



# 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

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- 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

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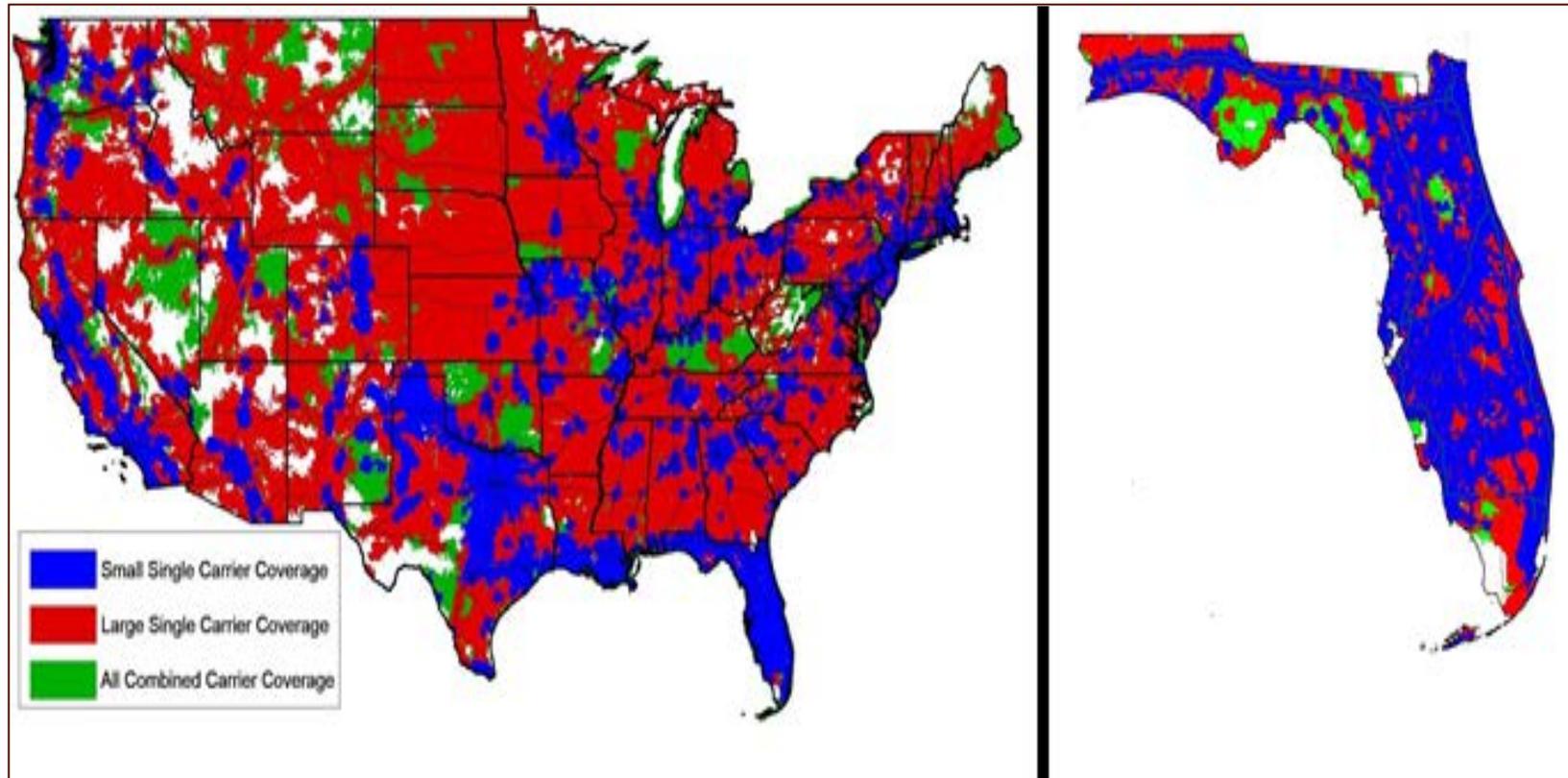
- Legal and consulting practice focused on the cross section of technology, governance and policy
- Substantial public safety broadband governance and policy experience

# 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

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- **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

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- 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

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- 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

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- 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)

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## 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.

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# OPEN DISCUSSION - MAJOR CONCERNS AND ROADBLOCKS TO SUCCESS

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# DETAILED QUESTIONS AND DISCUSSION REGARDING FLORIDA RESPONSE

## Acquisition Approach Questions/Input

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- 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)

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- 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)

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- 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)

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- 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)

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

## System Hardening (Objective 7)

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- 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)

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- 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)

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- 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)

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- 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)

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- 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)

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- 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)

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- 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)

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- 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

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

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# RFI WORKING SESSION

# FirstNet RFI Overview

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- **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

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- **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 3<sup>rd</sup> party

# FirstNet RFI Overview

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- **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

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- **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

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

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# 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

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## 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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