



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



# Request for Information (RFI) Preliminary Findings for Finance Committee

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# Pricing and Services



## Effects of strategy on user adoption and financial sustainability

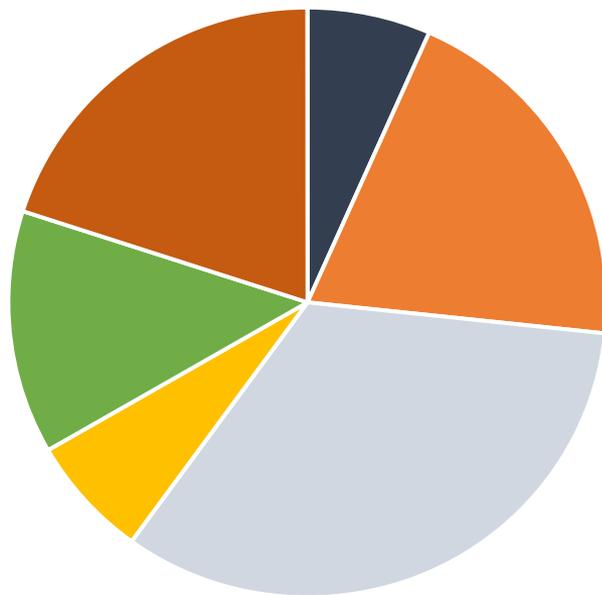
	Adoption	Sustainability
Low Prices		
Premium services		
Hardening		
Increased coverage		

- Market is price sensitive
- Few identified a willingness to pay for premium services
- Low prices tied to premium services will strain FirstNet's sustainability

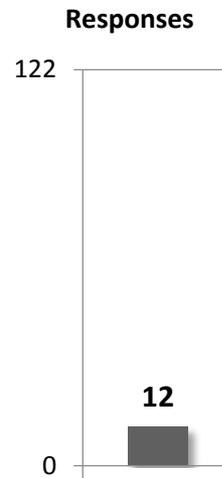
# Program and Business Management



Respondent Profile



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

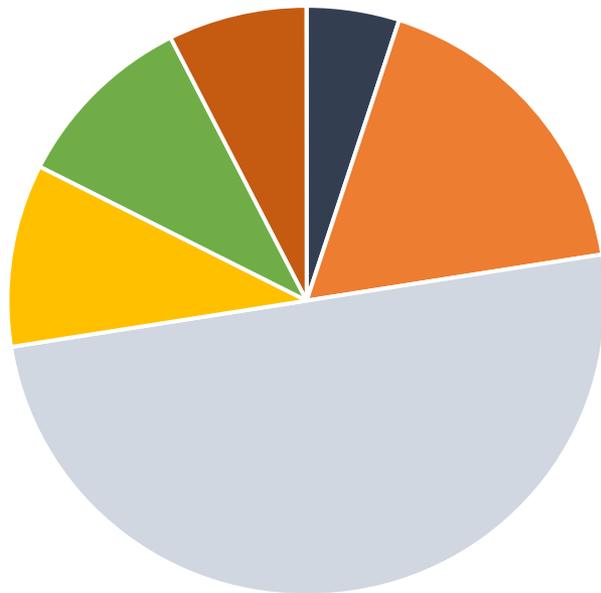


- Few responses with limited data
- Several stated that adhering to PMI standards is a good idea
- One integrator suggesting contraction with a System Integrator to staff an executive Program Executive Office (PEO) that works to manage all aspects of the program

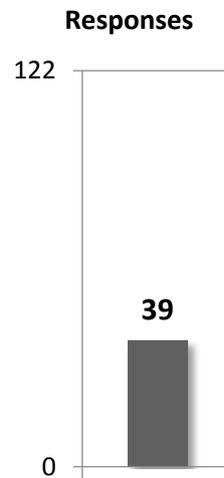
# Ensure Solution is Consistent with the Act



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- Govt/Labs
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- Trade Assoc



- No real consensus but 2 general themes
  - FirstNet should be very specific about its requirements so that the RFP bidders know and understand what their obligations would be
  - Compliance with applicable legal requirements (e.g. NEPA, NHPA) must be included in the specifications and objectives for any/all contracts for implementation



**FirstNet**™



**Thank You**