



[www.firstnet.gov](http://www.firstnet.gov)

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



# 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

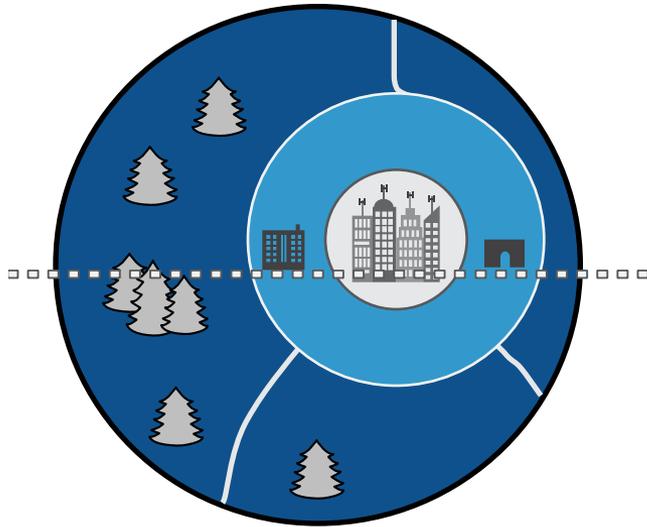


Enhanced  
resiliency,  
redundancy and  
hardening to  
ensure availability



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



RURAL

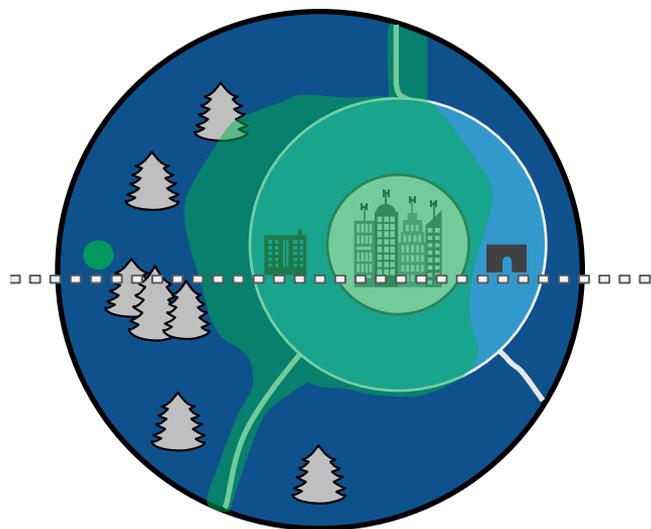
SUBURBAN

URBAN

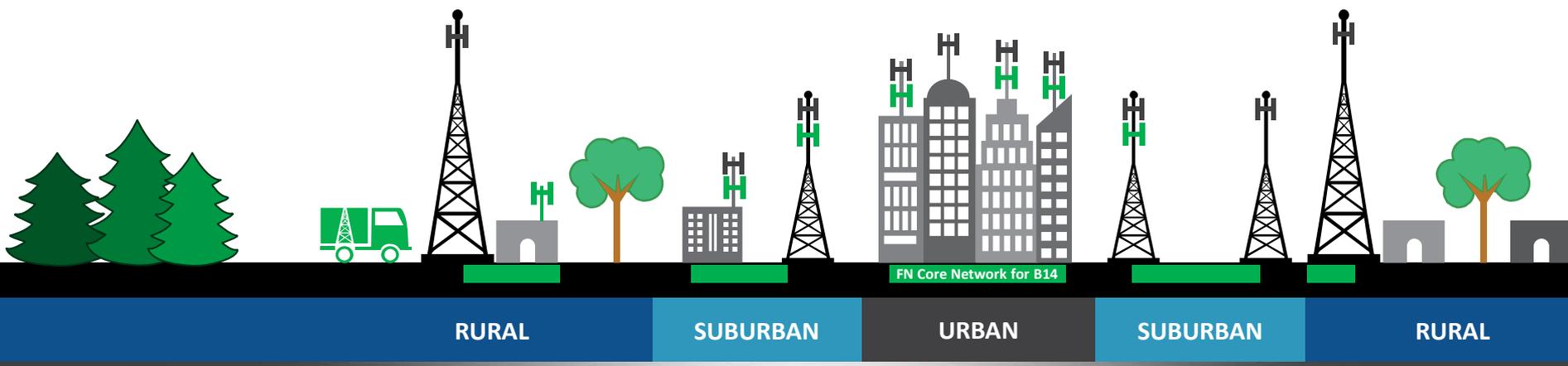
SUBURBAN

RURAL

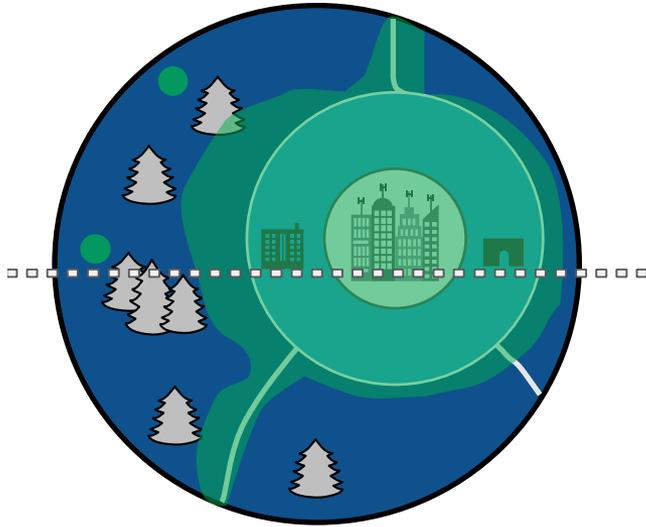
# Proposed FirstNet Approach in the Draft RFP Documents— Phase 1-2



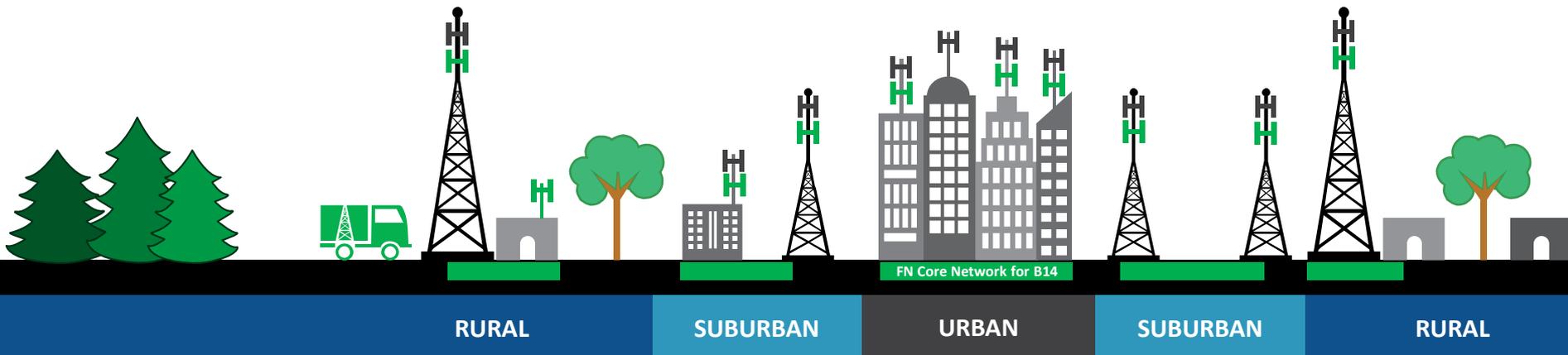
Contract Coverage	Expansion 2
	Expansion 1
	Phase 5
	Phase 3-4
	Phase 1-2



# 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



RURAL

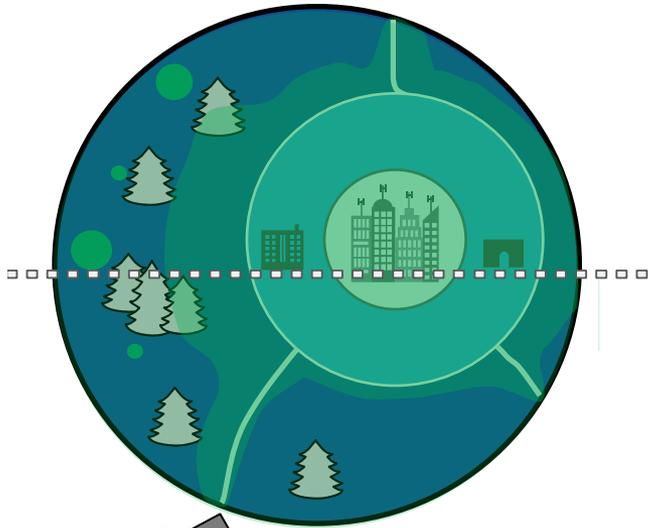
SUBURBAN

URBAN

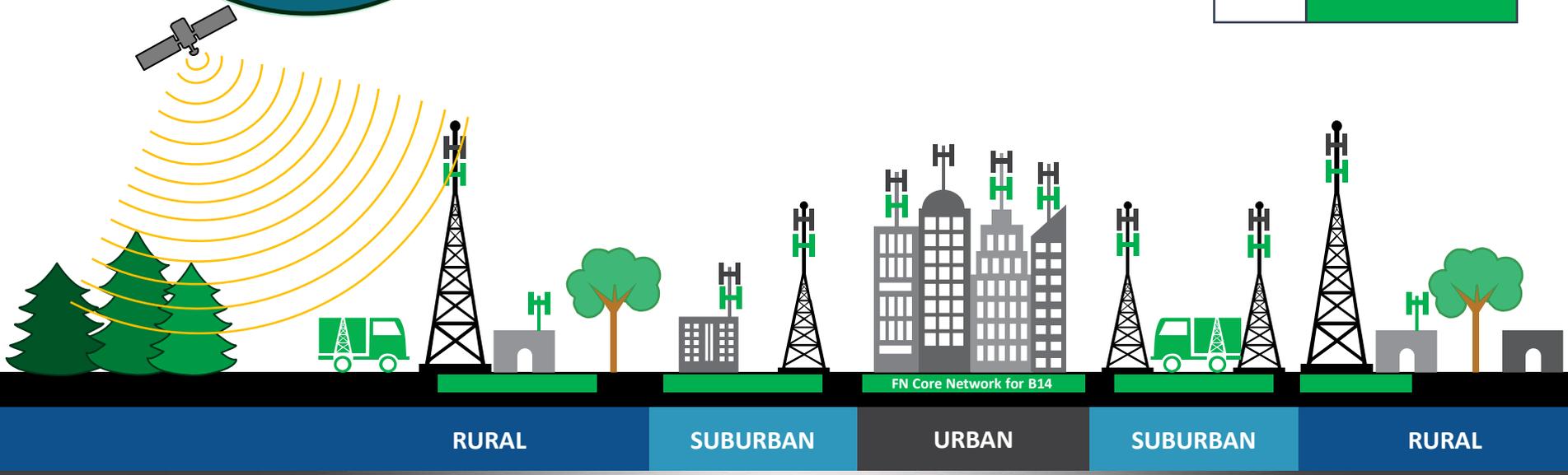
SUBURBAN

RURAL

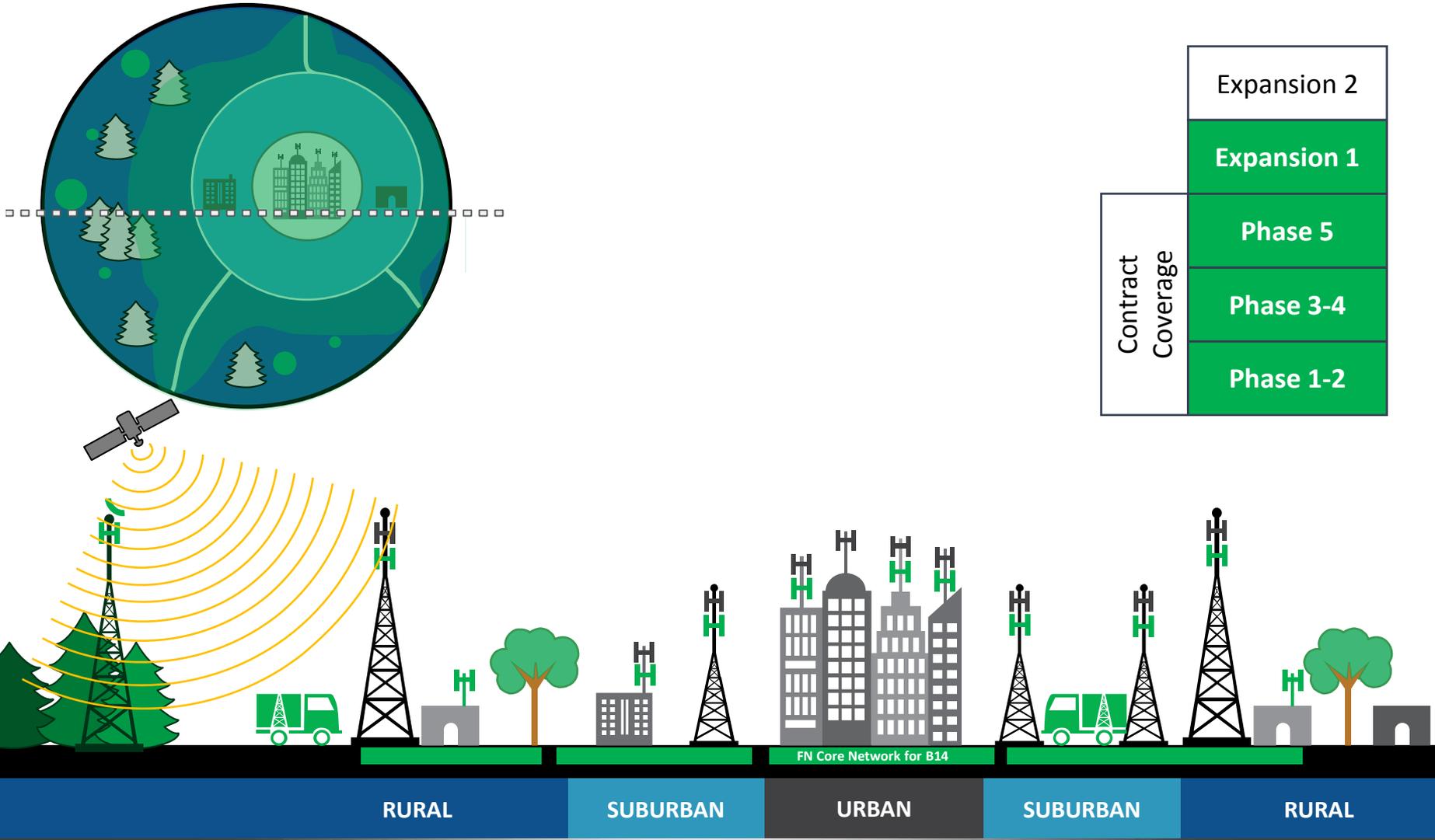
# Proposed FirstNet Approach in the Draft RFP Documents— Phase 5



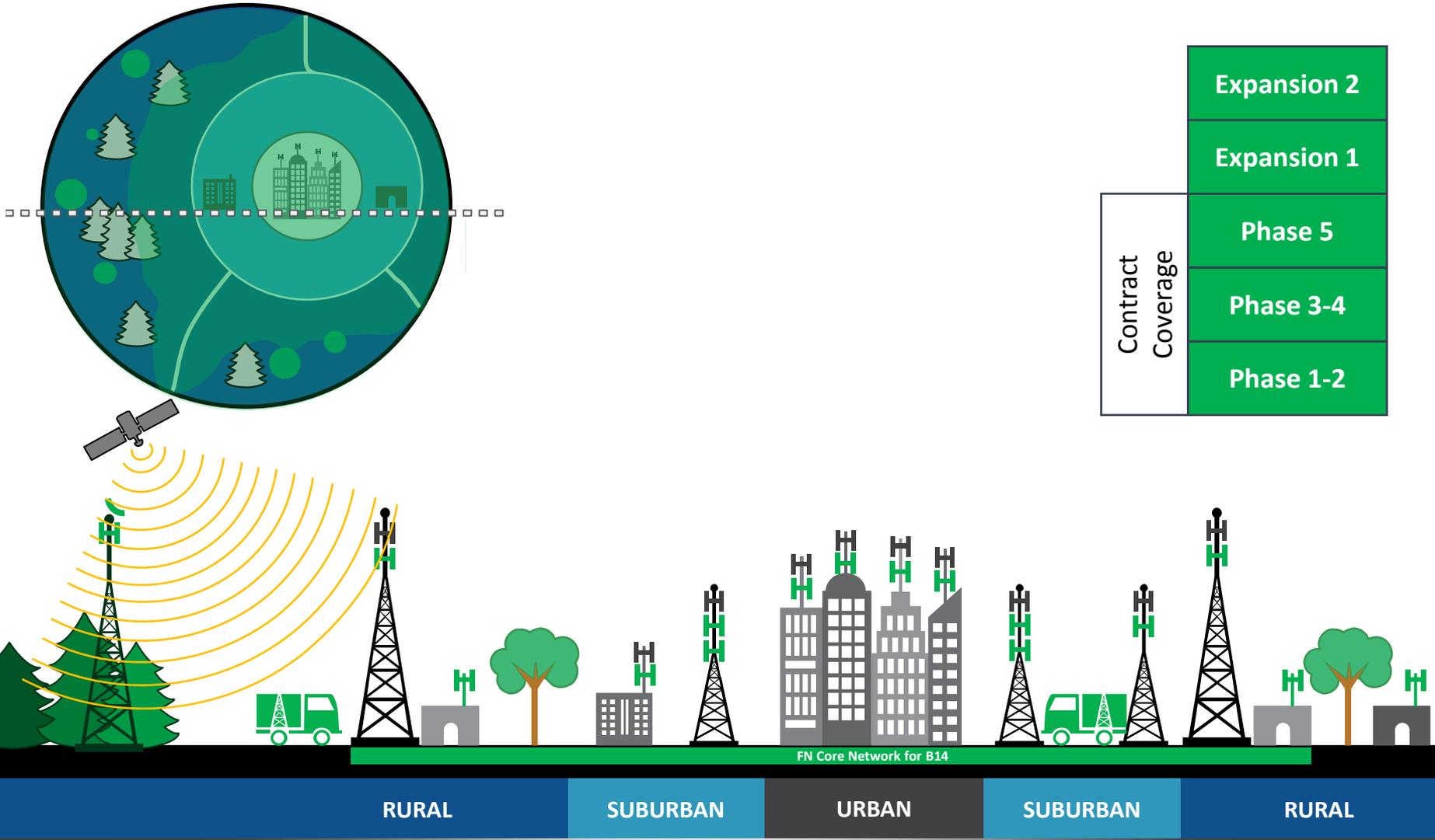
Contract Coverage	Expansion 2
	Expansion 1
	Phase 5
	Phase 3-4
	Phase 1-2



# 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



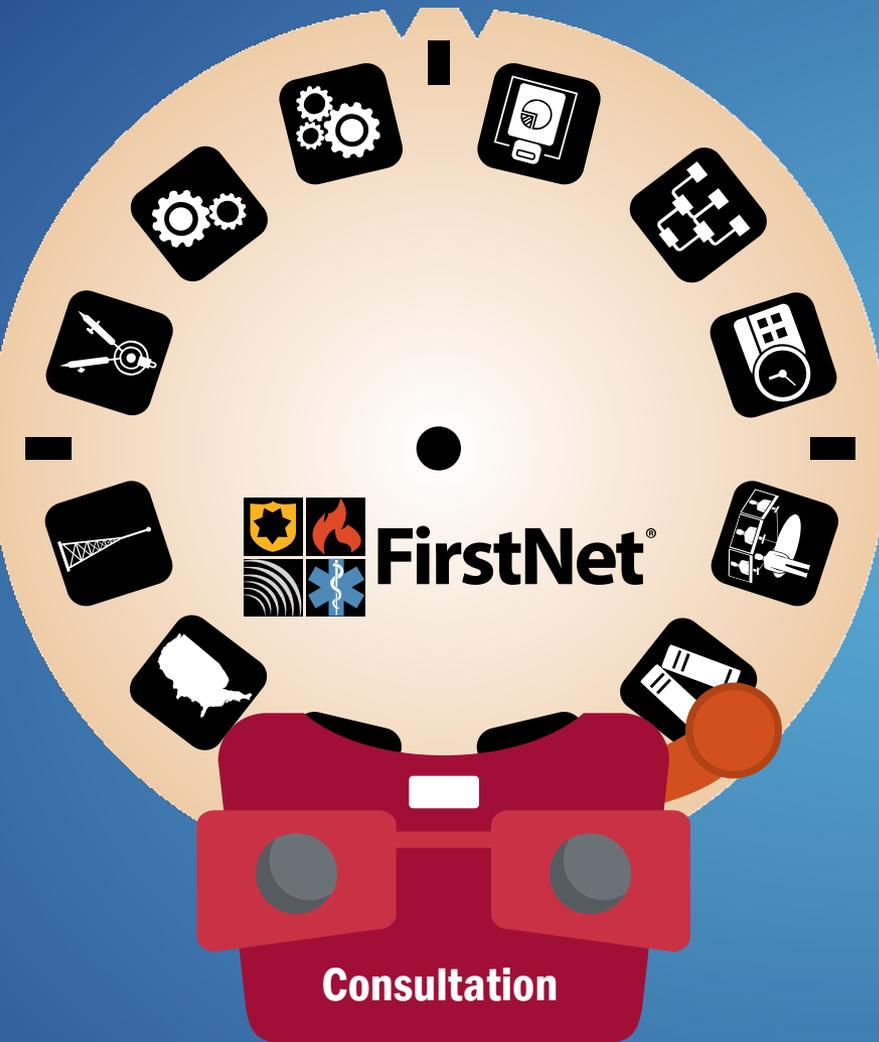
# FirstNet is Releasing a Special Notice with Draft RFP Documents



- 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



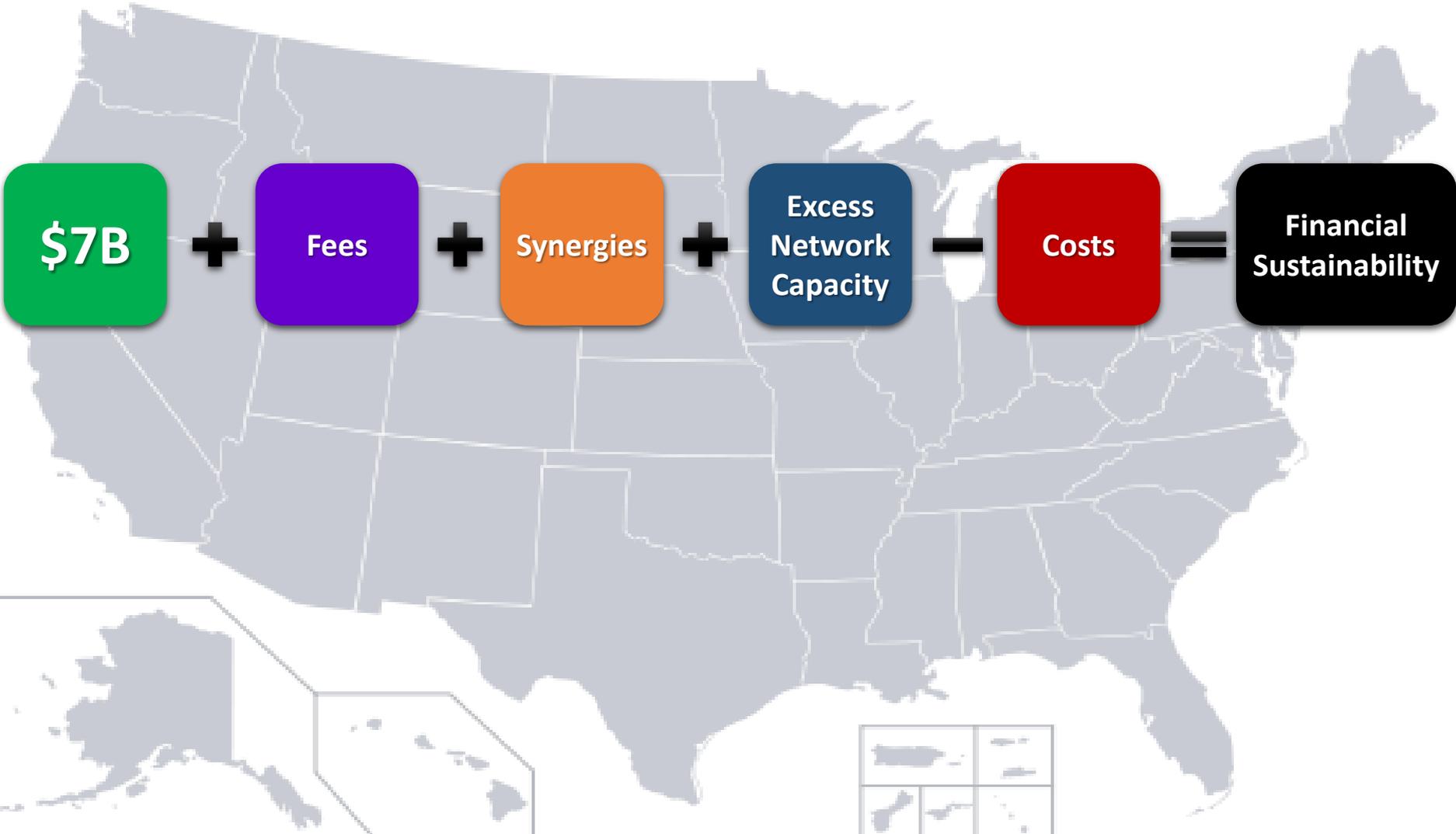
# FirstNet encourages Public Safety to Respond to the Special Notice and Draft RFP Documents



- **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



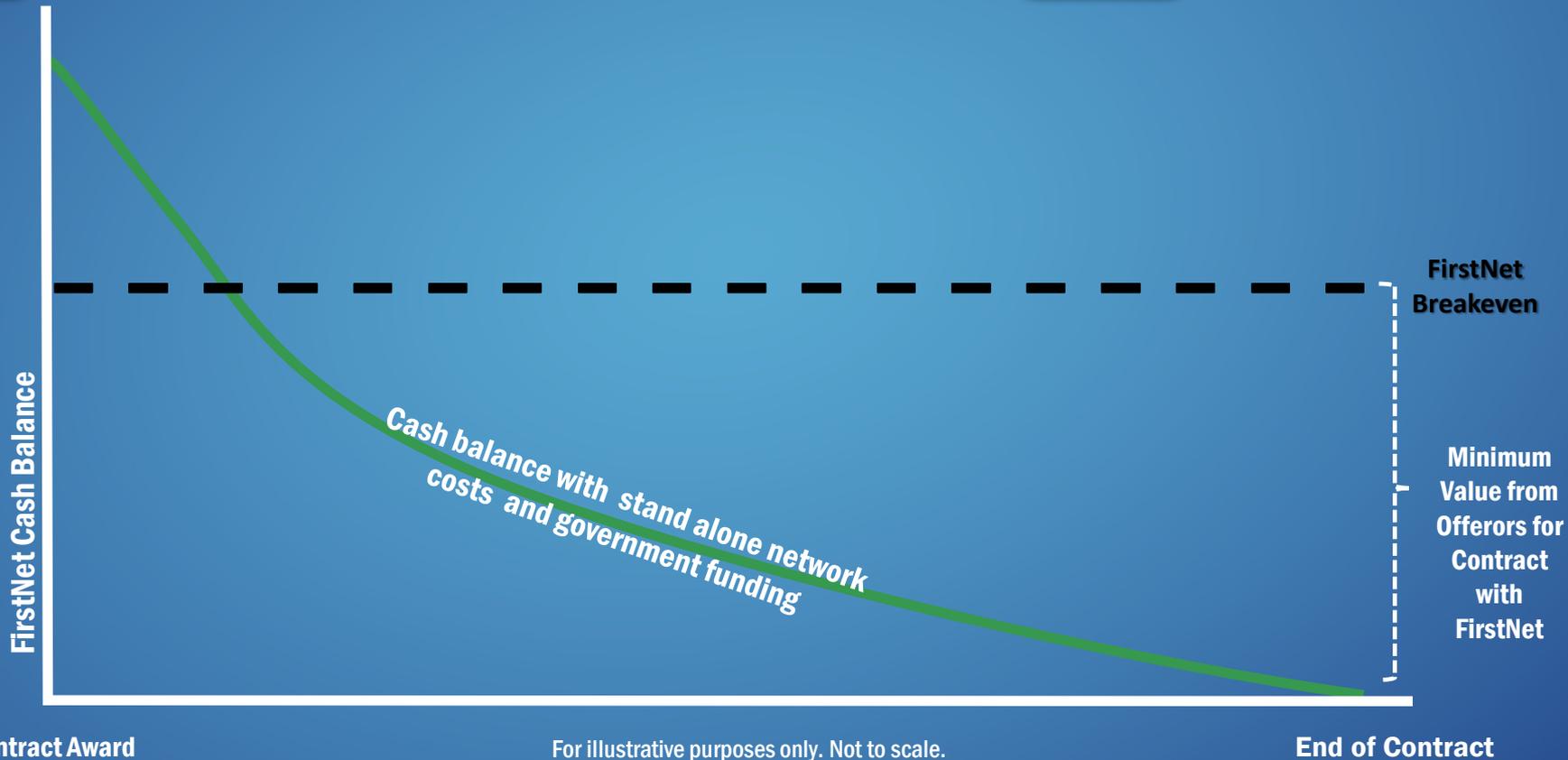
# The FirstNet Opportunity



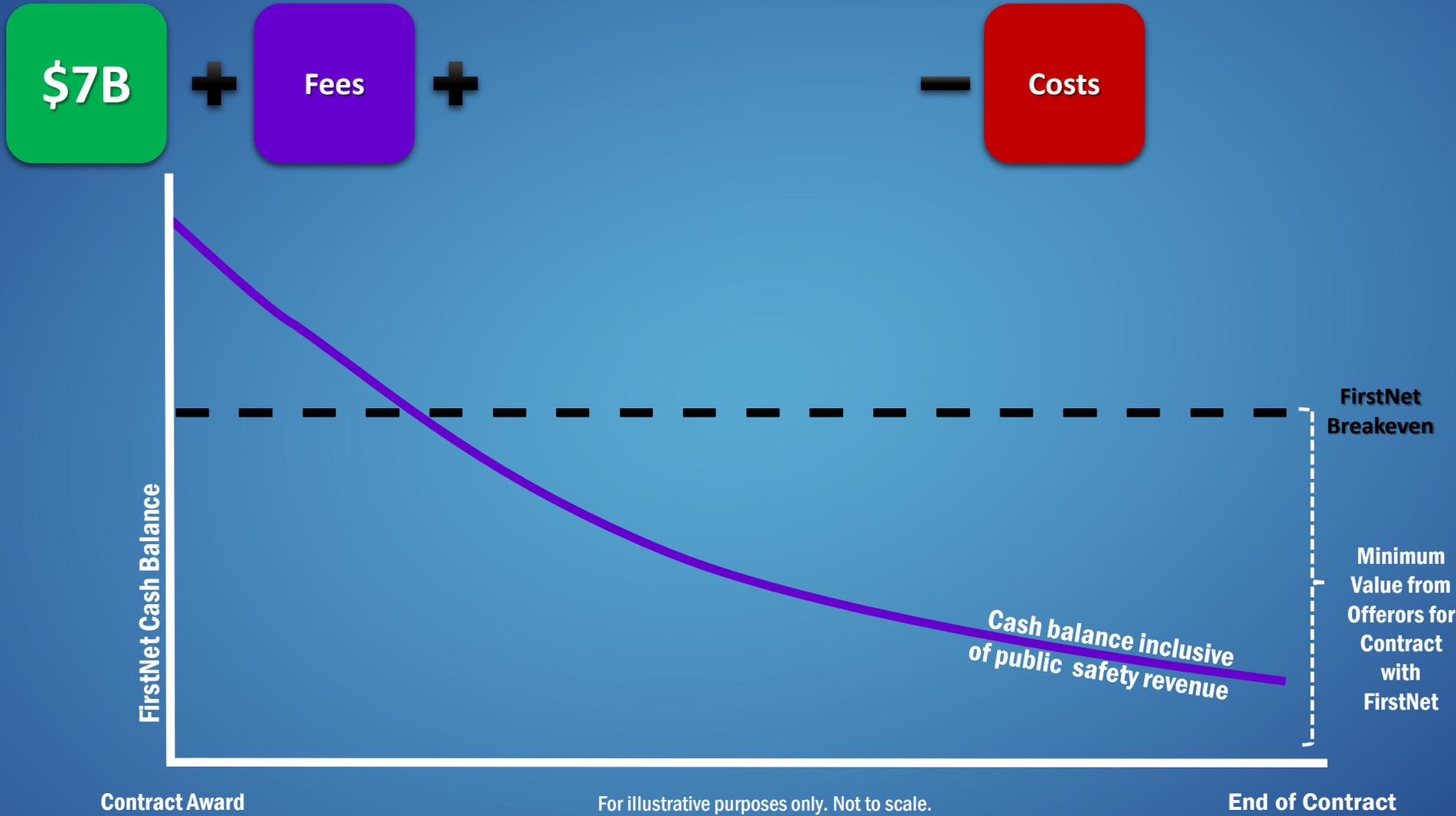
\$7B



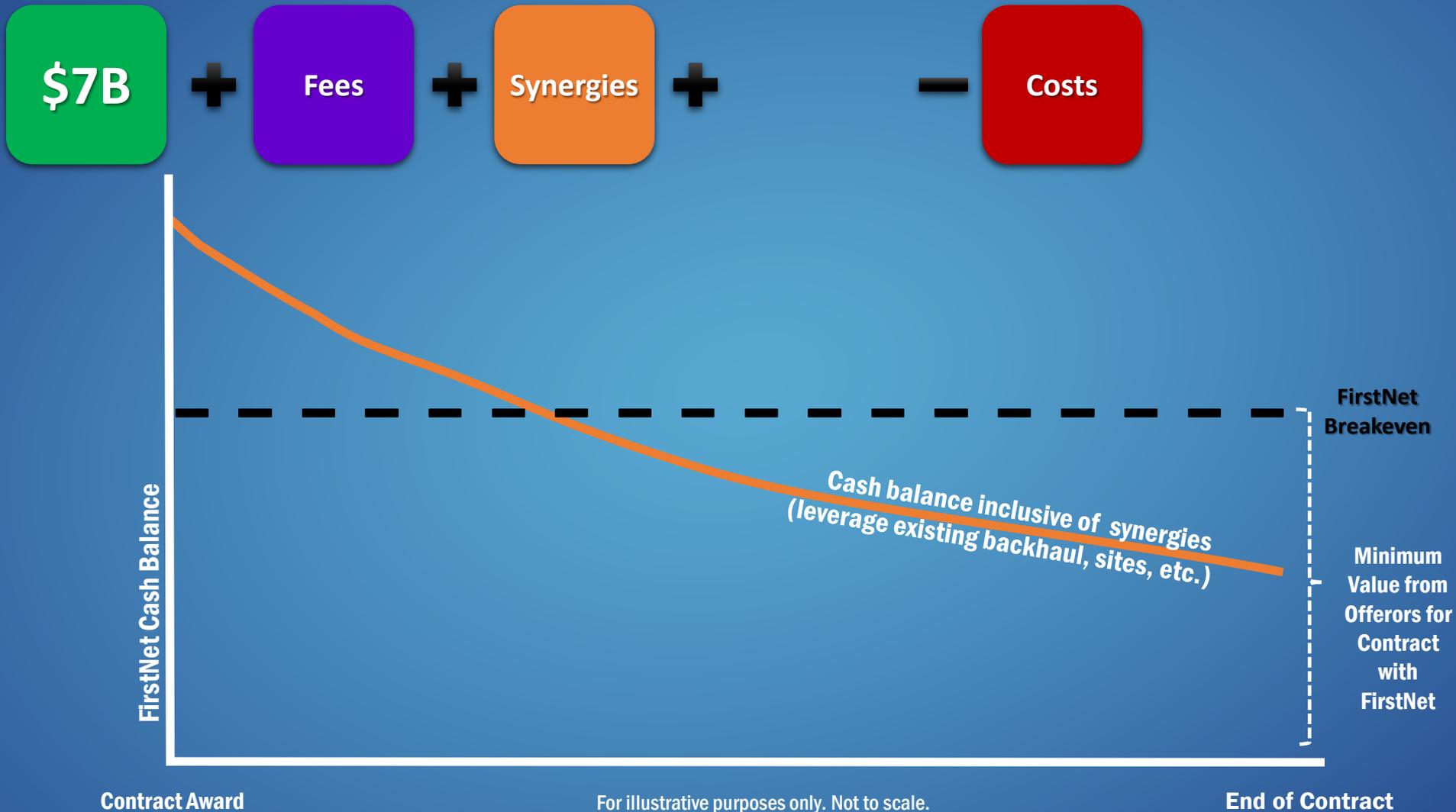
Costs



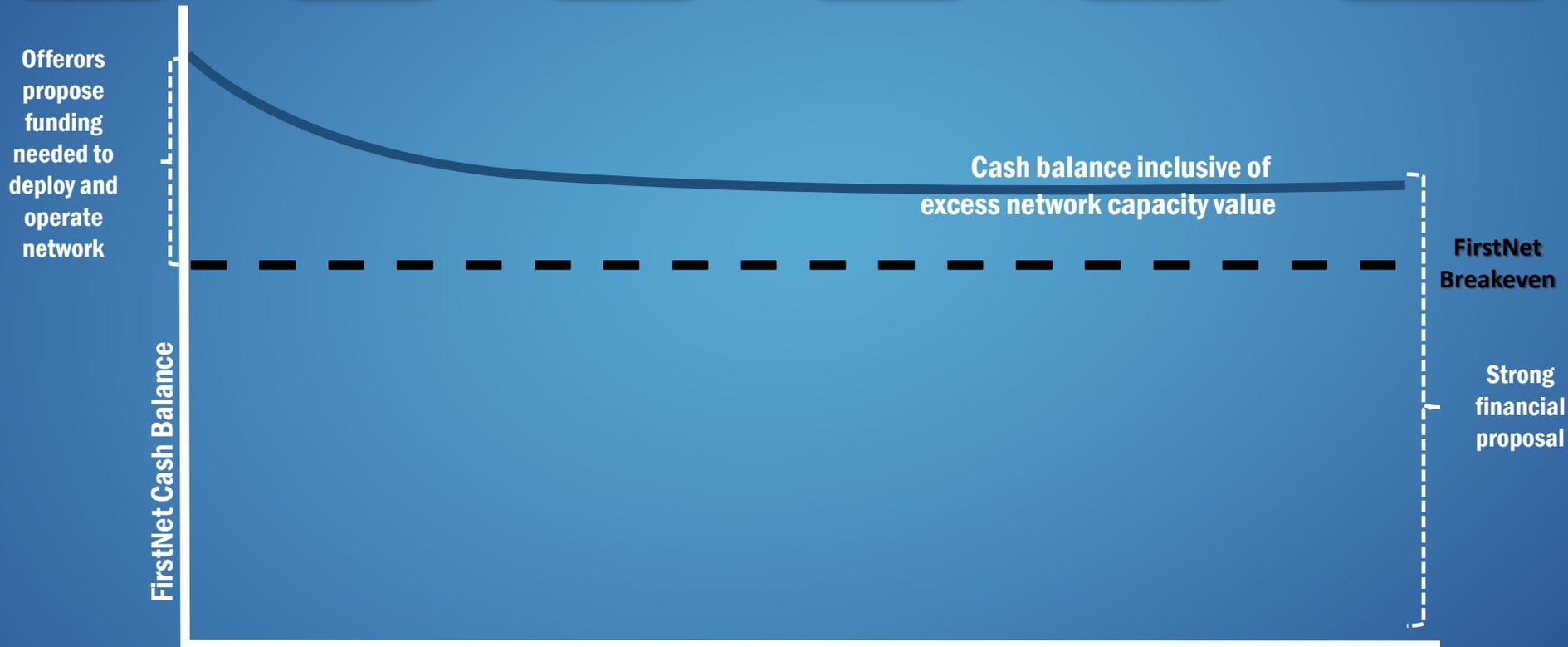
# The FirstNet Opportunity



# The FirstNet Opportunity

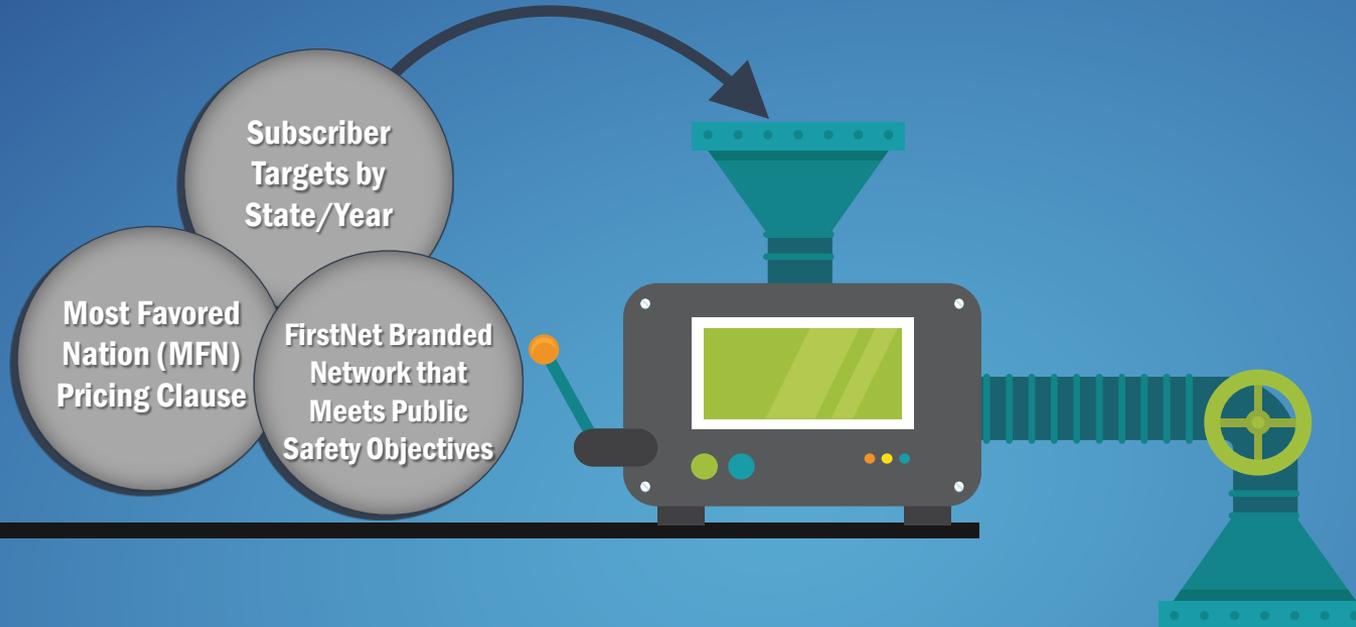


# The FirstNet Opportunity



For illustrative purposes only. Not to scale.

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



Public Safety Adoption  
and NPSBN Usage



# FirstNet's Unique Challenges



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

Market Penetration/  
User Adoption

Band 14 Devices

Risk Reduction

Fiscal Responsibility

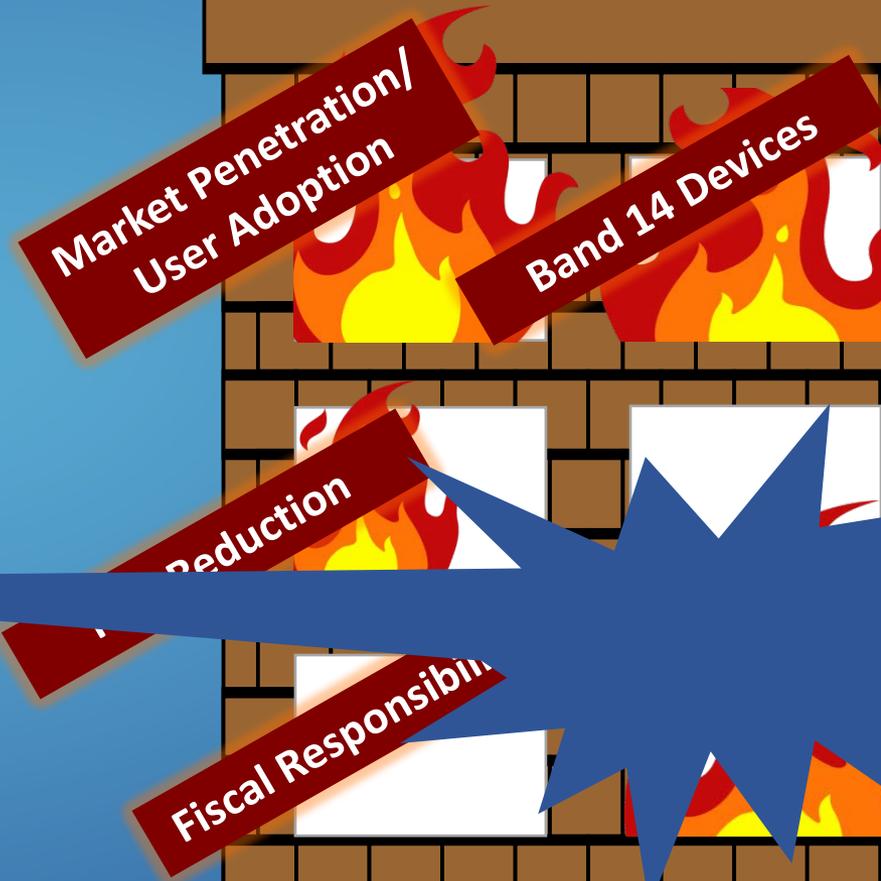


# FirstNet's Unique Challenges



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

1. FirstNet intends to use cash, revenue from user fees & excess network capacity to reach financial sustainability



# FirstNet's Unique Challenges



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

1. FirstNet intends to use cash, revenue from user fees & excess network capacity to reach financial sustainability
2. FirstNet intends to enter into long term contractual relationships to ensure cost effective network operations into the future

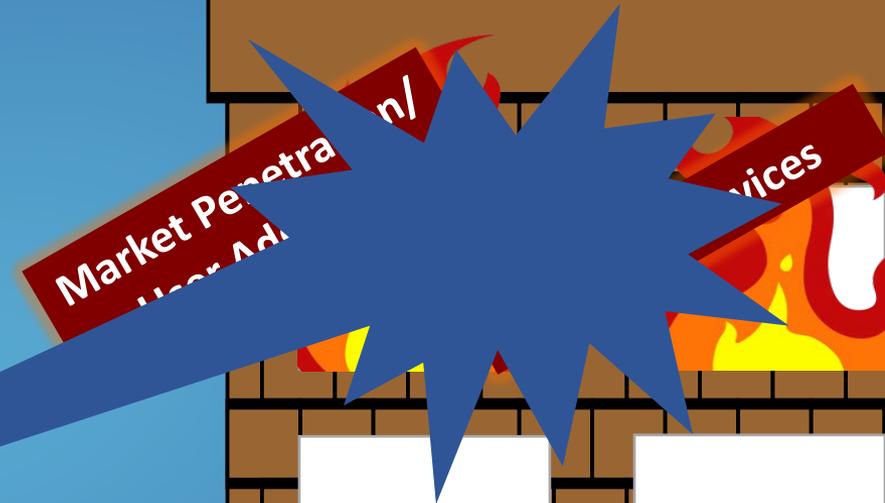


# FirstNet's Unique Challenges



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

1. FirstNet intends to use cash, revenue from user fees & excess network capacity to reach financial sustainability
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

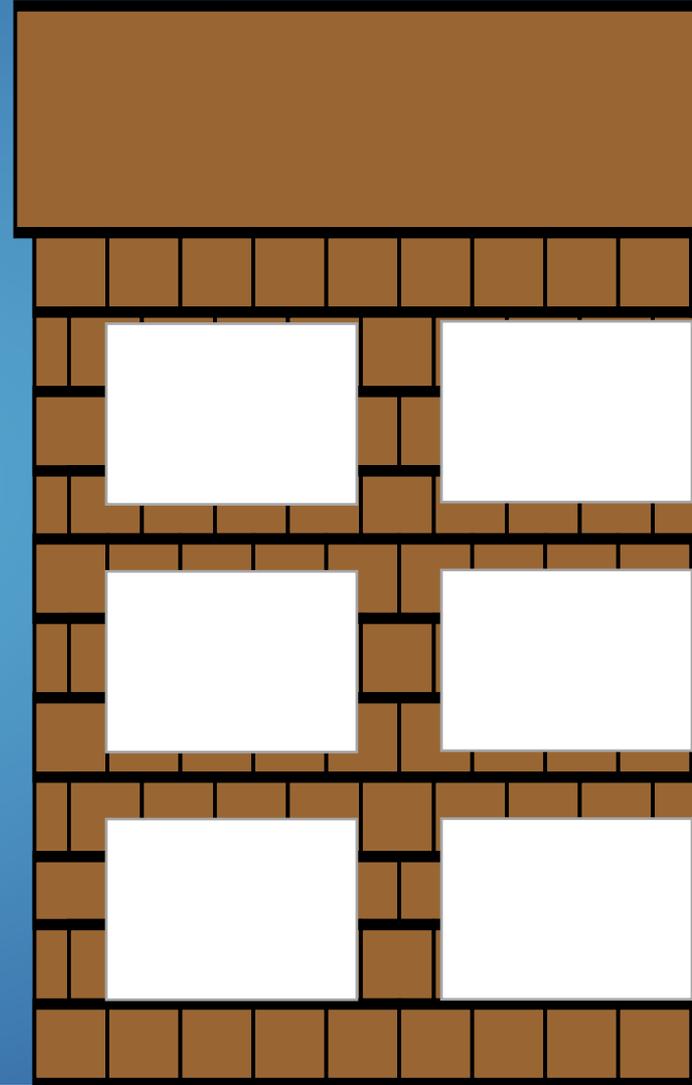


# FirstNet's Unique Challenges



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

1. FirstNet intends to use cash, revenue from user fees & excess network capacity to reach financial sustainability
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



# The Special Notice Describes Potential Financial Structure of Proposals



# The Special Notice Describes Potential Financial Structure of Proposals



# 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



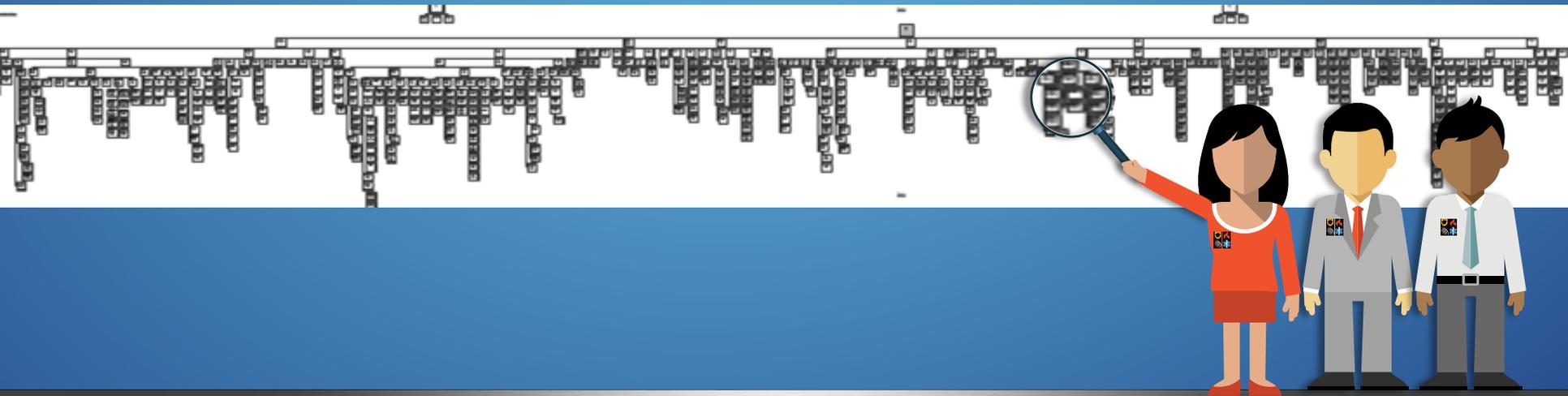
## Public Safety Devices

- 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	Terr.							

# The Special Notice Identifies Potential Nationwide and Regional RAN Approaches



## 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.

## Regional Proposal

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

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

# 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**

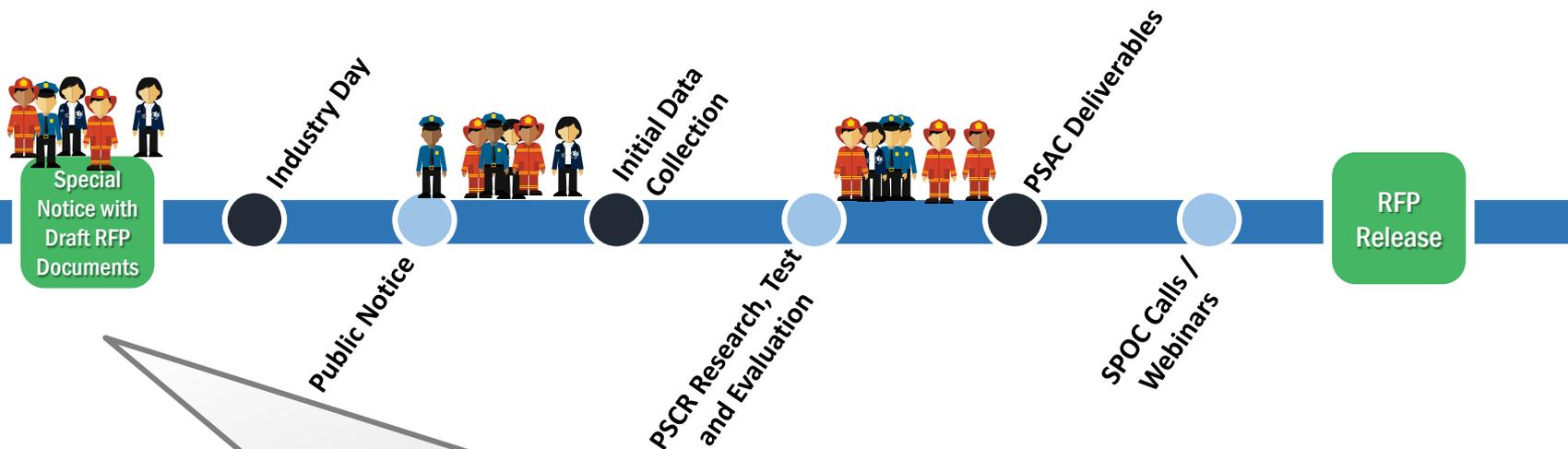
Public safety  
Representatives  
In **22**  
States/Territories



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

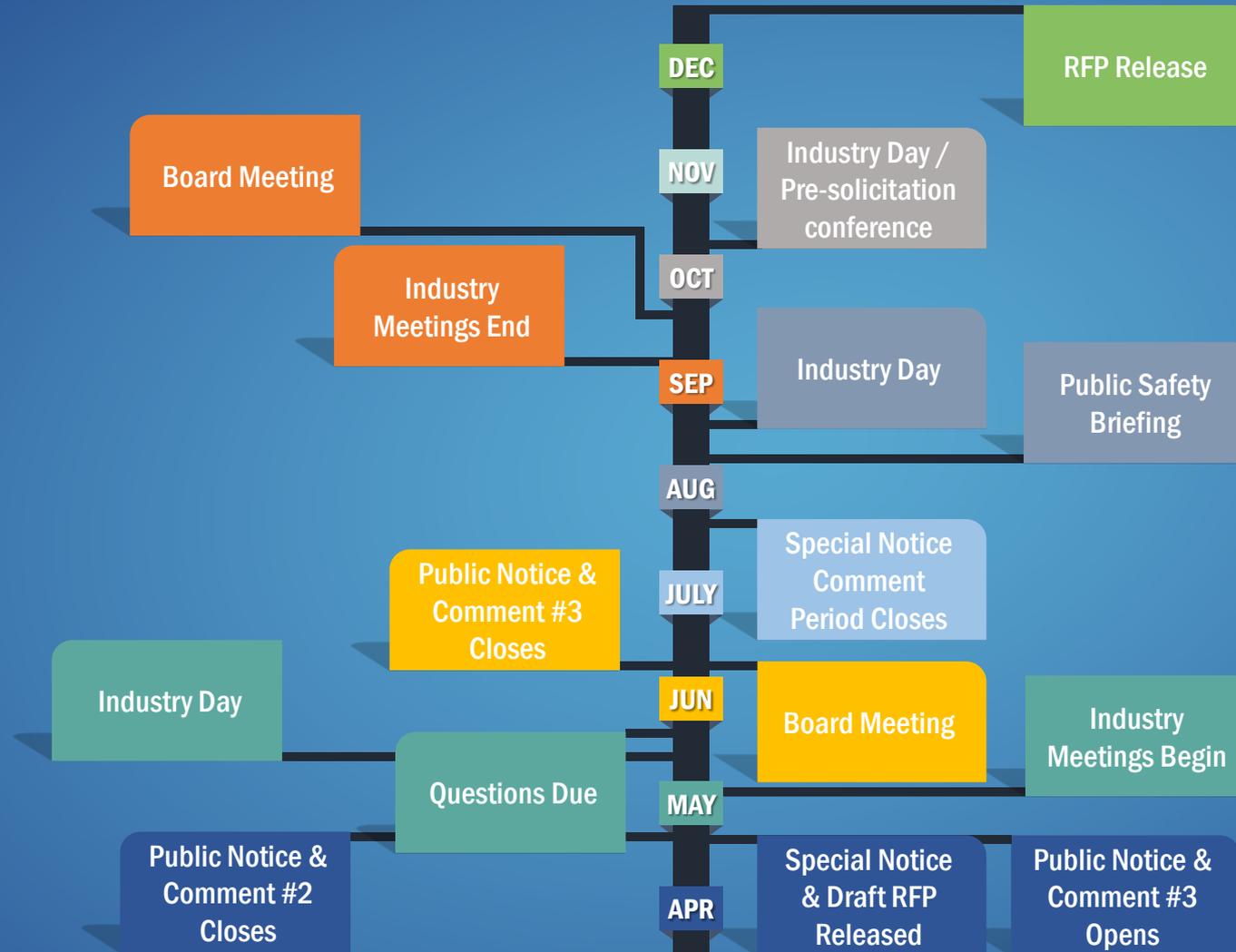


# Public Safety Involvement in the Acquisition Process



- ✓ 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



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



## Target Release: April 27th



 **FirstNet**<sup>®</sup>  
FirstNet's Contracting Officer  
[terrie\\_callahan@ibc.doi.gov](mailto:terrie_callahan@ibc.doi.gov)

- Capabilities Statements
- Comments
- Questions (30 Days)