



FirstNet™

Florida Department of Highway Safety & Motor Vehicles - Executive Committee



Bill D'Agostino Jr.

General Manager

January 8, 2014

SINGLE FOCUS

The First Responder Network Authority shall hold the single public safety wireless license granted necessary to

ensure the building, deployment, and operation of the nationwide public safety broadband network,

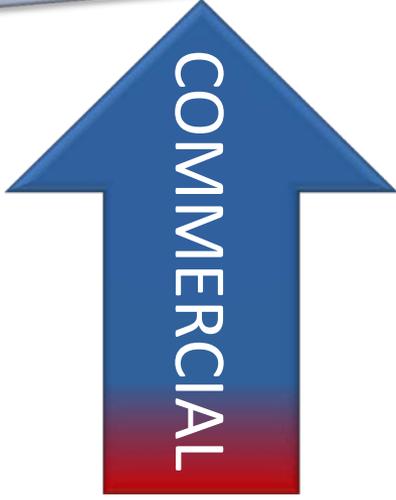
NO COMMERCIAL PARALLEL TO FIRSTNET



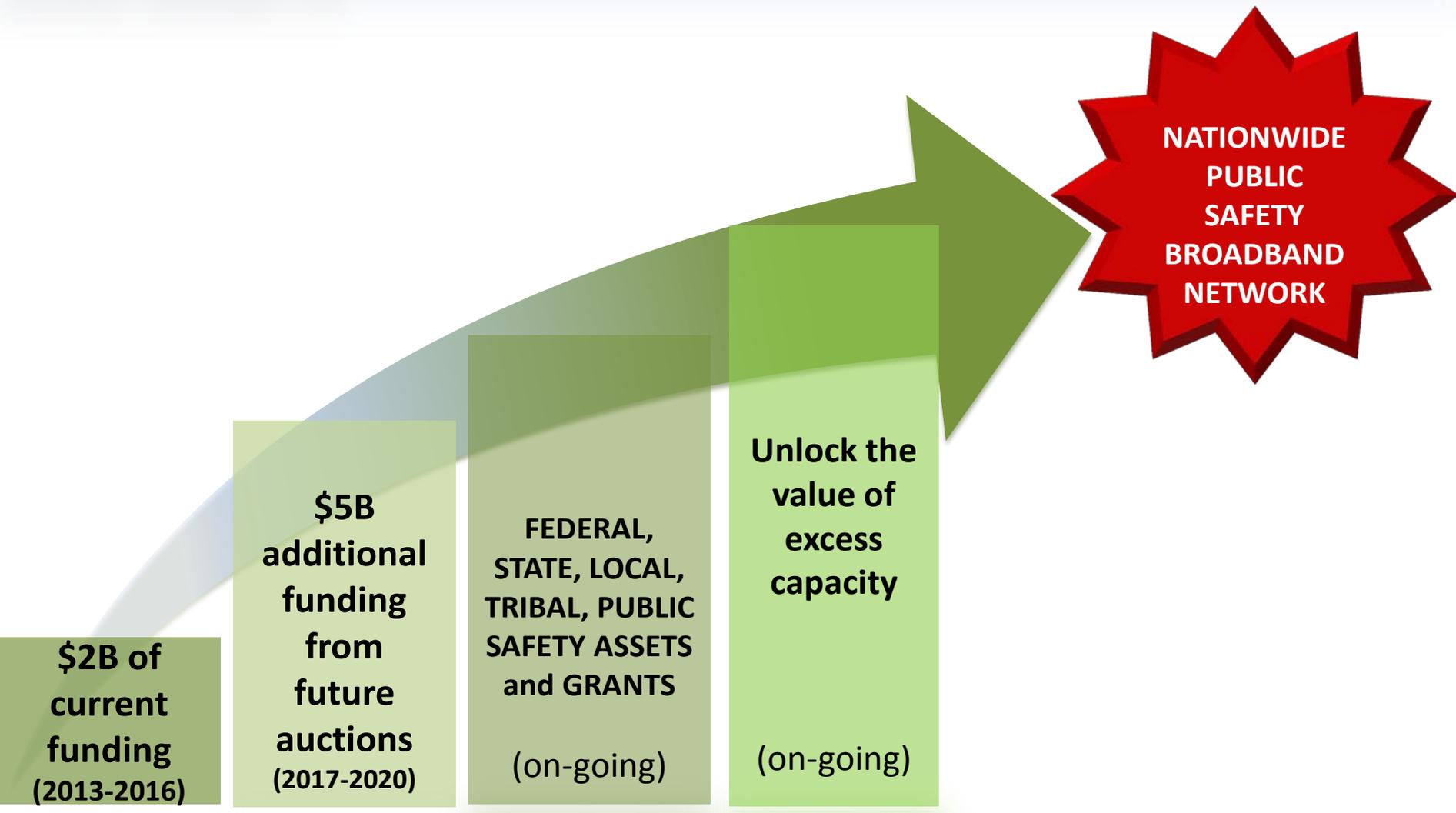
- **Created by law**
- \$2 billion funded **without plan, board** or management team
- **Mandated** Initiatives
- Empowers states to **opt-in or opt-out**
- **Geographic coverage requirements**
- **Public safety economics** coupled with finite number of users
- Start-up **constrained by government realities; e.g.,** hiring process, procurement process , pay scale.



- **Created by market need**
- Funding dependent on **plan and management experience**
- Time-to- market and **customer driven initiatives**
- **Defined competitive playing field** to gain customers
- **Capacity** and financially viable user coverage
- **Entrepreneurial** spirit, energy and incentive alignment



OUR ASSETS



CHALLENGES

CHALLENGES: NATIONWIDE COVERAGE

- 3250 Counties
- 566 Tribes
- Rural, Wilderness, Island Coverage
- 60,000 Public Safety Agencies
- 3.8 million square miles

1. Network must cover and connect 100% of U.S. geography and territories
2. The network must be designed to public safety-grade standards
3. FirstNet must build and operate a core

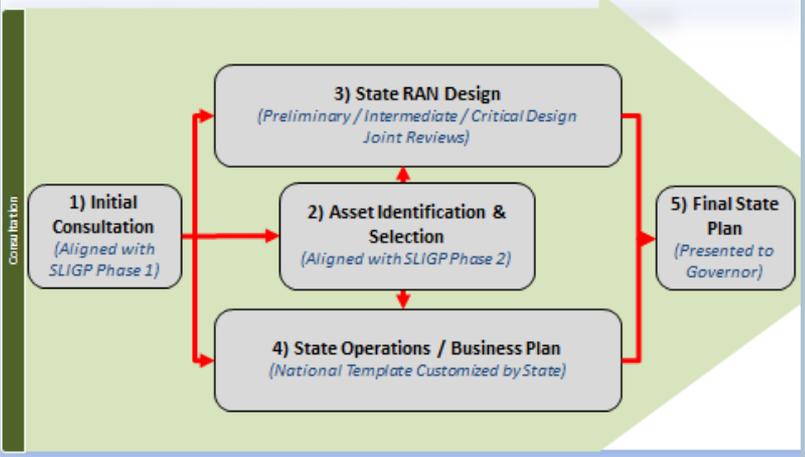
DC Puerto Rico Virgin Islands American Samoa Guam Northern Mariana

CHALLENGES: Capital and Costs

- Cell Site Capital Investment
- Site Operating Costs
- Hardening Investment
- Limited Number of Public Safety Users
- City, County, State, Federal Financial Constraints



CHALLENGES: 56 TAILORED STATE RAN PLANS



CHALLENGES: MULTIPLE PARTNERSHIPS

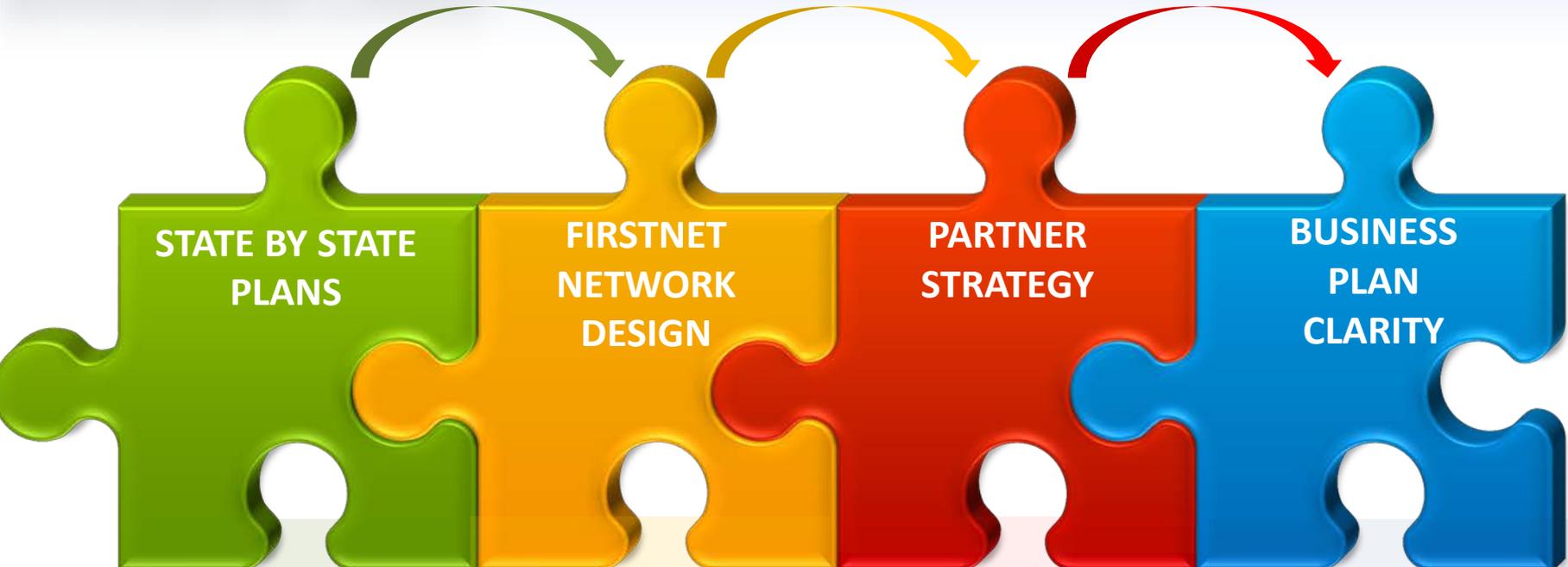
Partnership

VOLUME I—PART I TO 51

FEDERAL ACQUISITION REGULATION



BUSINESS PLAN



- 1. Usable assets
- 2. Coverage needs
- 3. Number of users
- 4. Current partners
- 5. Feature, equip pricing programs

- 1. Public Safety First
- 2. Manage the Core
- 3. Integrate State RANs
- 4. Mobility, Security, Redundancy
- 5. Priority, Pre-emption Local Control

- 1. Value contribution
- 2. Bring innovation
- 3. Enables PS design
- 4. State relationships
- 5. Diversified Portfolio of partnerships

- 1. Govt time horizons
- 2. Know constraints
- 3. Build momentum
- 4. Align build with available funding
- 5. Understand public safety economics

WHERE ARE WE?

April
2013

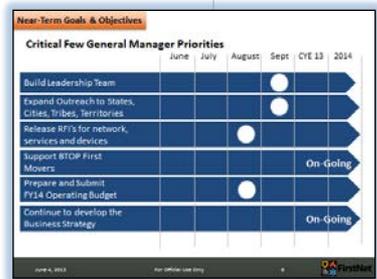
June
2013

Aug
2013

Dec
2013



Technical Update
(403 pages)



GM Goals & Objectives
FY2013
(priorities)



Operating Plan FY2014
(structure)



Strategy Refinement
(alignment)

GOALS AND OBJECTIVES

FROM THE JUNE 4th, 2013, BOARD MEETING

	June	July	August	Sept	CYE 13	2014
Clarify Business Strategy						
Prepare and Submit 2014 Operating Budget						
Build Leadership Team						
Build Region Outreach Structure						
Accelerate Network Core Deployment						
Accelerate Deployables Strategy						
Leverage BTOP First Movers to Gain Momentum						

- Indicates when goal is completed
- Goal is 3/4 completed
- Goal is 1/2 completed
- Goal is 1/4 completed

2014 INITIATIVES AND PRIORITIES

On August 13 the FirstNet Board approved a \$194M budget for 2014.



Network Partners



Mandates



BTOPs
Early Movers



Mobile Network Concepts



Wireless Devices



FirstNet™ Organization Foundation

MULTIPLE PARTNERSHIPS

Strong Partnerships are important ensure optimal value creation for FirstNet



Wireless Network Operator Partner (s)



Supplier, Infrastructure Owner/Equity Investment Partner(s)



Federal
State
Local

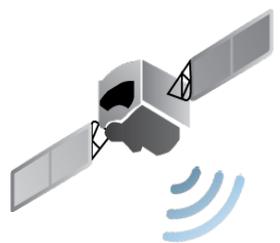
FirstNet, Federal, State, Stakeholder Asset Partner(s)

- Fulfill Public Safety Requirements
- Value Contribution
- Achieve Nationwide Interoperability and Coverage
- Control and Governance
- Contractual Terms & Pricing

Preferred path(s)

GEOGRAPHIC COVERAGE PRIORITY

Multiple network coverage solutions operating across 5 distinct geographic categories



Wilderness
27% of U.S. Land Mass

Rural
68% of U.S. Land Mass

Suburban **Urban** **Dense Urban**
5% of U.S. Land Mass

FIRSTNET REGIONAL STRUCTURE

The FirstNet operational outreach model aligns with 10 FEMA regions.



- 10 Regional Teams
- Work through the State POCs
- Reach into cities and other localities
- Current Focus: State consultation
- Future Focus:
 - Solution sales
 - Support
 - Account Management
 - Outreach
 - Education and training

FEDERAL
TEAM

TRIBAL
TEAM

- 2 Nationwide Teams
- Gather input and requirements
- Serve users

COMPLIMENTING LMR WITH LTE

Public safety will rely on land mobile radio (LMR) for mission-critical voice until LTE capabilities exceed current functionality

Elements to be evaluated:

- **Push-to-talk**
- **Direct mode**
- Emergency calling
- Enhanced broadcast
- High-power mobile
- Public safety-grade performance

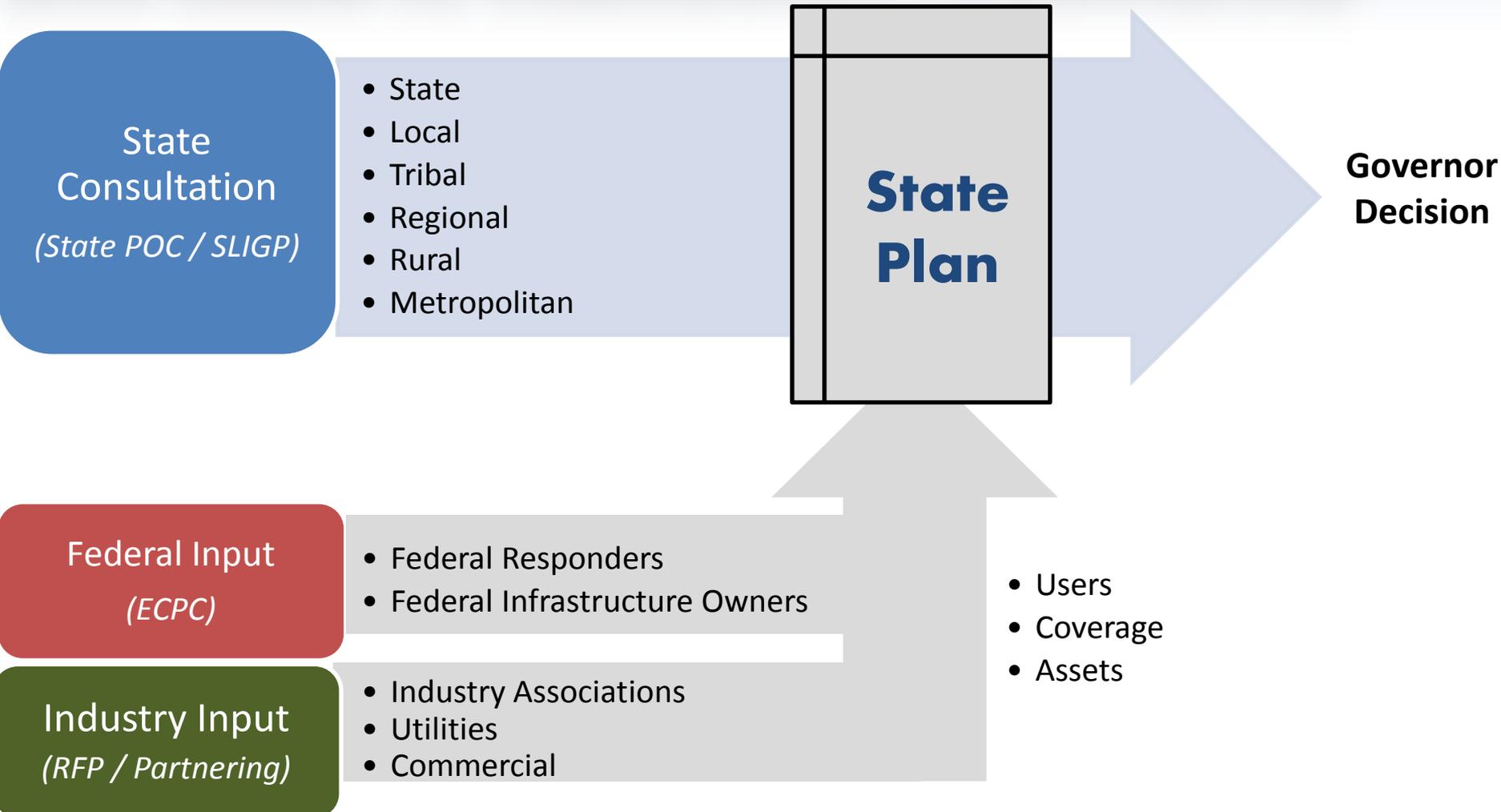


OVERVIEW OF CONSULTATION PROCESS

- **Consultation is an active process, not a single event.** FirstNet will collaborate and partner with stakeholders in a meaningful consultation process.
- **FirstNet will communicate the consultation process and necessary roles and responsibilities.** It will be clear to the stakeholders what the process is and what the expectations are for those involved.
- **Consultation will focus only on critical information and data.** FirstNet will focus on gathering only absolutely necessary data to help build the network.
- **Plan development will be iterative.** Stakeholders and FirstNet will have the opportunity to refine information and improve drafts.
- **Consultation culminates with the creation of the State Plan.** State Plans will be created with the information gathered during the consultation process.

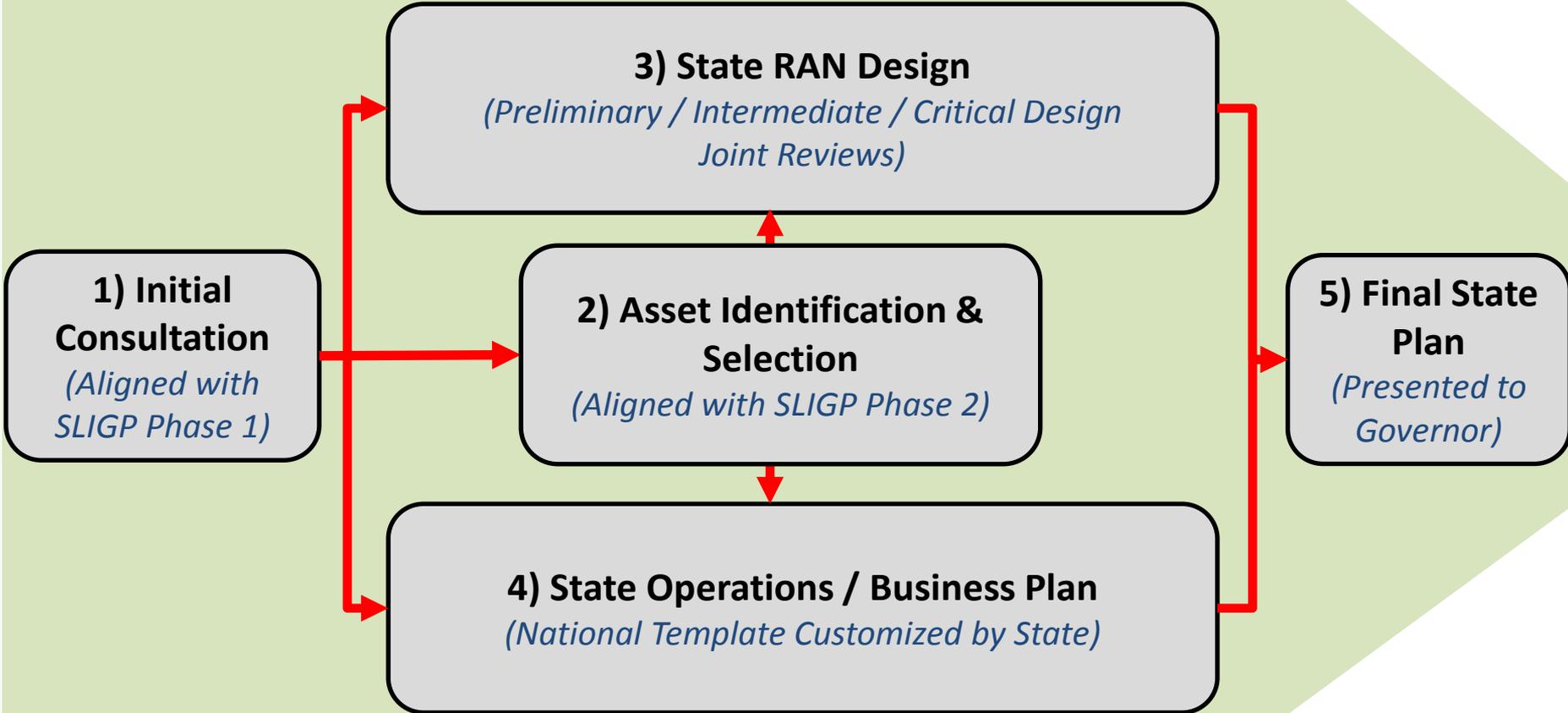
Together, Stakeholders and FirstNet will have engaged in a process that provides meaningful and thorough information for the State Plans.

WIDE RANGE OF STAKEHOLDER CONSULTATION



DEFINING THE PROCESS

Consultation



BASELINE STATE ANALYSIS – Getting Ready for Consultation

Prior to any in-person consultation, FirstNet will provide SPOCs with key information and materials to prepare States for consultation. This information will come in the form of a Baseline State Analysis (BSA). This BSA includes:

of Oregon



Baseline



- 1 FirstNet Update
- 2 State Plan Process & Roles
- 3. Coverage Baseline
- 4. User Baseline
- 5 Outreach Materials

Updated information on FirstNet progress to date

High level process flow for State Plan development including roles and responsibilities of stakeholders and FirstNet

FirstNet’s preliminary coverage objective map for the State as well as instructions for update/enhancement by the State

FirstNet collected information on primary responders in the State for verification, as well as categories for estimated numbers of potential secondary users

FirstNet developed materials that can be used/customized by the State to support outreach activities



Getting States Ready for Consultation (Cont.)



Consultation Readiness Checklist – FirstNet has a checklist for SPOCs to use prior to consultation. This checklist includes topics and items, which are consistent with deliverables required by SLIGP. Examples of Consultation checklist items include:

Governance:

- Functioning Governance Body in place
- Date/Time of next Governance Body meeting
- Formal relationships documented with Tribes in their State

Assessment and Validation:

- User agencies identified
- Secondary users identified
- Key stakeholders with assets that could assist with network build out identified.

Outreach and Education:

- Statewide Outreach Plan created
- Large metropolitan area contact list built
- Tribe contact list built
- Rural contact list built
- Established email list for all PS leadership in State
- Calendar of existing PS association events in state

OVERVIEW OF OUTREACH

FirstNet is increasing outreach to the States:

- **Conference Calls to Single Points of Contact.** FirstNet has begun monthly calls between FN outreach team and SPOCs.
- **Webinars for Single Points of Contact.** Quarterly webinars will be scheduled for FN leadership to engage directly with SPOCs.
- **Outreach Materials for Single Points of Contact.** FN is producing templates, talking points and fact sheets for states to use in their outreach programs.
- **Website.** This critical tool will contain valuable information for stakeholders, including contact information for state points of contact (SPOCs).

The Promise of FirstNet

What is FirstNet?
FirstNet will be the first high-speed wireless, broadband data network dedicated to public safety. FirstNet will be a single, nationwide network that facilitates communication for public safety users during emergencies and on the job every day. Think of FirstNet as a bigger, more reliable, secure and resilient "wireless pipe". This new network will be public safety grade, providing access to applications and coverage when public safety needs it most.

What will be possible with FirstNet?
Initially FirstNet will be used to send data, video, images and text and make cellular-quality voice calls. Users will get fast access to information they need to meet their mission. Unlike commercial wireless networks, FirstNet will allow for priority access among public safety users. FirstNet will also give incident commanders and local officials control over the network so, for example, they can assign users and talk groups and determine who can access applications.

Why use FirstNet instead?
Most 911, the public safety community fought hard to build the 911 Commission but sending communication and commerce Congress that it needed a dedicated, reliable network to provide advanced data communications capabilities nationwide. During emergencies, public safety requires priority service and protection.

How will FirstNet benefit public safety?
Using FirstNet will improve situational awareness and decision-making. Just as smartphones have changed our personal lives, FirstNet devices and applications will ultimately change the way public safety operates. FirstNet will save time during emergencies when seconds count. FirstNet will save money for states by leveraging nationwide purchasing power and scale economies. Using FirstNet can help save lives, solve crimes and keep our communities and emergency responders safer.

How will states and agencies participate in the buildout of FirstNet?
To make FirstNet a nationwide network, all states must have a local radio access network (RAN) that connects to the FirstNet core. FirstNet is responsible for working through the integrated state points of contact to consult with states, local communities, their governments and first responders to gather requirements for developing its RAN deployment plan. If the FirstNet plan is accepted by a state, FirstNet will commission the RAN. It is a state problem to build its own RAN, but state must secure FCC approval and may seek funding support from NIA, State-built RANs must meet FirstNet security, hardening and interoperability requirements.

What will users pay for FirstNet services?
FirstNet intends to offer services at a compelling and competitive cost to attract millions of public safety users and make FirstNet self-sustaining. The use of FirstNet services and applications will be voluntary. The costs for FirstNet services and devices have not yet been set.

WIRELESS BROADBAND,
DEDICATED TO PUBLIC SAFETY

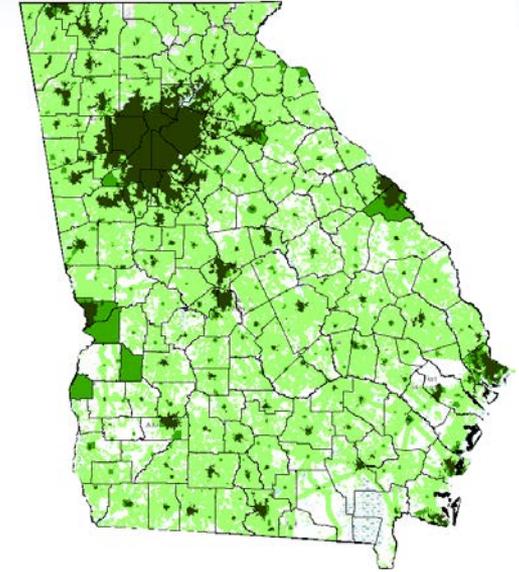
PREPARING TO SUPPORT FIRSTNET

- Develop deep understanding of how Public Safety works
- Leverage LTE to deliver cost efficiency
- Develop rapidly deployable products – small cell technology
- Continue to participate in PSCR Demo Network
- Meet Public Safety quality reliability standards
- Monitor and provide complete responses to our RFI, RFP's

Appendix

DEFINING COVERAGE OBJECTIVES

- FirstNet will provide a GIS map showing proposed coverage objectives in four major categories:
 - In Building
 - Handheld / Partial In-Building
 - Vehicular Modem / Partial Handheld
 - Satellite / Deployable
- States will provide updated coverage objectives through an updated GIS file
- States will be encouraged to gather input from all, local, state, and tribal agencies
- Voluntary OEC Coverage Workshops can help states get an early start and better understand this process
- Coverage objectives will be used to focus subsequent SLIGP Phase 2 data collection
- Parallel effort will occur with Federal agencies through federal outreach via ECPC



Coverage Baseline Example

- In-Building
- Handheld/Partial In-Building
- Vehicular Modem/ Partial handheld
- Satellite/Deployable

IDENTIFYING POTENTIAL USERS

- FirstNet will provide User baseline data (as available) for primary responders in each State to include:
 - Number of agencies by discipline
 - Number of personnel by discipline
 - Detailed agency user database
- FirstNet will also provide potential categories of secondary responders for consideration by the State with guidance provided from PSAC
- States will provide updated data on primary responders and estimated user counts for secondary responder groups whom they believe should be eligible users on the network
- Parallel effort will occur with Federal agencies through Federal Outreach via ECPC
- Voluntary OEC workshops will provide this baseline data as part of the delivery.
- Data will be used to support subsequent data collection during SLIGP phase 2, as well as inform capacity planning



2 - ASSET IDENTIFICATION & SELECTION

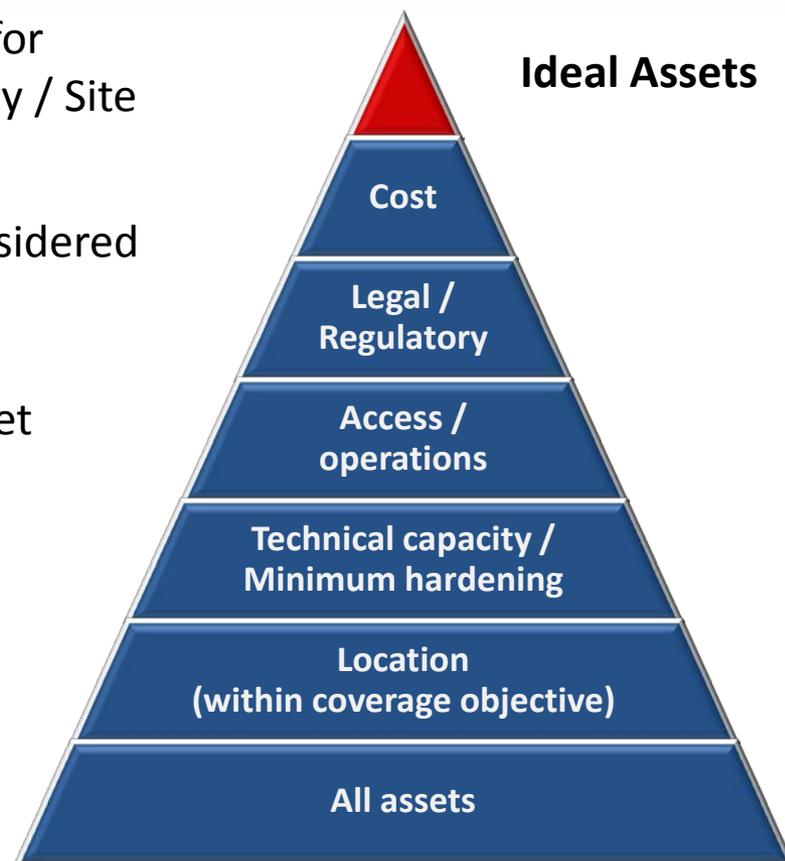
(Aligned with SLIGP Phase 2)

Key Steps

- Define minimum recommended attributes of assets for consideration (Coverage objective / Technical capacity / Site access / Operations / Low cost)
- Request data collection on available assets to be considered
- Assess all assets (commercial & public)
- Select assets based solely on best value to the FirstNet network

Guiding Principle

- Limit data collection to viable assets to save the State time/effort
- Leverage assets to provide better coverage at a lower cost
- Leverage assets to deploy quicker



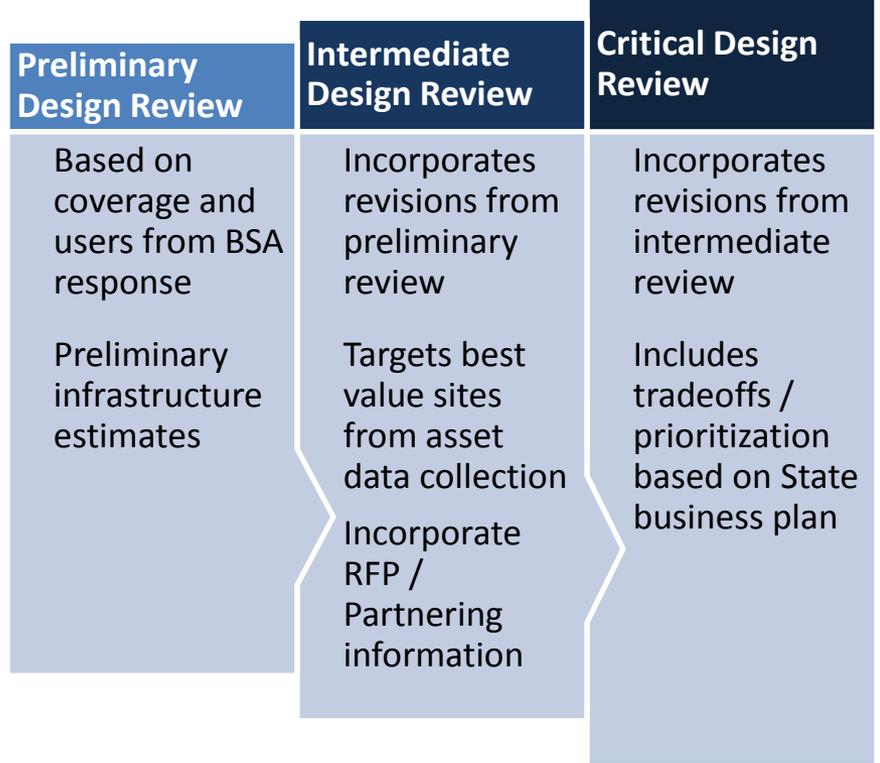
3 - STATE RAN DESIGN PROCESS

Key Steps

- Multi-phase (preliminary / intermediate / critical design reviews) review with State to refine design based on identified priorities
- Incorporate feedback and additional data as it is collected (SLIGP Phase 2 / RFP Process)

Guiding Principle

- Ensures on-going review / refinement process with State
- Jointly develop tradeoffs and priorities



4 - STATE OPERATIONS / BUSINESS PLAN

Key Steps

- Leverage PSAC and others to discuss overall approach to:
 - Local control
 - Prioritization
 - Training
 - Security
- Develop operations template with areas for input/customization
- Develop system cost structure / business plan for State based on preliminary RAN design and potential user base
- Customize based on public safety stakeholder input

Guiding Principle

- Addresses areas of consultation required by law
- Ensure State RAN design is informed by impact to business | cost considerations



5 - FINAL STATE PLAN REVIEW

Key Steps

- Combine State RAN Design with Operations / Business Plan
- Projected funding level
- Provide final review opportunity by State POC / Governing Body
- Submit to the Governor

Guiding Principle

- Addresses areas of consultation required by law
- Ensures Public Safety stakeholders have had robust involvement before State Plan is presented

State Plan Requirements

- Completion of the RFP process
- Details of proposed build-out in the State
- Funding level for the State



Questions?