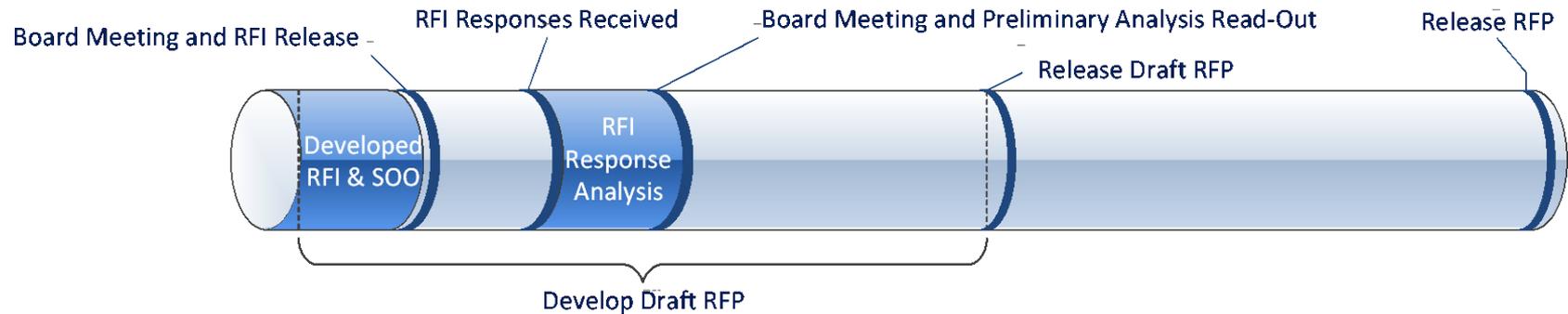


- Respondents preferred that FirstNet make the ultimate economic desirability determinations
- States generally voiced support for a greater role in the determination

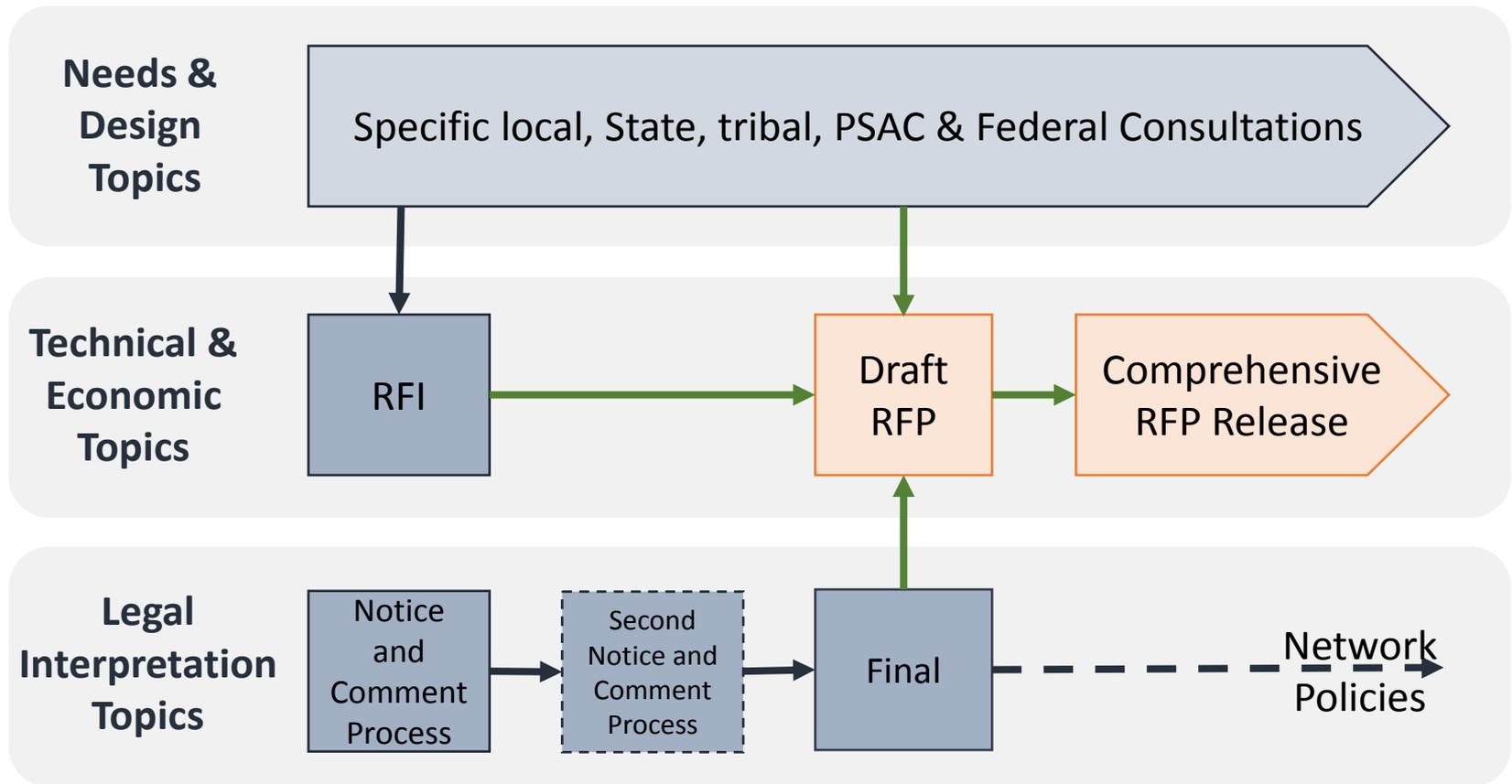
# Acquisition Accomplishments Since Last Board Meeting



Step	Timeframe	Status
Draft RFI/SOO	August/September	✓
Review RFP Approach at Board meeting	September	✓
Approve RFI/SOO	September	✓
Release RFI	September	✓
Review RFI responses	October/November	✓



# Consultation Inputs to RFP



RFP Processes

Consultative Processes

# Next Steps



Document RFI  
analyses and  
refine  
acquisition  
alternatives

Continue  
consultation  
efforts, public  
notice and  
comment  
processes

Finalize  
acquisition  
approach and  
issue draft RFP



**FirstNet**™



**Thank You**