

# THE FIRSTNET FORCE- MULTIPLIER FOR COMMUNICATIONS

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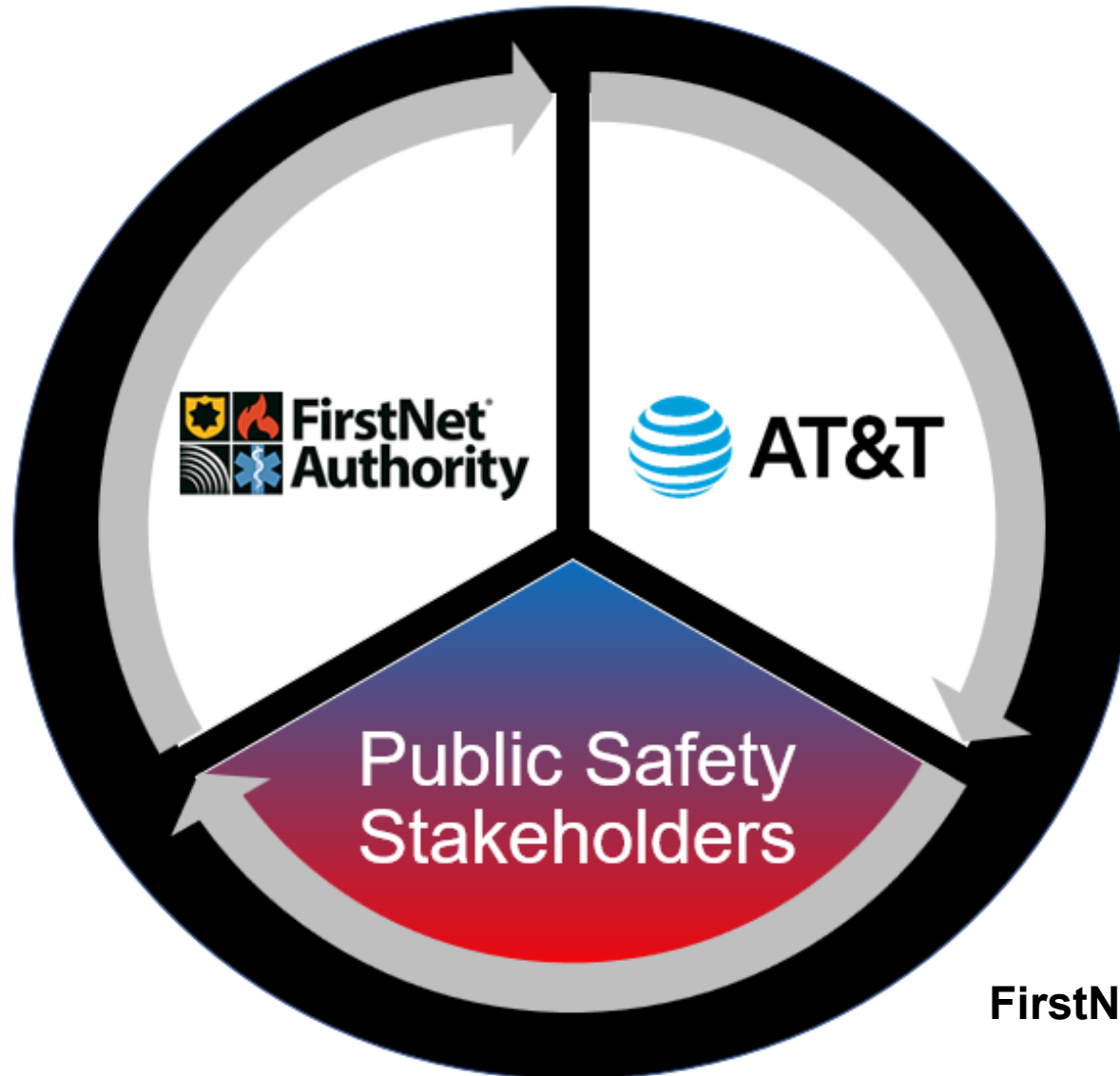


# WHAT IS FIRSTNET, AND HOW IS IT DIFFERENT?

FirstNet is a network that is the result of a 25- year contract between AT&T and the Dept. of Commerce



Public safety engagements that addressed Coverage (October 1, 2019 – September 30, 2020)



The contract creates a network that is more accountable, focused and transparent to public safety than any other cellular network in the US

AT&T agreed to provide more products, services, and priority to public safety and regularly is audited by the FirstNet Authority to prove it

FirstNet was not built alone...

# FIRSTNET'S VISION IS PUBLIC AND DEFINED BY THE FIRSTNET AUTHORITY

Download the Roadmap at [FirstNet.gov/Roadmap](https://www.firstnet.gov/Roadmap).

## The Roadmap focuses on key technology areas:



### THE CORE

Central switching and connectivity system that enables 4G, 5G, etc.



### COVERAGE

Radio frequency signal transmission to devices via towers, deployables, in-building systems, etc.



### SITUATIONAL AWARENESS

Tools and capabilities that provide public safety with real-time information to support operations



### VOICE COMMUNICATIONS

All aspects of NPSBN-based voice and mission critical communications, including mission critical voice, data, and video



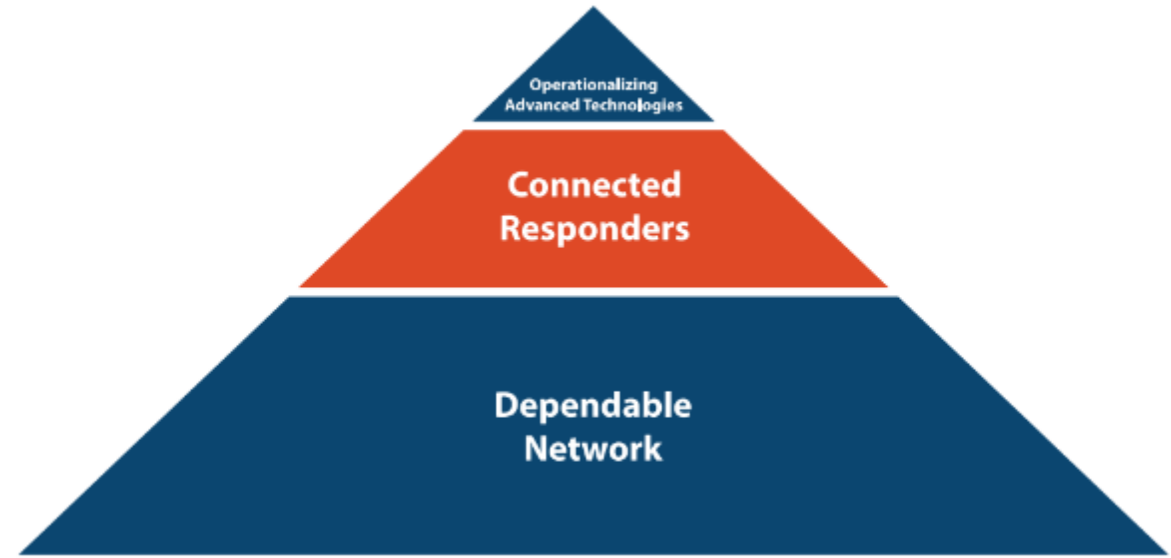
### SECURE INFORMATION EXCHANGE

Addresses the management, access, analysis, and security of public safety data



### USER EXPERIENCE

How first responders touch and interact with the FirstNet network



## Dependable Network



Evolve the network to ensure reliable indoor and outdoor connectivity through comprehensive coverage solutions and upgrade the foundational Core to enable advanced technologies.

## Connected Responders



Enable critical features and solutions that allow the transfer of and access to regular and mission-critical data among responders, agencies, and jurisdictions.

## Operationalizing Advanced Technologies



Influence evolving technologies and empower public safety to transform operations using those technologies.

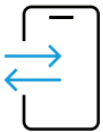
# THE FIRSTNET NETWORK IS ALWAYS GROWING

FirstNet was envisioned to keep up with public safety demands as well as public demands.

Combined resources result in faster network growth

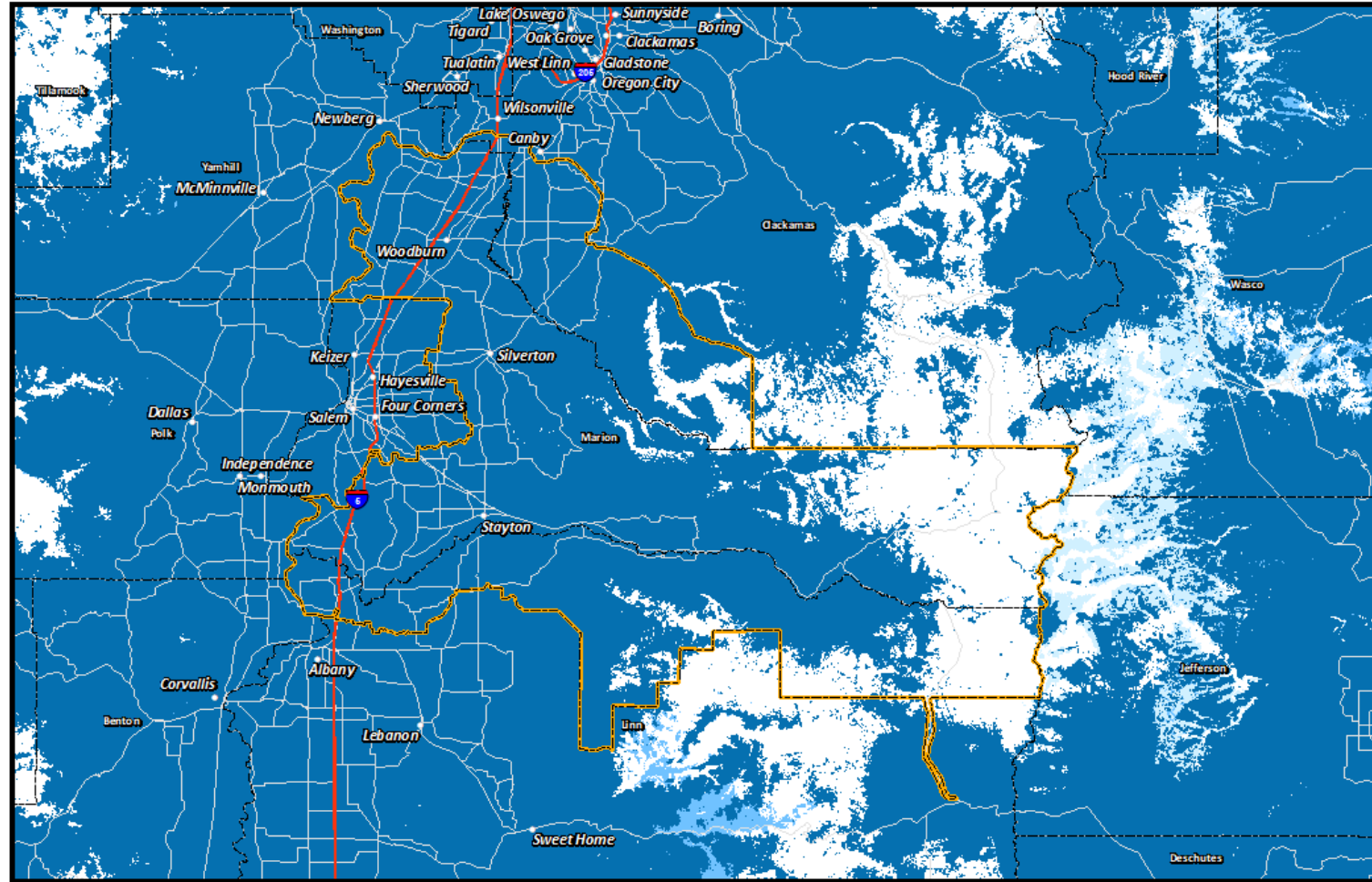
**~5.9M**

FirstNet connections



**~28K**

Public safety agencies and organizations subscribed



METCOM 911, OR - Coverage

**FIRSTNET.**  
Built with AT&T

**Band 14**

- B14 On-Air (as of 03/30/24)
- Metcom 911 Boundary

**Non-Band 14**

- LTE With Priority/Preemption (as of 03/30/24)
- Other NB14 - Partner (as of 03/30/24)

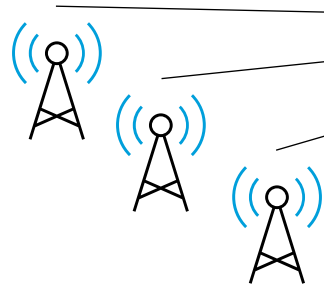


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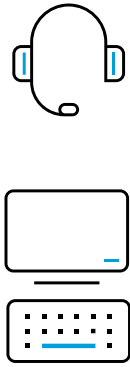
This document reflects predictions and estimates of our build plan. While this document represents our current judgment of what the build plan looks like today, it is subject to change and matters beyond our control could cause actual results to differ materially. You are cautioned not to place undue reliance on this document, which reflect estimates at the date of the presentation. Please keep in mind that we are not obligating ourselves to revise or publicly state the revision of any of these predictions in light of new information or future events.

# FIRSTNET CAN INTEGRATE TO AND AUGMENT YOUR RADIO OPERATIONS

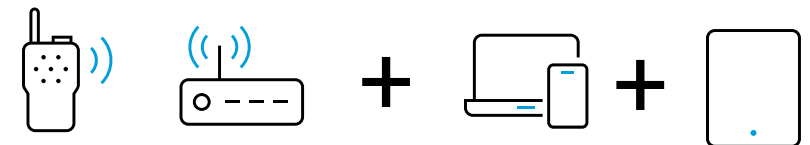
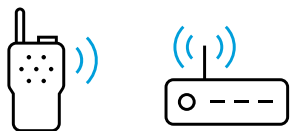
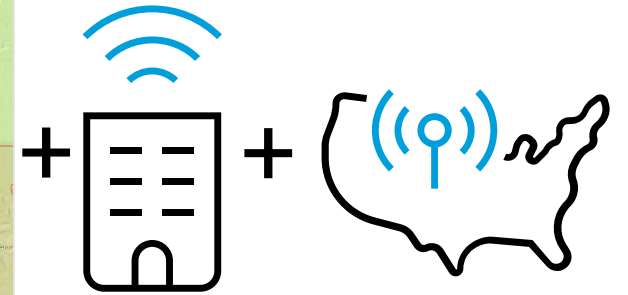
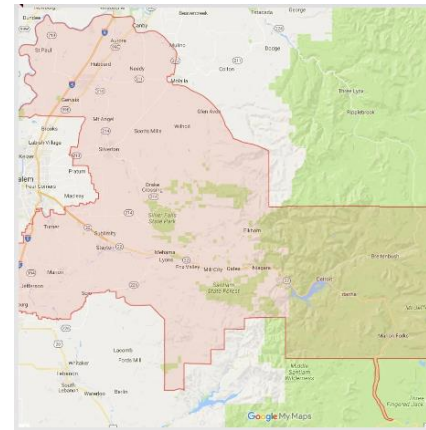
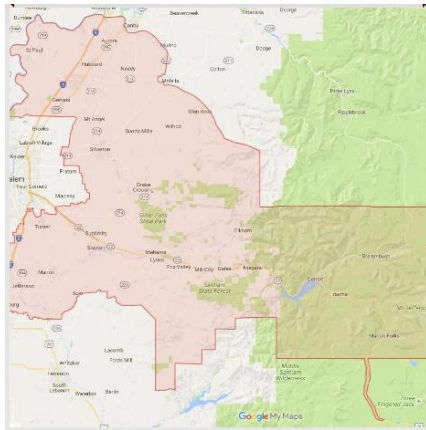
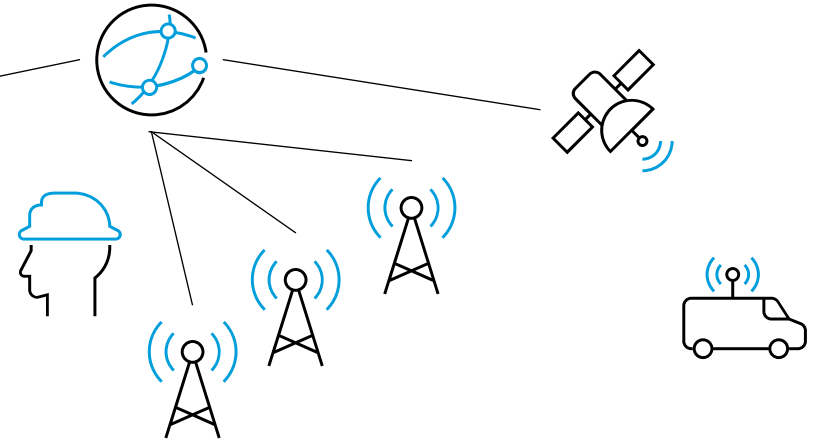
## METCOM 911 Radio System (Present & Future)



## METCOM 911 Console System (Present & Future)



## FirstNet System



# FIRSTNET CAN PROVIDE A VARIETY OF DEVICE AND APPLICATION CHOICES



**Pick the right device & application for your use case,  
budget and desired features...  
... text, pictures, location, etc.**

# STRONG FOUNDATIONS SUPPORT RESILIENT SYSTEMS

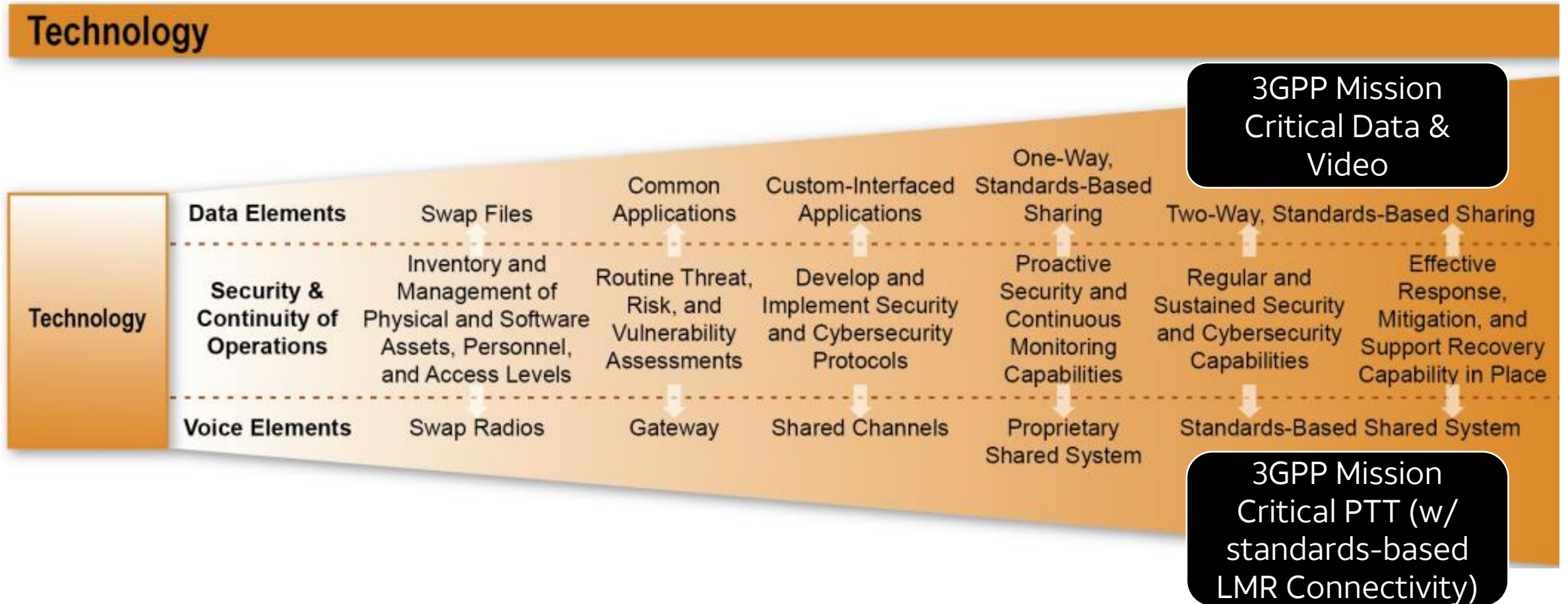
## Phone calls vs. today's PTT audio, texting, pictures, video... the services are diverse

- Most are not based on phone calls, so your priority should be either
- FirstNet priority is always on; voice & data
- 3GPP Mission Critical Services standard compliance enables more

**FirstNet's priority mechanisms have been measured and validated by the FirstNet Authority... Don't trust us, test us.**



# INTEROPERABILITY THAT ANSWERS THE CHALLENGE



[https://www.cisa.gov/sites/default/files/2022-12/21\\_0615\\_cisa\\_safecom\\_interoperability\\_continuum\\_brochure\\_final.pdf](https://www.cisa.gov/sites/default/files/2022-12/21_0615_cisa_safecom_interoperability_continuum_brochure_final.pdf)



# OREGON STATE BROADBAND MUTUAL-AID VIA FIRSTNET RAPID RESPONSE... TODAY!

## Established by the State of Oregon SWIC

- Allows sharing of audio, texting, pictures, etc.
- METCOM local control over administration
- Interoperability via account connectivity at no additional cost

## 16 Statewide Mutual Aid cellular PTT channels

1. [BF-OR-CALL-50](#) (Calling)
2. [BF-OR-TAC-51](#) (General Public Safety)
3. [BF-OR-TAC-52](#) (General Public Safety)
4. [BF-OR-TAC-53](#) (General Public Safety)
5. [BF-OR-TAC-54](#) (General Public Safety)
6. [BF-OR-MOB-59](#) (Mobility Deployable)
7. [BF-OR-ECC-60](#) (Emergency Communication Centers/PSAPs)
8. [BF-OR-LAW-61](#) (Law Enforcement)
9. [BF-OR-FIRE-63](#) (Fire)
10. [BF-OR-MED-65](#) (EMS)
11. [BF-OR-UTIL-88](#) (Utility)
12. [BF-OR-SAR-90](#) (Search and Rescue)
13. [BF-OR-EM-92](#) (Emergency Management)
14. [BF-OR-DOT-94](#) (Transportation)
15. [BF-OR-EDU-96](#) (Education)
16. [BF-OR-AG-58](#) (Air to Ground)

OR SWIC

FirstNet Account & Users

OR SWIC Shared Talkgroup

METCOM 911

FirstNet Account & Users

# WHAT ABOUT THE COST?

## **Console integration is a one-time cost, and will vary based on the number of shared resources**

- AT&T costs estimated at \$20,000
  - Based on the number of talkgroups needed – roughly 8
  - No network software/hardware upgrade nor maintenance fees
  - More advanced connections are available if desired and supported (e.g. +PTT-IDs, +Emergency)

## **Cost Per User = Device + Connectivity + Application**

- Connectivity and Application fees are based on a Monthly Reoccurring Charge (MRC)
- Device can be a one-time cost, or rolled into the MRC as well

# WHAT ABOUT THE COST? – SYSTEM CONNECTION

Conventional Gateway (Clear Audio-Only)		Individual Costs		Extended Costs	
Quantity	Description	One-Time Cost	Monthly Reoccurring Cost	One-Time Cost	Monthly Reoccurring Cost
1	Conventional Gateway Hardware (LTE-Capable), 1 port	\$ 2,300.00	\$ -	\$ 2,300.00	\$ -
7	Single Audio Port Activation License, optional additional port	\$ 1,200.00	\$ -	\$ 8,400.00	\$ -
1	Gateway Power Supply	\$ 125.00	\$ -	\$ 125.00	\$ -
8	Remote Configuration Services, per port	\$ 585.00	\$ -	\$ 4,680.00	\$ -
1	Secure Tunnel & Radio Security Activation Key	\$ 380.00		\$ 380.00	
1	Conventional Gateway Site License	\$ 2,500.00	\$ -	\$ 2,500.00	\$ -
0	FirstNet Push to Talk - Catalyst Intellilink Dispatch Gateway	\$ 2,500.00		\$ 2,500.00	
1	Gateway Backhaul Option #1 - FirstNet/Cellular Based	\$ -	\$ 36.80	\$ -	\$ 36.80
0	Gateway Backhaul Option #2 - Customer Provided Internet	\$ -	\$ -	\$ -	\$ -
			<b>Total</b>	<b>\$ 20,885.00</b>	<b>\$ 36.80</b>

Note: Prices do not include applicable taxes or other mandatory federal fees associated with cellular services. Catalyst/Vendor may have additional fees

**This document is provided for planning purposes and contains Rough Order of Magnitude pricing information**

**Pricing is subject to change and can vary based on additional promotions or other considerations**

**Upon request, formal offer for sale's can be developed with the current pricing and/or offer bundling**

# WHAT ABOUT THE COST? – USER COST

FirstNet Rapid Response - SmartPhones		Individual Costs		Extended Costs	
Quantity	Description	One-Time Cost	Monthly Reoccurring Cost	One-Time Cost	Monthly Reoccurring Cost
1	User Device (Assumes SmartPhone) - TBD	\$ 0.99	\$ -	\$ 0.99	\$ -
1	Service Option #1: FirstNet Unlimited Voice & Data Plan (allows Wi-Fi as well)	\$ -	\$ 39.99	\$ -	\$ 39.99
	- Optional Tethering/Hot Spot	\$ -	\$ 5.00	\$ -	\$ -
	Service Option #2: Wi-Fi Only License	\$ -	\$ 20.00	\$ -	\$ -
1	Application Option #1 FirstNet Rapid Response Standard (Add-On, SmartPhone)	\$ -	\$ 8.00	\$ -	\$ 8.00
1	- LMR Interoperability Add-On	\$ -	\$ 4.00	\$ -	\$ 4.00
	Application Option #2 FirstNet Rapid Response Advanced (Add-On, SmartPhone)	\$ -	\$ 27.50	\$ -	\$ -
	- LMR Interoperability Add-On	\$ -	\$ -	\$ -	\$ -
	Optional: Streaming Video Add-On (SmartPhone)	\$ -	\$ 20.00	\$ -	\$ -
			<b>Total</b>	<b>\$ 0.99</b>	<b>\$ 51.99</b>

FirstNet Rapid Response - Feature Phone		Individual Costs		Extended Costs	
Quantity	Description	One-Time Cost	Monthly Reoccurring Cost	One-Time Cost	Monthly Reoccurring Cost
1	User Device - Sonim XP5 Plus	\$ 0.99	\$ -	\$ 0.99	\$ -
	Service Option #1: PTT Only Plan	\$ -	\$ 24.50	\$ -	\$ -
1	Service Option #2: Voice Only Plan	\$ -	\$ 22.99	\$ -	\$ 22.99
1	Application Option #1 FirstNet Rapid Response Standard (Add-On, SmartPhone)	\$ -	\$ 8.00	\$ -	\$ 8.00
1	- LMR Interoperability Add-On	\$ -	\$ 4.00	\$ -	\$ 4.00
	Application Option #2 FirstNet Rapid Response Advanced (Add-On, SmartPhone)	\$ -	\$ 27.50	\$ -	\$ -
	- LMR Interoperability Add-On	\$ -	\$ -	\$ -	\$ -
			<b>Total</b>	<b>\$ 0.99</b>	<b>\$ 34.99</b>

FirstNet Rapid Response - PTT Only Device		Individual Costs		Extended Costs	
Quantity	Description	One-Time Cost	Monthly Reoccurring Cost	One-Time Cost	Monthly Reoccurring Cost
1	User Device - Siyata SD7	\$ 0.99	\$ -	\$ 0.99	\$ -
1	Service Option #1: PTT Only Plan	\$ -	\$ 24.50	\$ -	\$ 24.50
1	- LMR Interoperability Add-On	\$ -	\$ 4.00	\$ -	\$ 4.00
			<b>Total</b>	<b>\$ 0.99</b>	<b>\$ 28.50</b>

## **Mission Critical Services which provide more than radio on a phone**

- Tested and proven network performance and reliability
- Converge disparate services for accountability and consistency including texting, multi-media, and location services

## **Additional device choices**

- Choose the right device and application for your needs
- Increased data use may reduce time and complexity during critical operations
- More connected personnel for the same budget

## **Focus your infrastructure where you need it**

- Add a complete layer of redundancy to your radio system; build where you need to
- In-building coverage at a fraction of the cost
- Lower long term cost horizon

## The FirstNet Mission Critical Solutions Team Is Ready

- We routinely partner with Motorola and L3Harris, and have experience with LMR deployments
- We are also ready to partner with you to provide any assistance to your system vision
- Not just PTT apps and hardware, we are here to show you that FirstNet is ready and able for all that you do
  - § Coverage, priority, network resiliency/architecture, deployables, interoperability, etc.
- We welcome this as the first of many meetings and planning sessions to see your vision deploy into your reality

## How Can We Help?



**FIRSTNET**®

Built with AT&T