



FloridaNet Executive Committee Meeting

10/03/14

The FloridaNet Executive Committee had a meeting on October 3, 2014 at the Florida Institute Training Center at the Florida Sheriffs Association (FSA). The following members and guests participated:

Name	Affiliation
EXECUTIVE COMMITTEE	
Terry L. Rhodes, Chair	FL Department of Highway Safety & Motor Vehicles
Stacy Arias	Florida Department of Management Services
Jason Allison	Florida Agency for State Technology
Greg Rubin	Miami-Dade Fire Rescue
Donna Uzzell, Homeland Security Advisor	Florida Department of Law Enforcement
Bobby Brown, Tribal Representative	Seminole Tribe of Florida
David Brand (for Steve Casey)	Florida Sheriffs Association
Mike McHargue	Florida Department of Health
Greg Holcomb, Technical Committee Chair	Lake County Public Safety
Sherri Martin	Florida Department of Economic Opportunity
Mike Sole, Private Sector	Florida Power & Light
Colin Denney, Private Sector	Verizon Wireless
Ralph Sullenberger, Major	Florida Army National Guard
Dr. Peter Pappas, Ex Officio	Health-First, Holmes Regional Medical Center
April Henkel, Ex Officio	Florida Health Care Association
OTHERS	
Brett Boston, Project Facilitator	Group Solutions
Larry Gowen, FloridaNet Director	FL Department of Highway Safety & Motor Vehicles
Dean Fox, FloridaNet Grants Manager	FL Department of Highway Safety & Motor Vehicles
Ryan Burchnell, Major	FL Department of Highway Safety & Motor Vehicles
Eric Larson	Florida Agency for State Technology
Edward Parkinson	FirstNet
Dave Buchanan	FirstNet
Sarrah Carroll	Southern Strategy Group
Robert LeFiles	Florida Department of Law Enforcement
Pam Montanari	DHS/OEC
Brian Whaley	Motorola Solutions
John Ford	Florida Department of Management Services
David Konuch	FCTA/DAK P.A.
Rick Burke	Televate
Kathy Cruce	FL Department of Highway Safety & Motor Vehicles
Amy Serles	FL Department of Highway Safety & Motor Vehicles
ONLINE	
Charles Hagan, Executive Committee	Florida Department of Emergency Management
Daniel Alexander, Executive Committee	Florida Police Chiefs Association/Boca Raton PD



Shirley Gilkinson (sp) for John Wilgis, Ex Officio	Florida Hospital Association
Joe Ross	Televate
Yuki Miyamoto	NTIA
Jay Malpass	Motorola Solutions?

Called to order at 10:05am.

The following topics were discussed:

1. Welcome
2. Chair Remarks
3. Project Status Update – Major Burchnell
4. Call for Vote – Major Sullenberger
5. Call for Vote – Division of Forestry
6. Call for Vote – Additional Members
7. FirstNet Presentation
8. Technical Committee Deliverable – Data Collection/Distribution Model
9. Technical Committee Deliverable – Contract Vehicle Survey
10. Televate Presentation
11. Action Items

1. Welcome

David Brand (FSA), on behalf of Steve Casey, extended a welcome to all guests.

2. Chair Remarks

Director Terry Rhodes (FLHSMV) extended a welcome to all participants and appreciation for all of their efforts to make this a successful project. Ed Parkinson, FirstNet Director of Government Affairs, and Dave Buchanan, Director of State Consultation, were introduced.

3. Project Status Update – Major Burchnell

Major Ryan Burchnell, Chief Technology Officer (CTO), from Florida Department of Highway Safety & Motor Vehicles (FLHSMV), is part of FloridaNet’s executive team helping Director Rhodes with this project. He updated members on FirstNet’s RFI, RFC and FirstNet Consultation.

- Request for Information (RFI) – FirstNet issued an RFI due by 10/17/2014. As a part of Phase I of the State and Local Implementation Grant Program (SLIGP), we have been allowed to respond to this request. We have selected a vendor since will need assistance in order to respond to this aggressive timeline.
- Request for Comments (RFC) – FirstNet issued an RFC due by 10/24/2014.



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- FirstNet Consultation – We will be discussing the upcoming consultation and what we’re going to be doing, what FirstNet is going to do to help and the Opt In/Opt Out process.

Concern was brought up concerning aggressive timeline for RFI. Would it be possible to get an extension, since there are some ‘meaty’ questions in the RFI. Vendor was hired and we’re confident that with their help, we can get it done by the deadline. And also FirstNet is here to help address any concerns.

4. Call for Vote – Major Sullenberger

We continue to make sure we expand our public safety presence and we want to make sure we have a good representation of our first responders in this committee. We noticed that one of our partners who responds to major events as well was not being represented, Department of Military Affairs – Florida National Guard. Major Sullenberger represents the Florida Army National Guard. No remarks or concerns were brought up regarding of the addition of Major Sullenberger as the representative from the Florida Army National Guard and was voted unanimously by the Executive Committee (EC) as our newest member of the EC.

5. Call for Vote – Division of Forestry

Discussion regarding whether or not to add in a representative from the Division of Forestry, Director James R. Karels, to the Executive Committee. We would like to give him an opportunity to serve as Ex Officio under the Fire Chiefs Association in an advisory capacity. No remarks or concerns were brought up regarding the addition of a Division of Forestry representative to the Committee as Ex Officio and was voted unanimously by the EC to approve. Need to reach out Director Karels to see if he’s interested.

6. Call for Vote – Additional Members

Concern over whether or not there are any representatives missing from the Executive Committee, such as education, DOT, and/or community anchor institutions. For example, DOT is a very asset-rich organization and has their own public safety mission, so should that be considered. Motion was made, and seconded, to seek nominees from public transportation, education and community anchor institutions.

*(Note: **Community anchor institutions** are defined by the Order (USF/ICC Transformation Order of FCC) to include such entities as schools, libraries, hospitals and other medical providers, public safety entities, institutions of higher education, and community support organizations that facilitate greater use of broadband by vulnerable populations, including low-income, the unemployed, and the aged.)*

Should education be a single individual vote since there are a lot of different areas? The intent would be to have a single vote with Ex Officios under education. Concern, regarding education, over whether the



focus is more for the user or the buyer? Original thought is user but don't want to narrow the scope down. For example, the I-4 corridor has a tremendous asset base with both users and providers.

Resolution is to start seeking out nominees for the 3 roles and schedule a follow up online meeting with the EC.

Things to consider: In regards to providers in education, there are the higher institutions that may have the resources and knowledge that could be useful. When it comes to education, there are two different aspects to look at: the education side and the law enforcement side. It might be necessary to reach out to the law enforcement side and steer them to the correct discipline to represent them. They are welcome to participate in the technical committee meetings, and possibly someone could serve as an Ex Officio under the police chiefs.

Moving forward, we need to make sure that the Ex Officio should be attached to the appropriate voting member because it could get complicated as we go along.

Move current Ex Officios out from under Greg Rubin to under Mike McHargue (Department of Health).

7. FirstNet Presentation (see Attachment A)

FloridaNet Executive Committee Meeting

**David Buchanan and
Edward Parkinson**
October 3, 2014

Ed Parkinson, FirstNet Director of Government Affairs, presented an update on FirstNet. FirstNet's mission is essentially to save lives, provide a service to public safety and to save money. A brief history of the project: the 9/11 Commission through legislation signed the Middle Class Tax Relief Act and Job Creation Act of 2012 into law. This produced FirstNet. Funding is done through a series of auctioning. The first auction was for the H-block spectrum for \$7 billion. The Advanced Wireless Services (AWS) spectrum is up for sale next for about \$10 billion. The goal is to have a ubiquitous spectrum across the



country, and not pieced together, which allows for operability. Board members normally have three years terms. There was turnover in September 2014 and we now have five new board members.

Discussion over Next Gen 911: Where does funding for development fall? Legislatively, it fell to the bottom. Sequence of events for funding:

1. Received \$2 billion interest-free loan from government
2. Auctions
3. FirstNet receives \$5B
4. \$21.6B – Set aside for deficit reduction
5. \$100 million – Research and development for National Institute of Standards and Technology (NIST)
6. \$115 million – Development of NextGen 911

So how do we get planning in place to make the development of Next Gen 911 first? NextGen911 and FirstNet are two totally different systems and none of the \$7 billion for FirstNet can be used for the development of NextGen 911. But we will eventually need to integrate the two systems. FirstNet needs someone who be able to coordinate the development of both projects with each other. They posted a job opportunity but no one applied, so they will be reposting. They will be looking to the various public safety associations to nominate someone for this job.

Geography – Approximately 35% of the nation is not covered which is roughly the size of India. We need to make sure we develop a system to give equal coverage across the entire range of different geographies, which is a huge challenge.

Concerns brought up over RFI and if there's a possibility of an extension. FirstNet is partnering with Defense Information System Agency (DISA) through the Department of Defense (DoD) to work on the RFI. Questions about extension should be directed to Aaron Schwartz, DISA, and FirstNet will provide his email. FirstNet's interest is to move through the process as quickly as possible. They might accept some extensions but it won't be encouraged.

Concern over the RFI timeline (30 days): since FloridaNet is in the process of adding in new members, would it be able to incorporate those new members to the RFI process? FirstNet is still at the beginning of the process and it's an iterative process, so there will be possible opportunity down the line, if not now.



Outreach and State Consultation



Dave Buchanan presented an update on Outreach and State Consultation. The RFI that FirstNet has put out is the first opportunity for the states to provide feedback to FirstNet. They want to build engagement, not just a onetime opportunity. They want to work with the states and to avoid a Washington, D.C. knows best approach. The FirstNet program was really only stood up a year ago and FirstNet is continuing their outreach to the states. Their intent is to have regional support with representative from each region to participate in meetings. At this time, resources are limited to national levels, but they want to try and connect at the lowest possible levels. They are hoping by next summer the slots representing the ten regions will be filled. It'll be a good way to gather feedback about state's needs and bring it to FirstNet.

From FirstNet's perspective, regarding engagement, outreach and communications, Florida has done a good job. Florida is ahead of the game and is very organized. So far, 27 states have completed their checklists.

Regarding consultation, FirstNet has gone to a couple of states so far, Maryland and Minnesota, and they were beta testing the process. Attendees might vary but agenda probably will not. Most important topics: use cases, responses, challenges, and how a dedicated broadband network would help. Think about what is unique about our state. In 2014, the remaining states that FirstNet will visit are Oregon, Washington, Montana, Utah, Iowa and Florida. If Florida wants to attend any other state's consultation, Dave Buchanan can help connect Florida to other state's single point of contact (SPOC). As far as inviting other states to Florida's consultation that would be up to the Florida's SPOC, because FirstNet has no objections.



What defines as a successful meeting? 1) There's a people part, so you need to have a good relationship, 2) FirstNet wants to leave with information incorporating the needs of the state into their planning and 3) FirstNet wants to give to the state information so the state can continue with outreach and education.

Concern was brought up about tribal consultations and when they will happen. Because even though Bobby Brown (Seminole Tribe of Florida) is coordinating with the EC, the Feds will have their own consultations with the tribes. And since the Federal Government has not always had good relations with the tribes, he's concerned over what feedback to give to the tribes. There are seven reservations that he's responsible for, some non-traditional, that range greatly from inner city to the middle of nowhere. FirstNet's response: 1) Consult through state's SPOC to get through to all stakeholders including tribes. 2) For sovereign issues, contact Carl Rebstock, the dedicated tribal coordinator. Significant issues to consider: Some states don't have representatives, since there are federally recognized tribes and state recognized tribes. FirstNet will connect Bobby Brown with Carl Rebstock. Mr. Brown was also concerned about what the other tribes are doing and has brought up these issues in every meeting with FirstNet since the 2013 meeting in Memphis, TN.

Concern brought up by Mike McHargue (DOH) whether or not the Ex Officios have the resources they need to get through to their constituents. Dr. Peter Pappas: Any new means of communications that can augment what we have now is what we need. Envisioning a Broadband 911 that is very local and regional, that is secure, portable, etc. Question about FirstNet and if they are the facilitators or an accumulation of different wills. They are both. Their intent is to build a nationwide network, but also through consultation, give states the option to either opt-in and let FirstNet build the system or opt-out to build their own network that connects into the FirstNet core. We will have the ability to customize things through the RFI/RFP process.

Is FirstNet planning on building separate towers, system, or will they use established towers? Law requires they take advantage of existing system where it is economically acceptable. \$7 billion would not allow building the system from the ground up, so FirstNet is searching for a national partner.

Broadband network – communication medium for data network first and then eventually will incorporate mission critical voice.

RAN (Radio Access Network) vs. BBAN (Broadband Access Network) –Confusing term that is in the law, but does not use radios.

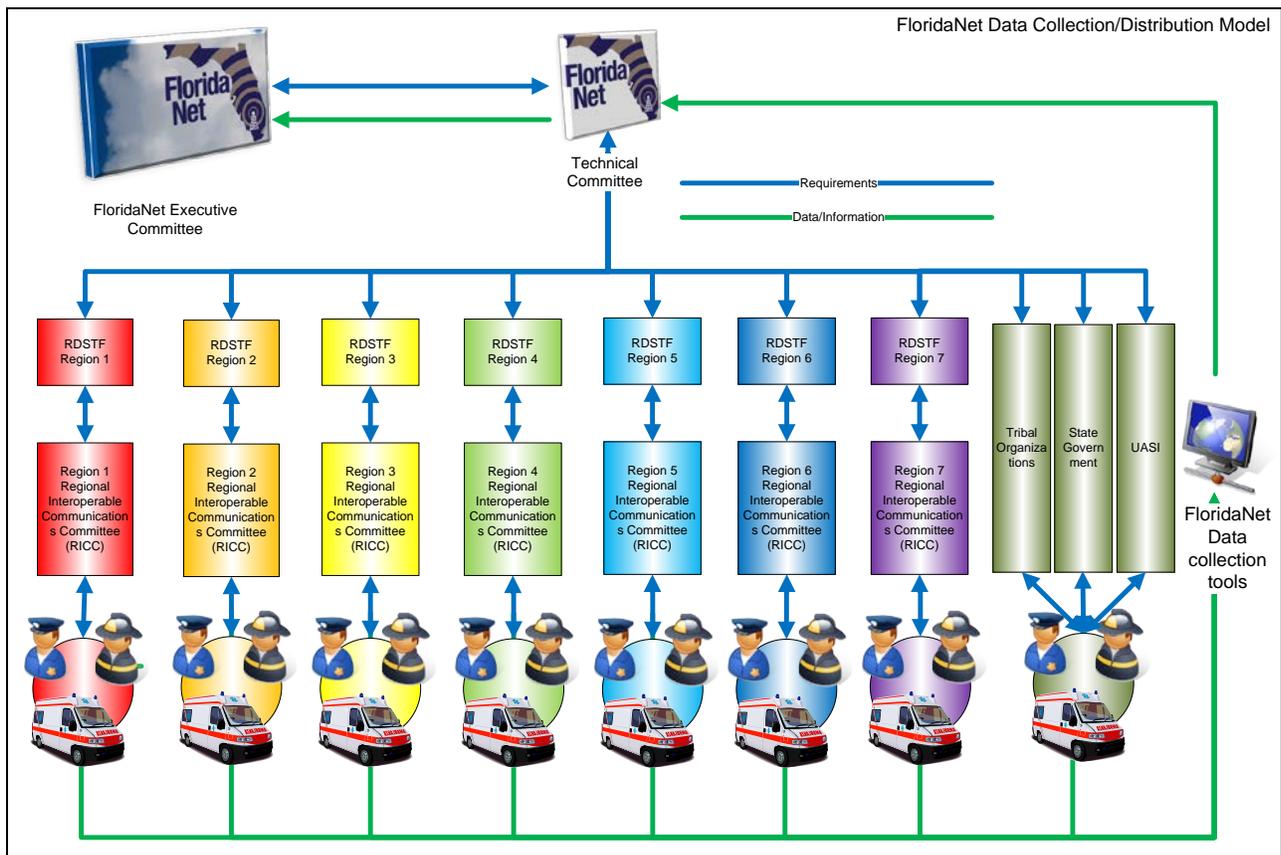
RFI/RFC – Since \$7 billion will not be enough for build out of FirstNet, then it is their intent to leverage the existing commercial networks to stretch their dollars. It's a partnership-carrier model. Normally, an RFI would be an open document, but due to the nature of the material it will be closed so the vendor community will feel more confident. The responses will vary throughout the nation and will assist greatly in the development of the Request for Proposal (RFP). Since we don't know what kind of funds can be generated by the excess capacity of the spectrum, then we don't know how much profit is going



to be generated for the remainder of the buildout. Another goal of FirstNet is to create a cost effective system and the lowest possible user fees. This will be the first time a federal program has been able to work within the commercial market. They are non-profit, so all profits go back into the system. This has to be a recapitalized model. There is concern over FirstNet vs. common carrier cost scenario being legislated. Legislation aside, this is a situation that if the common carrier could have provided this type of service, then they would have already.

8. Technical Committee Deliverable – Data Collection/Distribution Model (See Attachment B)

Greg Holcomb proceeded to give an update on the status of the Technical Committee and the Data Collection Model. As the graphic shows below, the Technical Committee will be working through the seven Regional Domestic Security Task Force (RDSTF) representatives, as well as the tribal organizations, state government and Urban Areas Security Initiative (UASI), to collect data. The UASI is already integrated within some of the regions but they have a lot of assets above and beyond the regions



Each region will need a point of contact. Make sure your organizations are being represented, because the FloridaNet team doesn't always know who should be there. A charter is being developed to assist the Technical Committee moving forward, but the seven RDSTF chairs are not the only experts. We need participation, so we need to know who needs to participate. The future framework for the



FloridaNet/FirstNet project will be resource assessment and performance improvement, but afterwards it will continue to assist the state as a governance model. This model is similar to the one produced by the Statewide Communications Interoperability Plan (SCIP). Motion was made, and seconded, to approve the process. The EC unanimously voted approval.

9. Technical Committee Deliverable – Contract Vehicle Survey (*see attachment C*)

Overview of the contract vehicle survey was presented and the results of the survey will be available to the Executive Committee and Technical Committee.

Concern was brought up over #2 in the survey: the definition of *medical facility* and what category does certain facilities fall under, e.g. nursing homes; why *specialized law enforcement* was used instead of just *law enforcement*; and how many surveys should be done if there are multiple disciplines within an agency? Solution: possibly add *nursing homes* to the survey, #2, and also suggest that the user do multiple responses if there is more than one discipline in their agency. Also, add *County* to #3.

We will analyze the survey and when we see a difference, we'll address it. Essentially, this survey is going to give us basic demographics, but if it's too complicated, then we might have to do an instruction hand out or definitions/FAQs/explanations on the survey to assist the user. Some responses might not be a perfect model since there will be overlap and we might have to do some level of data validation. But this survey is not stagnant, so we will be able to update the survey as we go along. Pam Montanari said the intent of the Office of Emergency Communication (OEC)'s survey (which FloridaNet's survey was modeled after) and the number of various disciplines was less granular than ours. The 'Other' category, which is in a majority of the questions on the survey, allows for trends to emerge, and we can adjust the survey accordingly.

So how are we going to move forward with this survey? Are we going to test it by possibly doing a pilot in one of the regions first before distributing to the entire state? The plan is to give the survey to the seven interoperability (I/O) chairs and other representatives and let them figure out how to handle distribution and assessment within their region. Should we do an education and outreach session to assist those taking the survey? Regional workshops were planned for August 2014, but are being rescheduled for the future. Should you send the model out, receive comments back, fix the survey and then resend the survey back to all? Or should you send another type of model? Or should we try and run parallel with the survey a face-to-face survey?

Our final goal is determine the number of public safety users in a geographic area; get a sense of the area to give the state a snapshot and pass it back to FirstNet. This is a building block.

We will try and have localized education and outreach. We will also parallel sending surveys out through the I/O chairs and representatives and then have members conduct the face to face interviews. This will allow us to figure out which one is the more effective approach.



Concern was brought up about interoperability with other states. As far as user/number data, this information is provided to DMS by Verizon, which is available by public record. This allows for good checks and balances from what we receive from the surveys.

User definition – who are our eligible users? Executive Committee needs to discuss this because this will go into the RFI. Is there a minimal standard? Our intent is to adopt a broad definition to assist with preemption and priority and strengthen communications within state.

Who's filling out these surveys? The representatives from the regions know who "they" are, and if not, then the EC will know. We need a point of contact. As far as tiers of users, this is not the purpose of this survey.

Is FirstNet going to be Wireless Priority Service (WPS)? As we move into IP based networks, it's all moving towards data. We are not designing for today's technology, but for technology 10-25 years from now.

Timeline for survey: Do a pilot program within a certain region (TBD) and then whatever data is received present at the FirstNet consultation on December 12, 2014. A motion was made to do a pilot program of the survey, seconded and passed.

Suggestion to add a place for free form comments on #18 of the survey.

10. Televate Presentation *(see Attachment D)*

Rick Burke (in person) and Joe Ross (online) presented about the proposed approach to responding to FirstNet's RFI. For this RFI, we have a very aggressive timeline and a short timeframe to collaborate.



FloridaNet Response Approach to the FirstNet Request For Information: Comprehensive Network Solutions

FloridaNet Executive Board
October 3, 2014

Presented by:
Rick Burke
TeleVate, LLC



TELEVATE

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- Determine key RFI “Objectives” to craft a response
- Define State RFI lead(s)
- Should we create RFI category teams based on areas of interest and expertise? *The main members that will be working on this will be the FloridaNet team of Ryan Burchnell, Larry Gowen, and Dean Fox.*
- How to best reach consensus on disparate objectives and opinions?
- Roll of commercial board members in preparing the State’s response?
- Approach to secure participation and provide response team forum for collaboration (meetings, conference calls, draft reviews)
- Who is the final decision maker on the State side
- There are many questions about how to approach this so which do we really concentrate on?

Question whether TeleVate was working with other states and customizing a solution for others? Yes. In TeleVate’s opinion, is this project feasible on national scale? If we don’t do it, then we fail on a really important opportunity. TeleVate is cautiously optimistic. This is a unique opportunity for public/private partnership. It brings this body (EC) to the table. Greg Holcomb commended FLHSMV on stepping up and taking on this project. Ryan Burchnell gave an overview of process of preparing to respond to the RFI and commended those involved. Larry Gowen and Dean Fox started the process on Monday (10/6). By Wednesday afternoon (10/8), they had gone through the state’s processing guidelines. By 5:00pm Wednesday, an Equote went out to the public. And by Thursday morning (10/9), TeleVate was notified to be here.



**Due to the nature of this topic, Verizon and Florida Power & Light (FPL) recuse themselves from any vote involving Televate. There are possible conflicts of interest since they all might be working on the same RFI.

There was a motion to approve Televate as the vendor to assist FloridaNet in the response to FirstNet's RFI, was seconded and approved by members present except for Verizon and FPL.

A working group between Televate and FloridaNet was scheduled at FLHSMV after lunch to review the RFI and start the process of a response. Concurrently, an Advisory Council Meeting will be held at the FSA, which is open to the public.

12. Action Items

1. Additional representation on Executive Committee:

- a. Contact Director James R. Karels, Division of Forestry, to see if he's interested in serving as an Ex Officio representative.
- b. Look for three nominees to add to the Executive Committee from:
 - i. DOT/public transportation
 - ii. Education
 - iii. Community Anchor Institutions
- c. Schedule follow up online meeting with Executive Committee meeting to discuss nominees
- d. Consider reaching out to law enforcement side of education for representation
- e. If someone is not being represented, please let FloridaNet team know
- f. Move current Ex Officios out from under Greg Rubin to under Mike McHargue (Department of Health)

2. Consultation preparation:

- a. If Florida wants to participate in other state's consultation, contact Dave Buchanan for contact information
- b. Consult with SPOC if considering inviting other states to Florida's consultation
- c. Connect Bobby Brown, Seminole Tribe of Florida, with Carl Rebstock, FirstNet Tribal Coordinator

3. Contract Vehicle Survey

- a. Possibly add 'Nursing Homes' to Question #2
- b. Add 'County' to Question #3
- c. Add a place for free form comments to Question #18
- d. Possibly add an instruction handout for the users taking the survey
- e. Pilot program
 - i. Send survey out to a test region (*to be determined*)
 - ii. Send out members to do face to face interviews



f. By 12/12/2014, provide some of the data to the EC at the consultation

4. Respond to RFI

a. Due by 10/17/14

5. Respond to RFC

a. Due by 10/24/14

Meeting adjourned 1:11pm.



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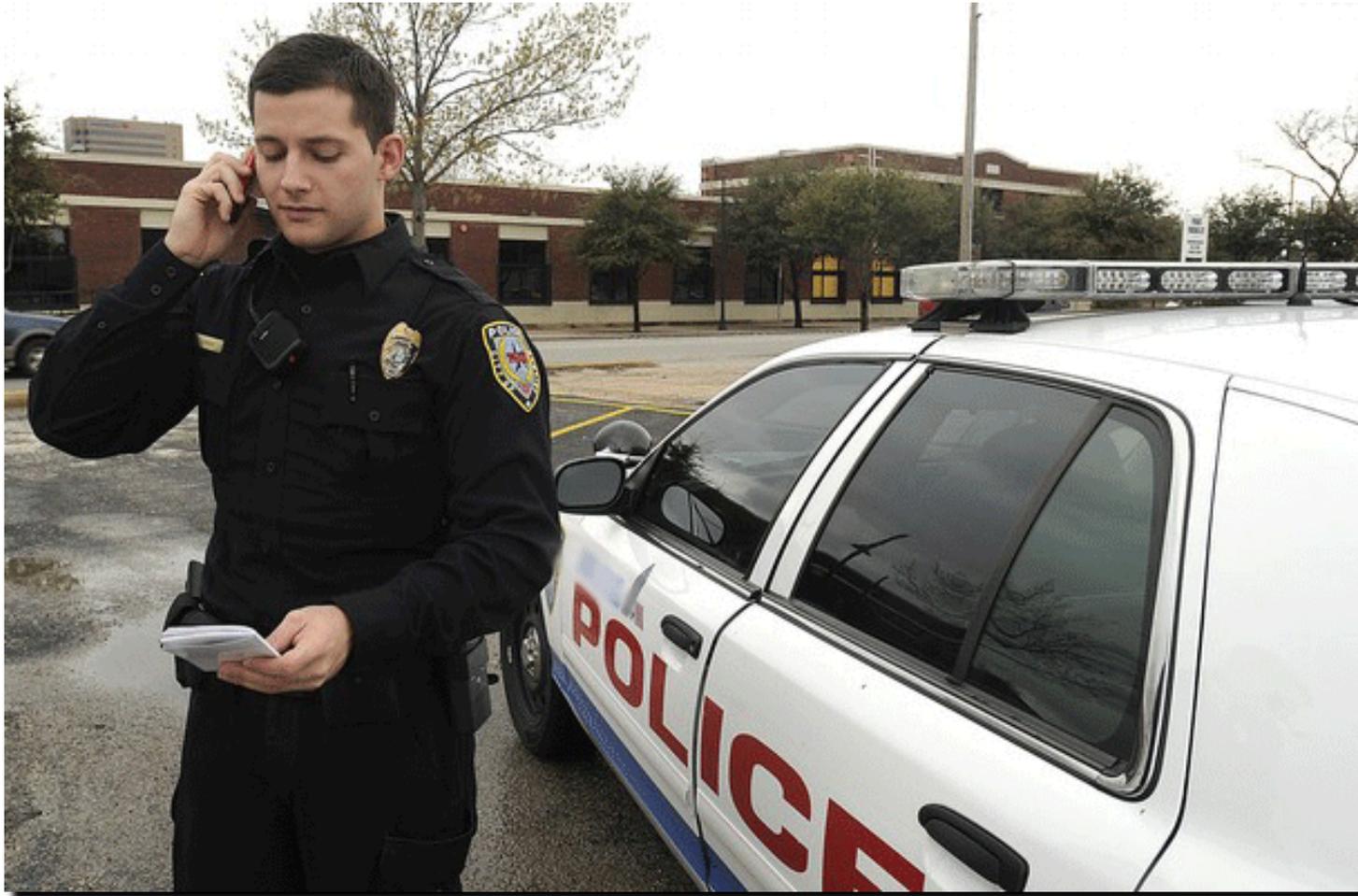
FloridaNet Executive Committee Meeting



**David Buchanan and
Edward Parkinson**

October 3, 2014

Why FirstNet?



Our History & Mandate



2004

2011

Middle Class Tax Relief and

*"The First Responder Network
single public safety wireless license
necessary to ensure the public
operation of the nationwide*



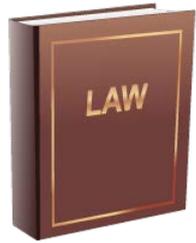
**increased assignment
spectrum for public
purposes.**

THE

Associations Supporting D-Block Reallocation

- | | |
|---|---|
| National Governors Association | National Criminal Justice Association |
| National Association of Counties | National Association of Police Organizations |
| National League of Cities | National Volunteer Fire Council |
| United States Conference of Mayors | National Troopers' Coalition |
| Council of State Governments | National Organization of Black Law Enforcement Executives |
| International City/County Managers Association | Association of Air Medical Services |
| National Conference of State Legislatures | Advocates for Emergency Medical Services |
| International Association of Chiefs of Police | Emergency Nurses Association |
| International Association of Fire Chiefs | National Association of Emergency Medical Services Physicians |
| National Sheriffs' Association | National Association of Emergency Medical Technicians |
| Major Cities Chiefs Association | National Association of State Emergency Medical Service Officials |
| Metropolitan Fire Chiefs Association | National Emergency Medical Services Management Association |
| Major County Sheriffs' Association | American Probation and Parole Association |
| Association of Public-Safety Communications Officials | National Association of Regional Councils |
| National Emergency Management Association | |
| International Association of Emergency Managers | |
| Police Executive Research Forum | |

FirstNet Beginnings



THE LAW

2.22.12

FirstNet becomes law
PL 112-96

GOVERNANCE



FirstNet Board of directors' **15** members have backgrounds in police, fire, sheriff, Emergency medical, city government, and commercial telecommunications.

Governor appoints **1** Single Point of Contact (SPOC) and governing body to represent the state's interests to FirstNet.

40 member Public Safety Advisory Committee (PSAC) advises FirstNet on public safety intergovernmental matters



FUNDING



\$7B authorized to build the FirstNet network. Funded by spectrum auctions through 2022. The first auction netted

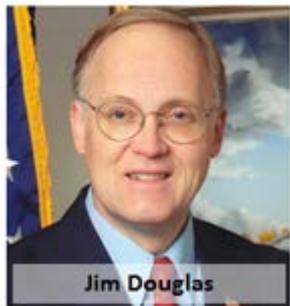


\$1.56B

20MHz of bandwidth has been dedicated to public safety in the prime **700MHz** frequency range.

5 New Board Members Appointed

- **Annise D. Parker** – *Mayor, City of Houston*
- **James H. Douglas** — *Former Governor, Vermont*
- **Chief Chris Burbank** — *Chief, Salt Lake City Police Department*
- **Richard W. Stanek** — *Sheriff, Hennepin County, Minnesota*
- **Frank Plastina** — *Technology Executive*



Five Unique Coverage Categories

Unique Geography and Demographics Require Multiple Solutions for a Seamless Operation in CONUS and Non-Contiguous States and Territories



Wilderness



Rural



Suburban



Urban



**Dense
Urban**

March 2014 Roadmap Summary

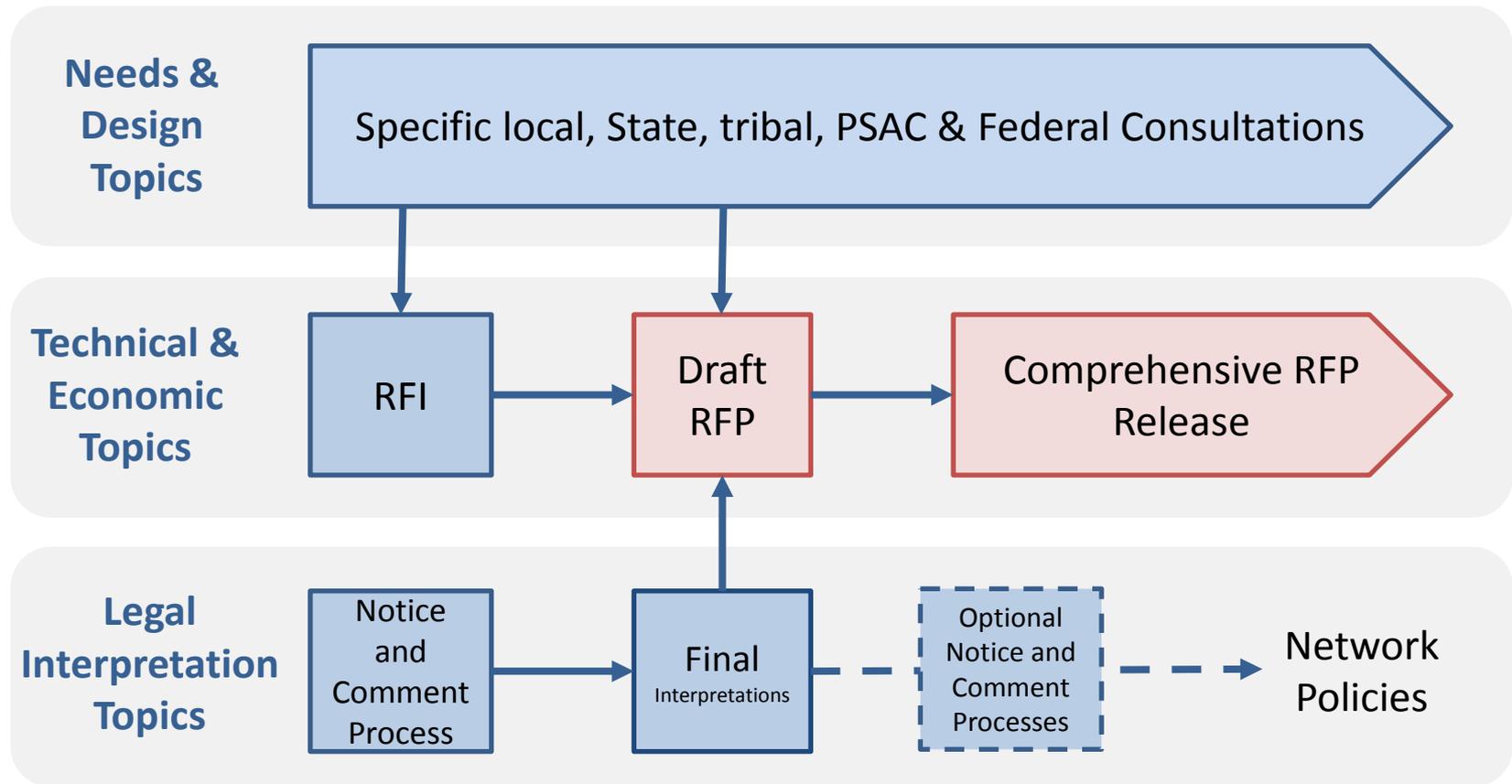
We are Here

...We want to make rapid progress for public safety, while balancing the need for robust design and cost-effectiveness. At this time, we believe the following milestones, over approximately the next year, should serve as appropriate checkpoints to ensure that we are on track within our roadmap to reach our goals:

- Initiate public notice and comment on certain program procedures, policies, and statutory interpretations;
- Release draft request for comprehensive network proposals for offeror comments;
- Release draft requests for certain network equipment and services proposals for offeror comments; and
- Begin formal state consultations.

As we travel along our program roadmap, we may determine that some of our assumptions are flawed, and change course accordingly. We may change the order of, or the actual roadmap milestones themselves as a result. Nevertheless, we believe we have charted a course to prove out a successful FirstNet for public safety....

How the Pieces Fit Together



RFP Processes

Consultative Processes



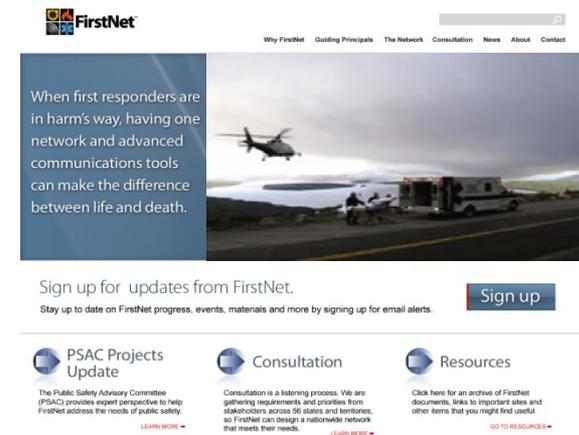
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Outreach and State Consultation

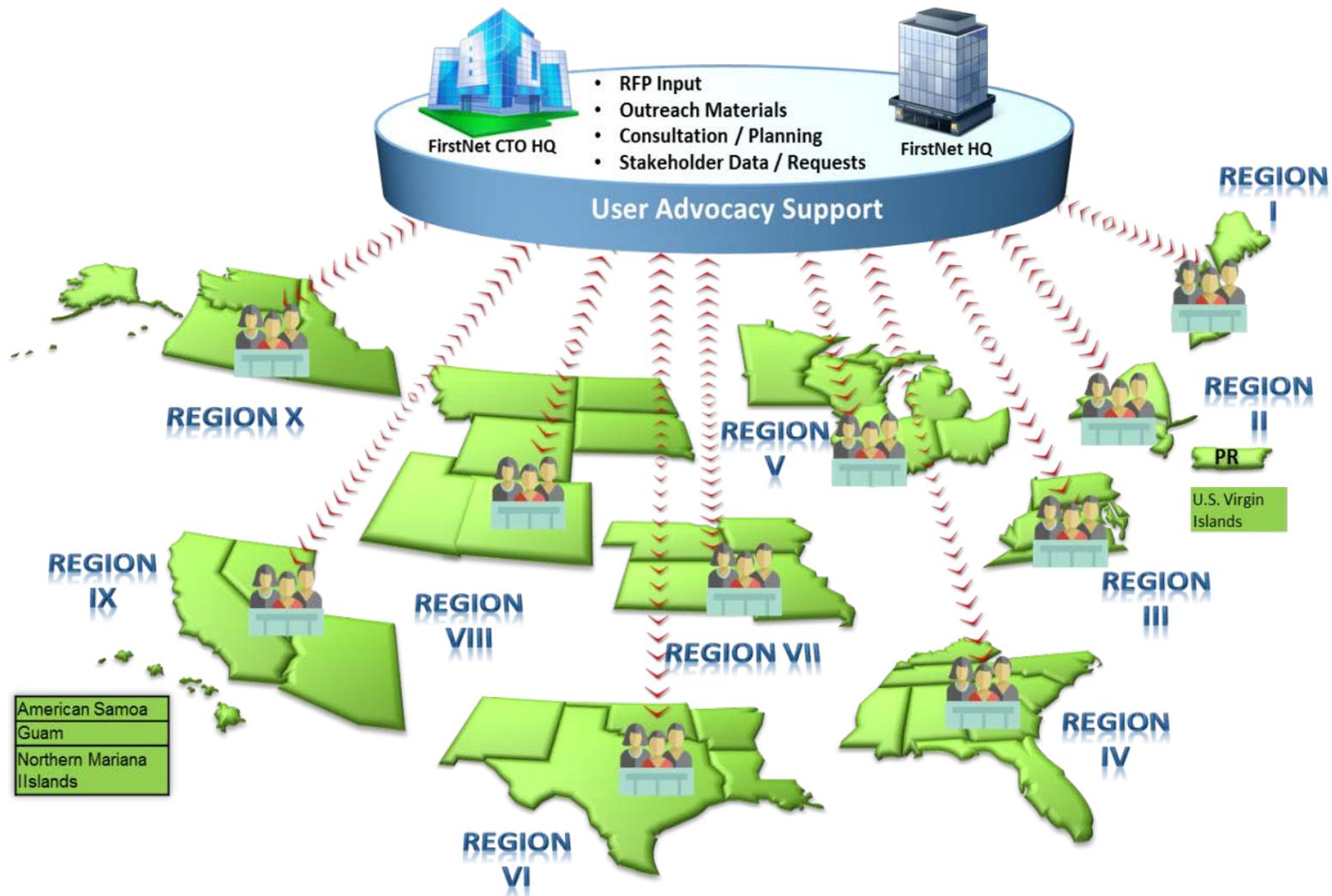


Outreach Overview

- **FirstNet is increasing outreach to the states through:**
 - Monthly conference calls with SPOCs
 - Quarterly webinars with SPOCs
 - Outreach materials
 - FirstNet website
 - Outreach and coordination with SLIGP team
 - Tribal community outreach efforts
- **FirstNet is increasing outreach to Locals/Associations through:**
 - PSAC and FirstNet team coordination
 - Briefings for National Association reps
 - Individual outreach as needed
 - Event outreach

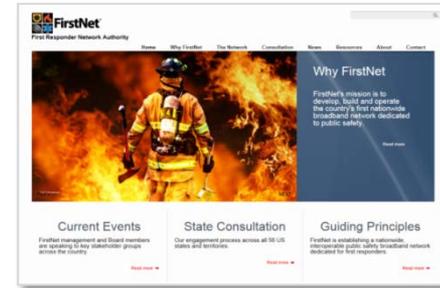


Understanding the Need for Regional Outreach Support



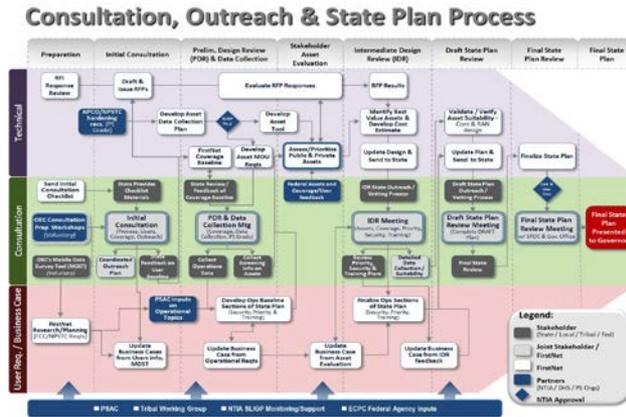
Outreach and Communications

- Contact your Single Point of Contact
- Participate in the Public Comment and consultation process
- Visit FirstNet.gov website
 - Fact Sheets, Blogs, and Presentations
 - Upcoming speaking engagements
- Look for social media presence
 - Twitter [@firstnetgov/](https://twitter.com/firstnetgov)
[@firstnetrez](https://twitter.com/firstnetrez)
 - LinkedIn
 - YouTube ([FirstNetGov](https://www.youtube.com/FirstNetGov))
 - Flickr ([FirstNetGov](https://www.flickr.com/photos/firstnetgov/))



Overview Of State Consultation Process

- Consultation is an iterative process, not a single event
- FirstNet will communicate the consultation process and necessary roles and responsibilities
- Consultation will focus on critical information and data
- Like consultation, plan development will also be iterative
- Consultation culminates with the creation of the state plan



Together, stakeholders and FirstNet will have engaged in a process that provides meaningful and thorough information for the state plans

Getting States Ready For Consultation (cont.)



- Consultation readiness checklist
 - FirstNet is developing a checklist for SPOCs to use as a guideline prior to consultation
 - This checklist's topics are consistent with deliverables required by SLIGP
- Examples of consultation checklist items may include:

Governance:

- Functioning governance body in place
- Date/time of next governance body meeting
- Formal relationships documented with state's tribes

Assessment and Validation:

- User agencies identified / proposed
- Secondary users identified / proposed
- Key stakeholders with assets that could assist with the network build out are 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 public safety leadership in state
- Calendar of existing state, regional, and national public safety association events

Maryland July 29 Initial State Consultation Meeting Summary

- Attendees:
 - Governor O’Malley and Component Heads
 - Maryland Broadband Team
 - Local Public Safety Representatives
 - State Agency Members
 - FirstNet Acting General Manager and Key Staff

- Agenda Topics:
 - State Update
 - FirstNet Update and State Consultation Process
 - Users and Coverage
 - Outreach
 - Wrap-up and Next Steps



What Did We Learn About Maryland?

■ Coverage and Events

- Preakness Stakes provided unique backdrop to illustrate communications challenges

■ Users

- Incident-based eligible users should include fire, law enforcement, EMS, and emergency management
- Non-traditional public safety users need to be considered by FirstNet

■ Operations

- Local coordination is key for planned and unplanned events

■ Uniqueness of the state

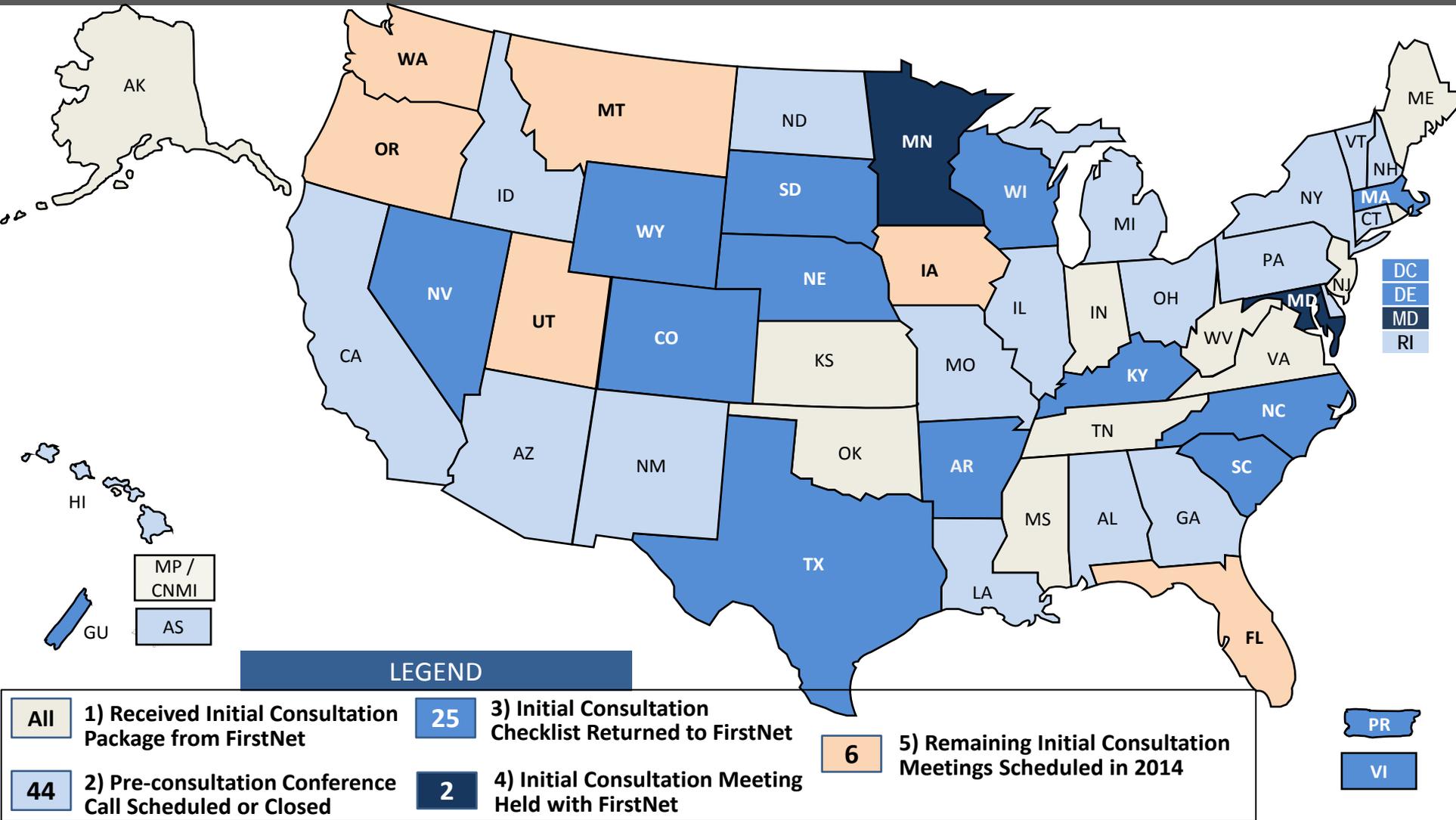
- Maryland is unique in that it houses federal government offices (e.g., Federal Bureau of Investigation, National Security Agency, etc.) and many federal government workers live in Maryland

■ Cyber security is important

Location of Disaster Declarations since 2000.



State Consultation Activity Tracker (As of September 24, 2014)



RFI and Public Notice and Comment





What is the purpose of the RFI?

- Provide interested parties with greater visibility into FirstNet's proposed direction for network deployment

- Helps FirstNet gather information to:
 - Better understand industry's capabilities
 - Shape the comprehensive network solution acquisition strategy
 - Establish the direction for industry day
 - Inform the Statement of Objectives (SOO) and Requests for Proposals (RFP)
 - Surface questions and answers that FirstNet has not asked or considered



What is the purpose of the SOO?

■ **The Statement of Objectives (SOO)**

- Outlines a performance-based acquisition approach
- Presents a set of objectives in order to encourage innovative solutions to meet public safety needs
- Counts on marketplace collaboration to ensure best outcomes for states, territories and tribal lands

■ **FirstNet Does Not:**

- Dictate a specific technical or network solution – other than a few essential parameters
- Specify required partnerships, alliances, or joint ventures within the vendor community



Why Do Notice and Comment?

- Notice is an opportunity to receive input on unclear provisions of the law
- Comments will provide critical inputs into the draft RFP and will shape the economic and technical aspects of the procurement
- Allows a broad audience, including public safety entities, to provide feedback in the *Federal Register* notice process



Initial Topics Overview

- This Notice covers the following topics:
 - Network elements, including “Core” and “RAN”
 - Network users, including “public safety entities,” “secondary users” and other network users
 - Permitted services
 - RFP standards for “open, transparent, competitive” process
 - Definition of “rural” and substantial rural coverage milestones
 - Existing infrastructure sharing
 - Fees, including covered leasing fees

- Request for Information (RFI) with a draft Statement of Objectives (SOO)
 - Document can be found on the FirstNet website and is posted officially on FedBizOpps at www.fbo.gov
 - Deadline to submit comments is Friday, October 17, 2014

- Public Notice and Comment
 - Document can be found on the FirstNet website and is posted officially on the *Federal Register* at www.regulations.gov
 - Deadline to submit comments is Friday, October 24th

- FAQs on each document are available on the FirstNet.gov Resources Page

Get Involved



- Contact your respective PSAC members to provide your input and feedback (<http://firstnet.gov/about/public-safety-advisory-committee>)
- Participate in the RFI and public notice processes
- Contact Edward Parkinson, Director of Government Affairs, at 202-482-3785 or edward.parkinson@firstnet.gov or David Buchanan, Director of State Consultation 202-407-0420 or david.buchanan@firstnet.gov
- Visit www.firstnet.gov, <https://www.youtube.com/user/FirstNetGov> and follow us @FirstNetGov on Twitter for updates, news and resources

Thank You



www.firstnet.gov
@FirstNetGov



FirstNet™

Summary

FloridaNet is the group responsible for working with the First Responder Network Authority to design the nation's first public safety broadband network. This document is intended to provide a model for collection and distribution of data from all public safety disciplines within the state of Florida.

The model for data collection and information distribution is influenced by the Statewide Communication Interoperability Plan (SCIP) Governance structure. This is done purposefully to strengthen and enhance existing governance structures throughout the state in order to improve interoperable communications.

This process is intended to provide a feedback loop in order to align project requirements and maintain transparency. Some data may be public-safety sensitive and blocked from view by all parties.

Overview of the model

Step 1: The FloridaNet Executive Steering committee provides direction and guidance on the execution of the project activities as part of the State and Local Implementation Grant Program (SLIGP) as part of the overall planning effort to present a plan to the Governor of Florida for participating in the National Public Safety Broadband Network (NSPBN). The FloridaNet Executive Committee provides authorization and approval to proceed with all data collection requirements, data models, tools and activities.

Step 2: The FloridaNet Technical Committee, Chaired by Greg Holcomb, is responsible for executing the necessary steps to collect and disseminate data as directed by the FloridaNet Executive Steering Committee. The Technical Committee develops and recommends all data collection requirements, data models, tools and activities for approval by the FloridaNet Executive Steering Committee. The Technical Committee is comprised of multi-disciplined subject matter experts from across the state of Florida. Current representation includes public sector fire, ems, law enforcement, radio/communications operations and management, Florida National Guard, private sector and state-wide technology leadership. Each of the state's Regional Domestic Security Task Force Interoperability (RDSTF IO) Chairs is a member of this committee. The Technical Committee serves as the single point of contact for each of the RDSTF IO chairs and Technical committee membership provide guidance on data collection and information distribution requirements from the FloridaNet Executive Committee.

Step 3: The RDSTF IO Chair is responsible for dissemination of data collection and information distribution requirements within their region. They are encouraged to utilize their Regional Interoperable Communications Committee (RICC) to facilitate this process. The RDSTF IO Chair is the single point of contact for their region and provides guidance on data collection and information distribution requirements from the FloridaNet technical committee. Each RDSTF is responsible for ensuring participation of all public safety disciplines from each county, municipality, local government, and private sector within their region. It is strongly encouraged that the RDSFT leverage their RICC for this process activity. FloridaNet staff is available to assist the IO Chairs, as requested. IO Chairs will Work with the Technical Committee Chair to establish some guidelines on approach make a coordinated request of FloridaNet staff resources. Tribal organizations, State Government and UASI will determine the best model for information dissemination and collection based on their organization structure. Each representative serves as the single point of contact for their discipline.

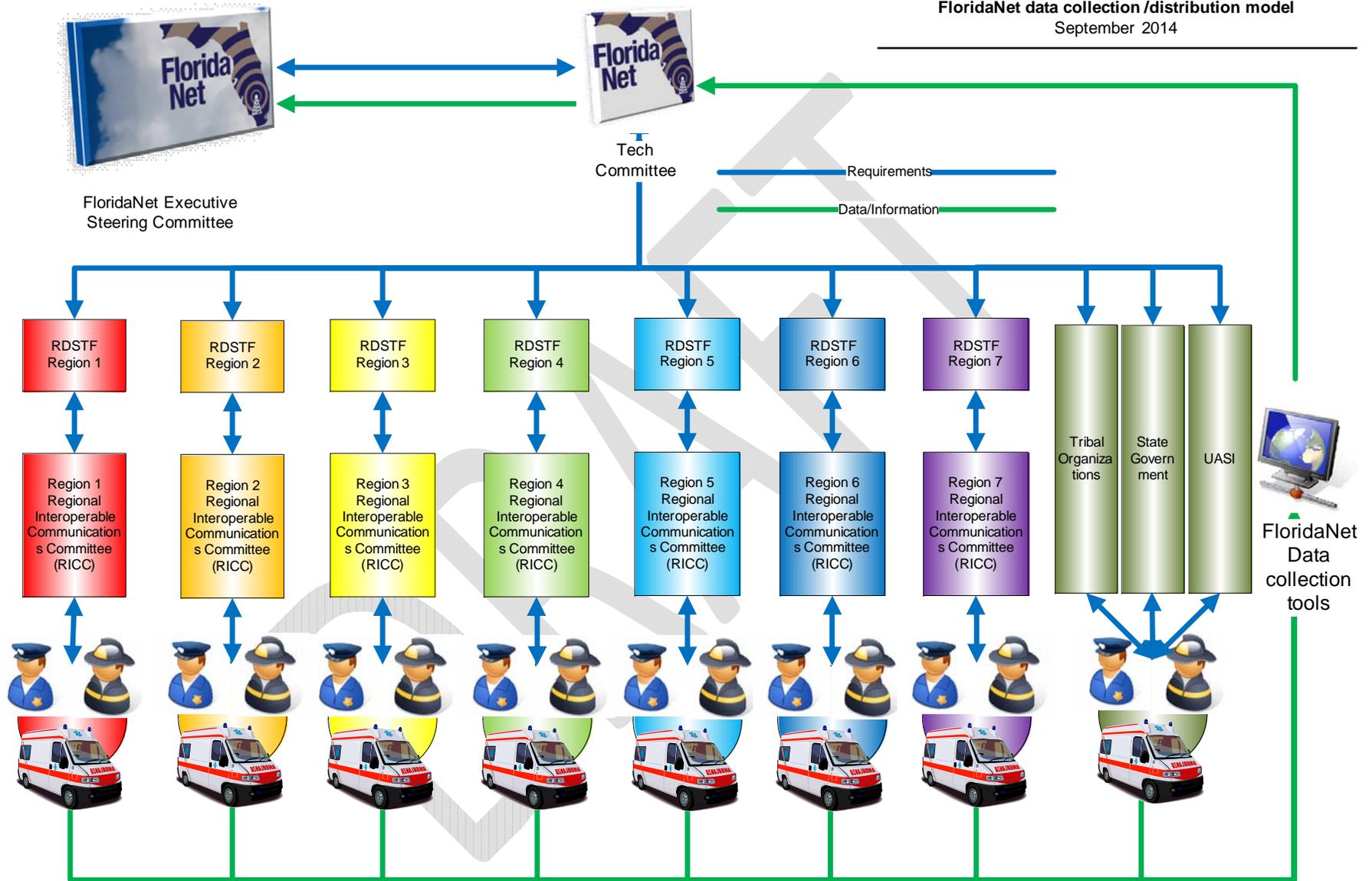
Step 4: First responders provide key data based on informational requirements or questions from the RDSTF IO Chair, local RICC, Tribal Representative, State Government liaison, or UASI contact . All disciplines are encouraged to participate and will be provided access to any data collection tool utilized in the process. The RICC or representative body identified from each organization should be the single point of contact for questions about the data collection process

Step 5: FloridaNet data collection will be conducted utilizing tools available through the cloud. Training on the usage of these tools will be provided by the FloridaNet team. Data and information collected will be provided back to the Technical Committee for presentation to the FloridaNet Executive Steering Committee for action or decision.

Rest of page intentionally left blank

FloridaNet data collection model 2014

FloridaNet data collection /distribution model
September 2014



Thank you for participating in the data collection efforts to design the nations first public safety broadband network. The information collected will be provided to the FloridaNet team for use in the consultation process with FirstNet.

***1. Select your organization type:**

- Federal
- State
- Local
- County
- Tribal
- Private Corporation
- Public Utilities
- Public Health Care
- Other (please specify)

***2. Please select the discipline that best describes your agency or division:**

- | | | |
|--|---|--|
| <input type="radio"/> Courts, Corrections and Security | <input type="radio"/> Hospitals and Medical Facilities | <input type="radio"/> Public Safety Communications |
| <input type="radio"/> Emergency Management | <input type="radio"/> Law Enforcement (Municipal, State, Sheriff, Highway Patrol) | <input type="radio"/> Public Utilities (Electricity, Gas, Water, Telecom and Sewer) |
| <input type="radio"/> Emergency Medical Services | <input type="radio"/> Military | <input type="radio"/> Specialized Law Enforcement (Investigations, Intelligence, Dignitary Protection, Specific Jurisdiction or Mission) |
| <input type="radio"/> Facilities and Land Management | <input type="radio"/> National Security/Intelligence | <input type="radio"/> Transportation Services |
| <input type="radio"/> Fire Service | <input type="radio"/> Public Administration and Support Services | |
| <input type="radio"/> Highway and DOT | <input type="radio"/> Public Health | |
| <input type="radio"/> Other (please specify) | | |

Demographics

*3. Please provide some details about yourself and your organization:

Name:	<input type="text"/>
Agency/Organization:	<input type="text"/>
Address:	<input type="text"/>
Address 2:	<input type="text"/>
City/Town:	<input type="text"/>
State:	<input type="text"/>
ZIP:	<input type="text"/>
Position/Title:	<input type="text"/>
Email Address:	<input type="text"/>
Phone Number:	<input type="text"/>

*4. How many of the following types of employees are in your agency? (For the purposes of tracking agency staff, contractors should be considered employees):

	0-50	51-200	201-500	501-1000	Greater than 1000
Full Time	<input type="radio"/>				
Part Time	<input type="radio"/>				
Volunteers	<input type="radio"/>				

*5. Please provide information on your vehicles used in your agency/organization:

	0	1-50	51-200	201-500	501-1000	Greater than 1000
Fleet Vehicles that utilize data	<input type="radio"/>					
Fleet Vehicles that don't utilize data	<input type="radio"/>					
Personal Vehicles that utilize data	<input type="radio"/>					
Personal Vehicles that don't utilize data	<input type="radio"/>					

6. Does your agency/organization utilize any type of data monitoring/data management product?

- Yes
- No
- Not Known

Carrier information

FloridaNet is collecting this data to determine what contract vehicle you utilized to obtain your current wireless broadband data service. Carrier = mobile data carrier

***7. What procurement process was utilized by your agency to select your carrier (select all that apply)?**

- Master contract - GSA/Federal
- Master contract - State
- Master contract - Other entity
- Local RFP/Bid
- Based on price quotes
- Not governed by a formal procurement process
- Carrier selected by other agency/organization
- Unknown
- Other (please specify)

8. How many mobile data carriers are required to fulfill your public safety mission?

- 1
- 2
- 3
- 4 or more
- Not known

Multiple Carrier information

9. Why do you require multiple carriers? (check all that apply)

- Coverage
- Capacity
- Features
- Roaming
- Redundancy
- Reliability

Other (please specify)

Carrier information continued

***10. Please check each of the commercial carriers you use (check all that apply):**

AT&T

Metro PCS

Sprint

T-Mobile

TracFone

US Cellular

Verizon

Other (please specify)

11. Do you utilize a private data network?

- Yes
- No

Private Data Network

12. You indicated that you utilize a private data network. Do you own or lease the network?

- Owned
- Leased
- Vendor (please specify)

Mobile devices

13. What types of mobile device appliances do you utilize and what is your monthly bill for each?

	Less than \$40	\$41 - \$50	\$51 - \$65	Greater than \$65	N/A
Air card or computer/tablet with integrated wireless modem	<input type="radio"/>				
Smart Phone	<input type="radio"/>				
Cell phone (voice only, no data)	<input type="radio"/>				
USB/Sidecar Modem	<input type="radio"/>				
Automatic Vehicle Location/ Global Positioning System (AVL/GPS)	<input type="radio"/>				
Vehicular Modem	<input type="radio"/>				
Integrated Router	<input type="radio"/>				

Other (please specify)

14. What type of data plan do you have for these devices?

	Unlimited data	Bundled	Not known
Air card or computer/tablet with integrated wireless modem	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Smart Phone	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cell phone (voice only, no data)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
USB/Sidecar Modem	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Automatic Vehicle Location/ Global Positioning System (AVL/GPS)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vehicular Modem	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Integrated Router	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

Carrier information part 2

***15. Approximately how many devices does each employee have in your organization (devices include laptops with air-cards, tablets, and smart phones)? Please include any personal devices used for work purposes.**

- Less than 1 (a small amount of employees share devices)
- 1
- 2
- 3 or more
- Unknown

Features

16. What are the most important factors you consider when selecting a mobile data carrier?

	Not at all important	Slightly important	Moderately important	Very important	Extremely important
Cost	<input type="radio"/>				
Coverage	<input type="radio"/>				
Capacity	<input type="radio"/>				
Customer Service	<input type="radio"/>				
Manageability	<input type="radio"/>				
Security	<input type="radio"/>				
User provisioning	<input type="radio"/>				
Emergency Response	<input type="radio"/>				

17. What mission critical activities rely on your mobile data network? (check all that apply)

- Text messaging, paging, one way notifications
- Automatic Vehicle Location/ Global Positioning System (AVL/GPS)
- Database inquiries (FCIC/NCIC, criminal history, hot files)
- Records Management Systems (local queries)
- Computer Aided Dispatch (CAD) interface
- Field based reporting
- Small File transfers (up to 1MB)
- Large File transfers (over 1MB)
- GIS/Situational awareness
- Internet browser access
- Intranet access/VPN to home network
- Tactical "chat" rooms
- Transmission of low quality video
- Transmission of high quality video
- Telemetry (continuous process status monitoring)
- Web based training
- Video conferencing
- Mobile device management/updating
- Land Mobile Radio (LMR) integration

Other (please specify)

Thank you

Thank you for participating in the FloridaNet contract vehicle survey.

18. What is the level of awareness within your agency of the FloridaNet program?

- Not familiar at all with the mission, goals and operations
- Some awareness of the mission, goals and operations
- Above average knowledge of the mission, goals and operations
- Extensive knowledge of the mission, goals and operations



FloridaNet Response Approach to the FirstNet Request For Information: Comprehensive Network Solutions

FloridaNet Executive Board
October 3, 2014

Presented by:
Rick Burke
Televate, LLC



TELEVATE

Agenda

- Televate / The Interoperability Group Corporate
- FirstNet RFI and Statement of Objectives Overview
- Discussion of major concerns for program and roadblocks to success
- Discussion of questions asked in RFI
 - Document areas the State wishes to address
 - Document high-level perspective of board
- FloridaNet RFI Response Strategy and Approach
- RFI Preparation Next Step and Schedule
- State of Minnesota FirstNet Consultation Overview
- Closing remarks

Televate Overview



Company Overview

Founded in 2001, Televate is a leading engineering consultancy delivering innovative communications and IT services and solutions for public safety and critical infrastructure industries. Our technology and program management experts design sustainable, interoperable land mobile radio, wireless broadband networks and applications, and advanced information technology solutions.



Our Expertise

- Broadband Networks (700 MHz, 4.9 GHz, LTE, Wi-Max, Wi-Fi, Microwave, Fiber)
- Land Mobile Radio (P25 Voice & Data, Narrowbanding, RF Testing)
- Public Safety Applications: (CAD/AVL, Field Reporting, RoIP)
- Closed Circuit Television (Fixed and Mobile)
- Interoperable Communications
- Strategy and Planning

The Interoperability Group

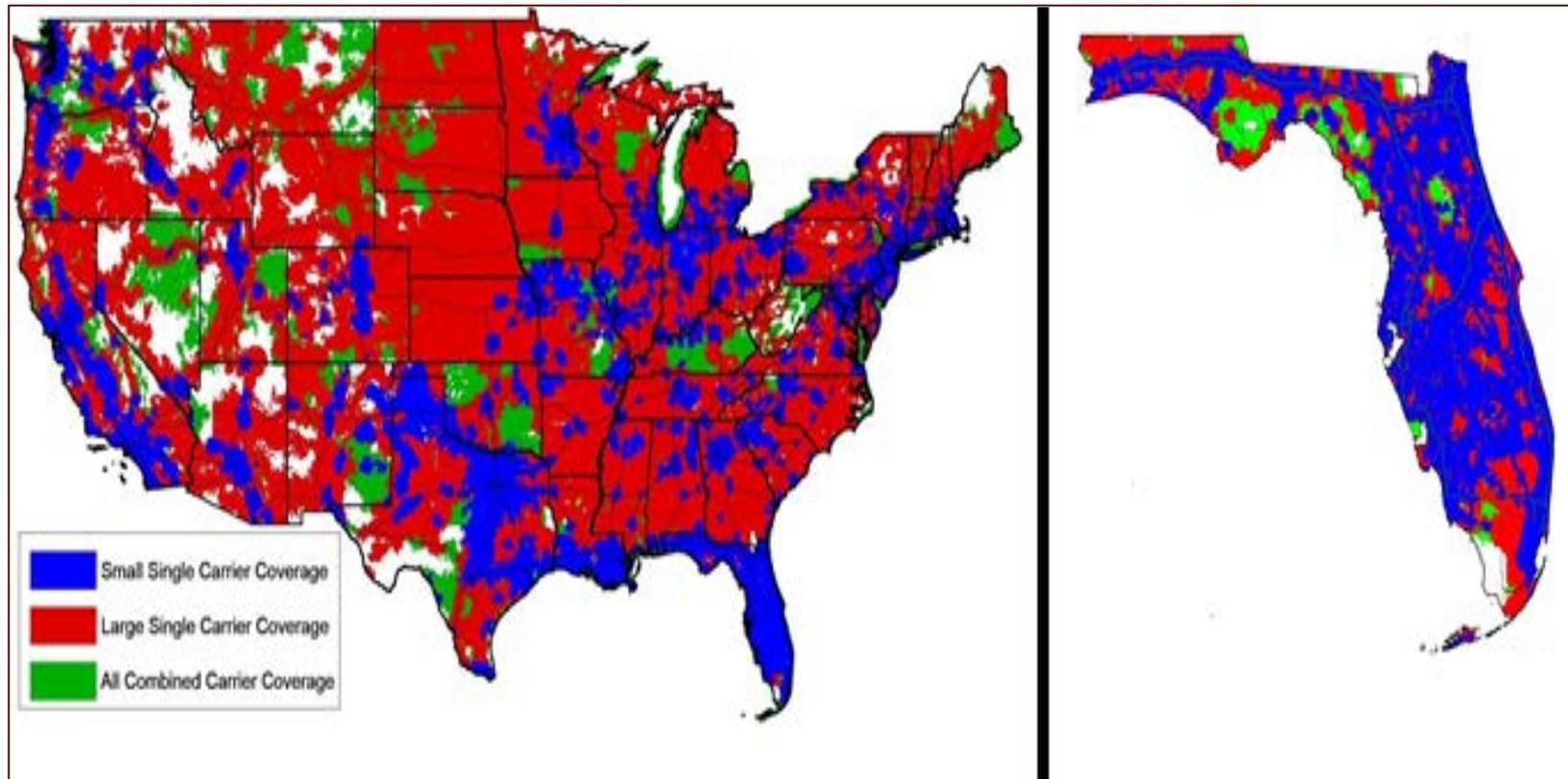
- Legal and consulting practice focused on the cross section of technology, governance and policy
- Substantial public safety broadband governance and policy experience

Telestate Public Safety Broadband Programs (Sample)

Client	District of Columbia	District of Columbia	Los Angeles Regional Interoperability System (LARICS)	State of Minnesota	State of North Dakota	Denver USAI	State of New Jersey	State of New Mexico	City of Ketchikan, Alaska
Project Title	Broadband Wireless Accelerated Radio Network (WARN)	SLIGP Planning Services	LTE Design, implementation and FirstNet consultation	SLIGP Planning Services/700 MHz LTE Pilot Design & Plan	SLIGP Planning Services	Mobile Needs Assessment, Design for 700 MHz LTE Network	Statewide BTOP Funded Initiative	Statewide BTOP Funded Initiative	Business and Engineering Strategic Plan supporting a commercial LTE Broadband deployment
Financial and Business Case Implementation Model	✓		✓	✓	✓	✓		✓	✓
Broadband Network Design	✓		✓	✓	✓	✓	✓	✓	✓
User and Network Requirements Gathering	✓	✓	✓	✓	✓	✓	✓	✓	
Program Management		✓		✓	✓		✓		
Technical Specifications & SOW Development	✓		✓	✓	✓		✓	✓	✓
Commercial Carrier & Partnerships Evaluation	✓		✓	✓	✓	✓	✓		✓
Stakeholder Education & Outreach	✓	✓	✓	✓	✓	✓	✓	✓	
Asset Identification/ Inventory	✓		✓	✓	✓	✓		✓	✓
Memorandum of Agreement (MOA)	✓	✓		✓	✓				
Governance Assessment		✓		✓	✓	✓	✓		✓
Project Implementation & Staffing Plan	✓	✓	✓	✓	✓	✓	✓	✓	✓
Broadband System Deployment	✓								✓

Televate Response to FloridaNet RFI

- Televate provided a detailed response to the Florida RFI earlier in 2014
- We became familiar with what makes Florida unique.
 - Crafted a budgetary LTE design and associated capital and operational budget (Televate Business Case White Paper)
 - Televate reviewed how a nationwide commercial cellular partner would affect the flexibility of addressing the Florida coverage needs



RFI Purpose

- **Secure input:**
 - “regarding approaches to and objectives for establishing a nationwide interoperable public safety broadband network.”
 - “to better understand industry’s capabilities, evaluate best procurement approach(es), and determine how to best leverage existing capabilities and best practices to meet public safety needs.”
- **Focus on impending RFP(s)**

Information Requested

- Feedback on “Statement of Objectives” (SOO)
 - 15 objectives
- Answers to specific questions
 - Organized according to SOO
 - 30 total
- Acquisition Approach questions
- Evaluation criteria and basis for RFP vendor selection

Acquisition Approach

- 30 questions and multiple sub-questions,
 - Cover a broad scope of procurement, vendor procurement, partnership, administrative and technical operations, relationship between FirstNet and Opt-in and Opt-out States, and other topics of interest
- RFI Highlights
 - Not dictate approach
 - Network solution or solutions
 - “it” control[s] and operate a nationwide Core network, RAN, devices, deployables, applications, integration and maintenance
 - Includes in-kind or monetary value provided by offerers in consideration for secondary use

Other Logistics

- Issue date: 9/17/2014
- Televate first draft due: 10/14/2014
- Due date: 10/17/2014
- Maximum 75 pages (12pt in News Times Roman or Calibri)
- Respondents may be invited to present response
- Proprietary or Confidential information will be kept confidential (shared with contractors who sign NDAs)

Statement of Objectives (Pt. 1)

1. BUILD, DEPLOY, OPERATE AND MAINTAIN THE NPSBN:

- Nationwide interoperable 24/7

2. FINANCIAL SUSTAINABILITY:

- Meet objectives while minimize risks

3. COMPELLING AND COMPETITIVE PRICING PACKAGES:

- Promotes optimum public safety subscribership while maintaining financial sustainability.

4. END USER DEVICES:

- operate seamlessly on the NPSBN, roam onto partner networks (including non-band 14 networks), and interoperate with FirstNet's application ecosystem.

5. APPLICATION ECOSYSTEM:

- provides public safety-relevant capabilities and services.

6. ACCELERATE SPEED TO MARKET:

- Provision of initial broadband capabilities, Band 14 capabilities, significant subscribership to the NPSBN, and substantial rural coverage milestones (incl. IOC and FOC)

7. SYSTEM HARDENING:

- Hardened to withstand environmental, cyber and other threats.

8. PRIORITY AND PREEMPTION:

- for all NPSBN users under tiered, national, regional, and local control.

9. INTEGRATION OF OPT-OUT STATE RANs:

- users operate without service interruptions

Create RFI Objectives response teams?

Statement of Objectives (Pt. 2)

10. INTEGRATION OF RANs AND INFRASTRUCTURE ON A COST-REIMBURSEMENT BASIS:

- Leveraging commercial, FirstNet, or other public RANs and commercial, FirstNet, or other public infrastructure on a cost-reimbursement basis.

11. SYSTEM RELIABILITY AND RESTORATION:

- At least 99.99% reliability, throughput >256kbps > 95% of time, End-to-end availability, from device-to-applications and device-to-public safety enterprise networks, should exceed 99%.
- Operate during natural and man-made disasters with restoration of services to the NPSBN as quickly as possible.
- special consideration to all disaster prone areas

12. LIFECYCLE INNOVATION:

- Evolve the NPSBN solution, including products, services

13. PROGRAM AND BUSINESS MANAGEMENT:

- Provide program management for the NPSBN

14. CUSTOMER CARE AND MARKETING:

- Market NPSBN products and services to all states, territories, tribal lands and users throughout each FirstNet service area.
- Provide responsive and timely customer acquisition, service and customer care, including a pipeline of new devices and an ecosystem that meets the needs of FirstNet and FirstNet users.
- Provide life cycle service and support to all users.

15. FACILITATE FIRSTNET'S COMPLIANCE WITH THE ACT AND OTHER LAWS:

- Perform all objectives in a manner, and provide information and services, to facilitate FirstNet's compliance with its statutory requirements under the Act and other laws applicable to FirstNet.

OPEN DISCUSSION - MAJOR CONCERNS AND ROADBLOCKS TO SUCCESS

DETAILED QUESTIONS AND DISCUSSION REGARDING FLORIDA RESPONSE

Acquisition Approach Questions/Input

- Economies of scale
- Value of leasing spectrum
- Single nationwide or market by market
- Speed of deployment
- Act as integrator, equipment and services acquisition, or comprehensive nationwide solution?
- At what state (deployment) should existing infrastructure be integrated?

Build, Deploy, Operate, and Maintain - (Objective 1)

- Feasibility of nationwide coverage
- Cost-benefit tradeoff of types of coverage (in-building, outdoor, satellite, etc.)
- Combine Core, RAN, and leasing of capacity across all geographies?
- How to handle opt-out states?

Financial Sustainability (Objective 2)

- How can FirstNet minimize cost? (what risks are associated)
- How should FN maximize the value of excess spectrum lease agreements
 - Minutes/years, geography, gbps, MHz, others
- What strategies should FirstNet pursue to continue service beyond the 15 year initial term?

Pricing (Objective 3)

- Prices and features to drive adoption
 - Tiered pricing
- What measures to ensure cost basis does not require unreasonably high user/Core fees?
- Operational policies to make network sustainable?

Accelerate Speed to Market (Objective 6)

- Recommended technical and deployment milestones
 - Significant public safety subscribership
- Rural milestones in statutory obligation - include milestone chart

System Hardening (Objective 7)

- How to address unique environmental hardening objectives of regions
- How to evaluate disparate solutions in proposals?
- How to address special areas or regions with unique homeland security or national security needs?

Priority and Preemption (Objective 8)

- Innovative approaches, including local control
- How implemented in opt-out States
- How to measure prioritization and network preemption during emergencies?
- How local, state, tribal, Federal agencies best implement priority in multi-level public safety responses

Opt-out RAN integration (Objective 9)

- Technical and other integration issues at all IOC milestones b/t opt-out RAN and NPSBN
- Technical and integration issues when opt-out state requests to enter into a Covered Leasing Agreement

Integration of RAN (Objective 10)

- Describe “your approach” - Is it economically desirable to:
 - Leverage existing commercial wireless infrastructure
 - Include partnerships with existing commercial mobile providers
 - Enter into agreements to utilize existing infrastructure
- Describe how “your approach” would leverage existing infrastructure (standards, specs, restrictions)
- How would costs outweigh benefits?

Reliability and Restoration (Objective 11)

- Technical approaches to meet program reliability and restoration objectives (incl. disaster zone areas)
- Any additional service metrics to be considered by FirstNet

Lifecycle Innovation (Objective 12)

- How to evaluate proposals to ensure ongoing technology enhancements?
- What opt-out state policies?
- How to enforce to ensure nationwide interoperability?

Customer Care and Marketing (Objective 14)

- Go-to-market and sales/distribution activities
- Pre-sale, sales, and post-sales
- Strategies for transitioning public safety customers onto your solution
- Levels and methods of control in creating, marketing, pricing, and deploying products and services
- Levels of adoption and barriers to adoption expected.

Act Compliance (Objective 15)

- How should awardee (of RFP) facilitate compliance with self-funding, fee approval, consultation, and state plan presentation requirements?
- How should awardee facilitate compliance with other laws (NEPA and NHPA)?

Additional Information Requested

- Feedback on Draft SOO
- Feedback on evaluation criteria to assess offers and form a basis for selection
- Any additional information

RFI WORKING SESSION

FirstNet RFI Overview

- **Acquisition Approach**
 - a) Seek proposal for a comprehensive nationwide solution; b) Act as the integrator for equipment and services; c) Something in between
 - At what implementation stage should FN consider the economic viability of leveraging each type of infrastructure
- **Build, Deploy, Operate and Maintain the NPSBN (Objective 1)**
 - Feasibility of providing nationwide coverage in light of limited resources
 - a) Should FN combine across all geographies the procurement of the Core, RAN, and the leasing of excess spectrum; b) how should Opt-out states be treated
- **Financial Sustainability (Objective 2)**
 - a) How can FN minimize costs and expenditures to build, deploy, operate and maintain the NPSBN; b) Describe innovative business solutions and revenue sharing structures
 - How should FN maximize the value of the Covered Lease Agreements
 - What sustainability and transition strategies to enable NPSBN services beyond the 15 years term
- **Compelling and Competitive Pricing Packages (Objective 3)**
 - a) Describe optimal prices and features to drive adoption; b) Traffic usage-tiered pricing?; c) Solutions to keep the service price low
 - How to ensure that the network cost basis does not require unreasonably high user and Core fees

FirstNet RFI Overview

- **Acceleration Speed to Market (Objective 4)**
 - Recommended technical and deployment milestones to achieve operational capabilities (initial, BC14, devices, applications, app environment)
 - Describe the rural milestones to meet FN statutory obligations
- **System Hardening (Objective 7)**
 - How should FN address unique hardening and resiliency and what tradeoffs between hardening and costs
 - How to balance disparate hardening and resiliency solutions during proposal evaluations
 - Special considerations for areas/regions with unique homeland security of national security needs
- **Priority and Preemption (Objective 8)**
 - a) innovative approaches and ideas that will allow priority and preemption for all users; b) local control
- **Opt-Out RAN Integration (Objective 9)**
 - What technical and other integration issues at all IOC milestones
 - Other technical and integrations issues and cost to be addressed for Opt-out state requests to enter into a Covered Lease Agreement with a 3rd party

FirstNet RFI Overview

- **Integration of the RANs Infrastructure on a Cost Reimbursement Basis (Objective 10)**
 - Economic desirability of a) leverage of commercial assets to speed deployment; b) commercial mobile provider partnerships to speed deployment in rural areas; c) Utilize existing commercial or other communications (Federal, state, tribal, local infrastructure)
 - Approach for FN to leverage assets and enter into agreements
- **System Sustainability and Restoration (Objective 11)**
 - How to meet program reliability and restoration objectives
 - Feedback on stated metrics and other service metrics for FN to consider
- **Lifecycle Innovation (Objective 12)**
 - a) How to evaluate proposals to ensure the network incorporated ongoing technology enhancements; b) What policies for how OptOut states keep pace with technical enhancements; c) How to enforce technical enhancements to maintain interoperability
- **Customer Care and Marketing (Objective 14)**
 - a) How to optimize go-to-market, sales distribution, pre-sales, sales, post sale for FN branded products; b) mitigation strategies to address conflicts within the internal and/or external operations channels
 - Strategies for transitioning public safety customers onto your NPSBN solution
 - Level and method of FN control in creating marketing, pricing, and deploying products and services; b) what barriers to adoption should be expected and why

FirstNet RFI Overview

- **Facilitate FirstNet's Compliance with the Act and Other Laws (Objective 15)**
 - How should the awardee of the final RFP facilitate FN program Act compliance (self-funding, annual fee approval, consultation, State plan presentation requirements)
 - How should the awardee of the final RFP facilitate FN compliance under other laws, such as with respect to NEPA and NHPA requirements?
- **Additional Information**
 - Provide feedback on all aspects of the FirstNet Statement of Objectives (SOO)
 - Provide specific feedback on each stated FN program objective and ideas regarding the evaluation criteria for assessing offers
 - Provide any additional information

Next Steps

- Stakeholder meeting this afternoon (2:30pm - 5:00pm)
- Provide additional thoughts, input, and feedback to DeanFox@flhsmv.gov
- Draft review by board on ????

FLORIDANET RFI APPROACH, NEXT STEPS AND SCHEDULE

RFI Preparation Next Step and Schedule

Task	Ownership	Due date
Response team members	State PM	October 6
Prepare response template	Televate	October 3
Determine key category response	State and Televate	October 6/7
Response category kickoff concalls	State and Televate	October 7/8
Response team first draft	State and Televate	October 9
RFI first drafts	Televate	October 13
State review of first draft / concall	State and Televate	October 14
Final draft delivered	Televate	October 16
Final review, edits and upload to FN portal	State and Televate	October 17

FloridaNet RFI Response Strategy and Approach

Approach Overview and Considerations

Determine key RFI “Objectives” to craft a response

Define State RFI lead(s)

Should we create RFI category teams based on areas of interest and expertise?

How to best reach consensus on disparate objectives and opinions?

Roll of commercial board members in preparing the State’s response?

Approach to secure participation and provide response team forum for collaboration (meetings, conference calls, draft reviews,

Who is the final decision maker on the State side

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Thank You!

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