APCO 2019
August 11-14 | Baltimore, MD

Negotiating Your FirstNet Agreement

Panelists

- Scott Edson, LA-RICS

- Eddie Reyes, Prince William County 9-1-1

- Alan Tilles, Shulman Rogers

- Cheryl Giggetts, CTA Consultants, LLC

- Moderator – Rachel Soward

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Negotiating your FirstNet Agreement

It is time to negotiate for broadband services!

- What are your service requirements?

- What are your technical requirements?

- How will you manage the costs?

- How do you utilize "Lessons Learned"?

- Can you benefit from additional expertise?

Panelist – Scott Edson

Los Angeles Regional Interoperable
Communications System
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LA-RICS

Los Angeles
Regional Interoperable Communications System

- 88 cities &unincorporated areas of Los Angeles County
- LA-RICS, a joint powers authority, is building the networks LA-RICS will own, operate and maintain the LMR network. The PSBN will eventually migrate to FirstNet.
- Allows first and second responders to communicate directly with one another on a day-to-day basis.
- Many "Lessons Learned"

LA-RICS: Your FirstNet Agreement

What is most important to you . . .

- Cost?

- Coverage?

- Equipment?

- Services?

Panelist – Eddie Reyes

Director

Prince William County 9-1-1

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Prince William County 9-1-1

- Part of the National Capital Region
  - ➤ ~350 square miles, population ~500,000

- Provide full service 9-1-1 for 6 municipalities, 30 seat PSAP
  - ➤ ~700 law enforcement officers, ~700 fire/rescue personnel

- Motorola P25 7.17 800 MHz radio system
  - ➤ 9 County-owned radio towers strategically located throughout 3 counties

Prince William County: Deployment

Prince William County has the following subscriptions:

- Police: 150 smartphones/tablets
  - ➢ 300 Mobile Data Computers in process of migration
- Fire & Rescue System: 55 smartphones/tablets
- Emergency Communications Center: 25 smartphones/tablets

Prince William County: Deployment

Why have we been successful in adopting FirstNet, in the NCR?

- NCR has established relations with each other, and within the region
- Agencies already work with and plan for communications together
- NCR has well established relations with all of our service providers
- We know "who" to call when an issue arises, and they know "us"
- Encourage attendees to build relationships and educate them on your unique needs, and how things are done in your jurisdiction

Prince William County: Deployment

- NCR does not see FirstNet as a "vendor" but as a true partner in communications

- Parallel how we manage our LMR systems for buildout and ongoing operations

- We know the AT&T FirstNet team, talk with them often, exchanging information

- First Responder Network Authority answers questions, provides insights

- 50% reduction in cost: ~$100 per month per device for unlimited data use
  - ➢ Now we pay ~$50 per month per device

- Users have not experienced any loss of coverage or service

- Overall, our experience has been very good with our FirstNet pilot users

- It is very likely that we will transition all devices to FirstNet

Panelist – Alan Tilles, Esquire

Chairman

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SHULMAN ROGERS

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Shulman Rogers

- Full-Service Law Firm In Potomac, Maryland
- Counsel to Frequency Coordinators, Transit Agencies, Public Safety Users, Private Radio Licensees, SMR Operators and Radio Manufacturers
  - ➢ RFP Creation, Review & Evaluation Assistance
  - ➢ Representing Over 200 Public Safety and Transit Agencies In Rebanding, Interference Disputes, and More
  - ➢ Served as Counsel to Chesapeake, Virginia (BTOP Awardee)
  - ➢ DFW Airport (BTOP Applicant), Alameda County (BayRics) and L.A. County (LA-RICS)

Shulman Rogers

- Vast Wireless Representation
  - ➢ Broadband, DAS/Small Cells, Smart Cities, Body Worn Devices
- Experienced Licensing Preparation Personnel
  - ➢ License Renewals, Reinstatements, Modifications, Construction Notices, Waivers
- Counsel To The Government Wireless Technology & Communications Association (www.gwtca.org)

Shulman Rogers: Negotiating Tips

- Do You Need Broadband Service?

  ➢ You're Not Losing Your LMR Service

  ➢ You **Don't Have** To Take FirstNet Service

  ➢ Ancillary Costs To Having Broadband Service

- What Are Your Options In Your Municipality?

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Shulman Rogers: Negotiating Tips

- What Is The Appropriate Vehicle For Contracting?

  - ➤ RFP, State Contract

  - ➤ The Value Of Consultants

    - ▪ Truly Experienced Consultants Know What Was Negotiated Elsewhere

    - ▪ Make Sure That They Are Truly Your Advocate, And Not Tied To A Carrier

- Negotiate, Negotiate, Negotiate

  - ➤ Price, Coverage

Panelist – Cheryl Giggetts

Principal Consultant

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CTA Consultants

CTA - Communications & Technology Advancement

- Dedicated to helping those who protect and serve

- Public safety radio communications consulting

- All phases of projects from assessment to implementation

- 600+ projects throughout the US

- Independent from all vendors and manufacturers

- Industry Involvement, contributing to and driving what's next

CTA Consultants – Negotiation Planning

- What are your service requirements?

  ➢ Work with your users to develop a Requirements Document prior to negotiations

  ➢ Planning up front saves time & money during negotiations

- What are your technical requirements?

  ➢ Capacity, Coverage, Service Availability

  ➢ Interconnection with existing LMR system(s)

  ➢ PSAP integration

CTA Consultants – Negotiation Considerations

- How will you manage the costs?

  - ➤ Understanding the needs of your users – devices, service levels

- What additional expertise might you need?

  - ➤ Developing a User Requirements Document

  - ➤ Generating an RFP that specifies coverage and capacity

  - ➤ Verifying your service meets Public Safety Standards

Questions & Answers