



State Alternative Plan Program (SAPP) Notice of Funding Opportunity (NOFO) Overview

December 5, 2017 2PM (EST)

The SAPP NOFO is the official competition document. Nothing in this document or other supplemental materials is intended to conflict with or supersede the NOFO in any way. Any perceived conflict must be resolved by reference to the NOFO.

SAPP NOFO Overview Agenda

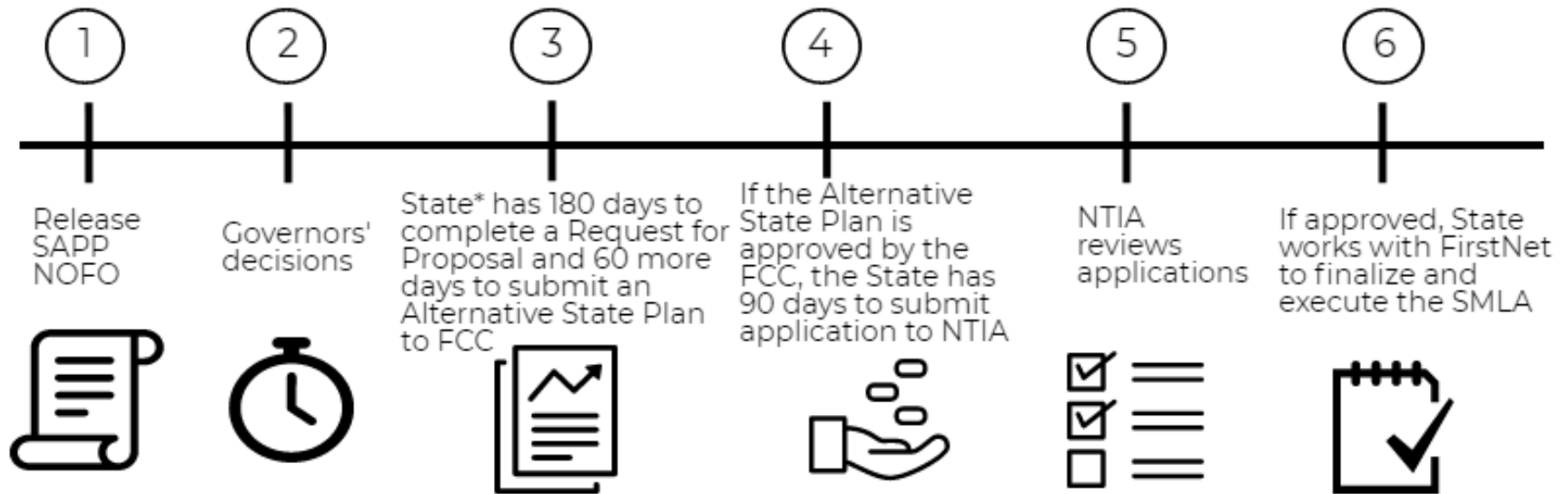
- Opt-out Process Timeline
- SAPP Program Overview
- Application Review Process
- Demonstration Presentation
- Questions & Answers (Q&A)
- Close

SAPP NOFO Overview Logistics

- Manually mute all phones
- Use the chat feature to ask questions during the presentation
- Hold all verbal questions until prompted by the presenter



SAPP Opt-out Process Timeline



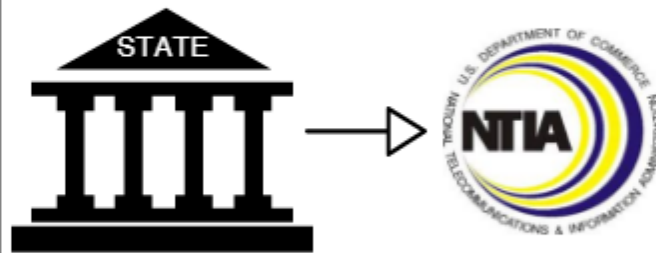
*The word 'State' refers to States, territories, and the District of Columbia

SAPP Program Overview

SAPP is designed for States and territories that seek to construct, operate, maintain, and improve the Radio Access Network (RAN) in their State



States **must** apply to NTIA for the right to execute a spectrum manager lease from FirstNet and they **may** apply for a grant to go towards the cost of constructing the RAN



There will be one application and set of criteria regardless of whether a State applies for one or both



SAPP Application Review Process

(NOFO page 42)

Applications will undergo a multi-step review to include administrative/completeness, merit, and programmatic reviews:

1



Administrative/
Completeness
Review

2



Merit
Review

3



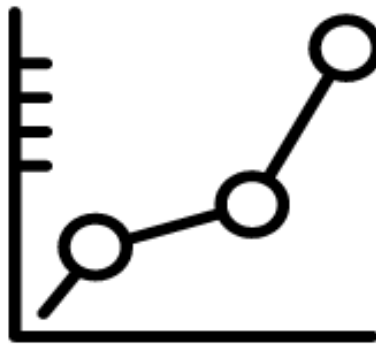
Programmatic
Review

- Applicants will be provided two opportunities during the merit review and one opportunity during the programmatic review to remedy deficiencies found in the original submission before the application is recommended for rejection
- NTIA Assistant Secretary makes final recommendation to the Grants Officer for award

What documentation must a State provide?



Narrative



Tables



Exhibit

Statutory SAPP Demonstrations

1. The **(a)** technical capabilities to operate, and the **(b)** funding to support, the State RAN;
2. The ability to maintain ongoing interoperability with the NPSBN;
3. The ability to complete the project within specified comparable timelines specific to the State;
4. The cost-effectiveness of the State plan; and
5. Comparable **(a)** security, **(b)** coverage, and **(c)** quality of service to that of the NPSBN.

Demonstration 1.a: The Technical Capabilities to Operate (NOFO page 24) *Demonstration Standard*

An applicant must demonstrate:

- The applicant's RAN Project staff has sufficient technical capability & experience, through State personnel and/or through its RAN partner, to effectively execute the RAN Project
- The applicant has the necessary equipment, facilities, and other infrastructure to effectively execute the RAN Project

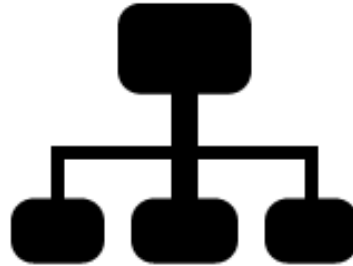
There are 17 application elements for Demonstration 1.a

Demonstration 1.a: The Technical Capabilities to Operate *Featured Demonstration Elements*



Staffing Table

(1-1)



Staffing Plan

(1-4)



Contracting and
Subcontracting

(1-6)



Past Performance

(1-8)



Facilities & Equipment

(1-11)

Demonstration 1.b: The Funding to Support the RAN

(NOFO page 28)

Demonstration Standard

An applicant must demonstrate:

- The expected revenues from the operations of the RAN Project are sufficient to cover expected expenses, including payments to FirstNet, over time
- Provide sufficient rationale for revenue and expenditure assumptions, budget forecasts, risk analysis, spectrum valuation sources, and reinvestment plans to support the project budget

There are 13 application elements for Demonstration 1.b

Demonstration 1.b: The Funding to Support the RAN

Featured Demonstration Elements

RAN Project Budget (1-18)

The RAN Project budget must comprehensively address all sources of revenues and expenditures for the duration of the SMLA with FirstNet. Please note: The RAN Project budget is for the lifetime of the RAN Project and is separate and distinct from the grant-funded construction budget.



Expected Revenues: Management/General Operations



- Projected subscriber fees
- Partner payments back to state
- State & local appropriations, bonds
- Anticipated RAN construction funding
- Other revenue sources



Expenditures: Management/General Operations



- Personnel
- Contracts
- Construction
- Customer Care & Support
- User Acquisition Costs
- Testing & Certification
- Repairs & Maintenance
- OSS/BSS
- Network Operations
- Security
- Facilities
- Reserves

Demonstration 1.b:

The Funding to Support the RAN

Featured Demonstration Elements



Spectrum Monetization
Assumptions

(1-20)



Service Offerings
and Pricing

(1-21)



Mobile Virtual Network
Operator (MVNO)
Assumptions

(1-23)



Risk Analysis and Mitigation
Plan for Projected Revenues
and Expenditures

(1-26)

Demonstration 2: Ongoing Interoperability with the NPSBN

(NOFO page 32)

Demonstration Standard

An applicant must demonstrate:

- The RAN Project, including all User Equipment (UE) and Customer Premises Equipment (CPE), RAN, Transport, and connection to the FirstNet Interconnect Point of Presence (POP) and the FirstNet core, complies with, and will comply with in the future, all applicable operability & interoperability requirements

There are 15 application elements for Demonstration 2

Demonstration 2: Ongoing Interoperability with the NPSBN

Featured Demonstration Elements



Compliance with
FirstNet Network
Policies

(2-2)



OSS and BSS
Interoperability

(2-5)



Ongoing Testing

(2-6)



Disaster Recovery
Plan

(2-8)



State-Specific
Challenges

(2-12)

Demonstration 3: Comparable Timelines

(NOFO page 33)

Demonstration Standard

An applicant must demonstrate:

- Its RAN Project construction will be performed within a timeframe comparable to that detailed in the FirstNet State Plan
- The RAN Project will include:
 - Incremental rural RAN Project milestones in each of the first five years after the timeframe start date
 - Rural RAN Project milestones will be comparable to those of the FirstNet State Plan and that those milestones are achieved within five years of the timeframe start date
 - The RAN will be technically consistent with the NPSBN state of evolution at the time of operation

There are 6 application elements for Demonstration 3

Demonstration 3: Comparable Timelines

Featured Demonstration Elements



State's RAN
Construction Timeline

(3-1)



GIS Maps

(3-2)



Comparable Feature
Sets

(3-5)

Demonstration 4: Cost-Effectiveness of the State Plan

(NOFO page 35)

Demonstration Standard

An applicant must demonstrate:

- The State is ready to construct, operate, maintain, and improve the State RAN for the project lifetime and provide the service public safety entities need, while also providing the payments to FirstNet to support the NPSBN
- Consistent with Section 6302(g) of the Act, 47 U.S.C. 1442(g), the State has planned to reinvest any revenues gained from its partner agreement(s) back into the State RAN

There are 3 application elements for Demonstration 4

Demonstration 4: Cost-Effectiveness of the State Plan *Featured Demonstration Elements*



Reinvestment in the
Network

(4-1)



SMLA Commitment

(4-2)



FCC-Approved Alternative
State Plan

(4-3)

Demonstration 5a: Comparable Security to the NPSBN

(NOFO page 36)

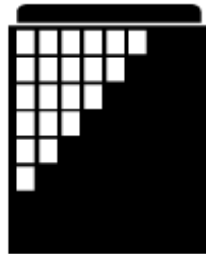
Demonstration Standard

An applicant must demonstrate:

- It can, at cyber and physical levels, provide network security comparable to that required for the NPSBN and in FirstNet's network policies

There are 9 application elements for Demonstration 5.a

Demonstration 5a: Comparable Security to that of the NPSBN *Featured Demonstration Elements*



Security Architecture

(5-1)



Credentialing

(5-6)



Physical Security

(5-7)



Cybersecurity Plan Incident
Response

(5-8)

Demonstration 5b: Comparable Coverage to the NPSBN

(NOFO page 37)

Demonstration Standard

An applicant must demonstrate:

- The State-operated RAN will deliver comparable broadband service coverage and capacity to what FirstNet will provide to all public safety subscribers on the NPSBN

There are 3 application elements for Demonstration 5.b

Demonstration 5b: Comparable Coverage to the NPSBN *Featured Demonstration Elements*



Coverage and Capacity

(5-11)



FOC Coverage Map

(5-12)

Demonstration 5c: Comparable Quality of Service to the NPSBN

(NOFO page 38)

Demonstration Standard

An applicant must demonstrate:

- Public safety users on the State-operated RAN will have comparable user experiences and system reliability to public safety subscribers across the rest of the NPSBN. Network performance metrics, response, and resolution times related to network outages, and customer service processes must be comparable to the FirstNet offering. For purposes of this demonstration, quality of service is defined as comparable user experiences and system reliability to that of the NPSBN.

There are 6 application elements for Demonstration 5.c

Demonstration 5c: Comparable Quality of Service to the NPSBN *Featured Demonstration Elements*



Basic Network Services

(5-13)



Customer Service and
Help Desk

(5-14)



Network Performance
Metrics

(5-15)



Monitoring Network
Performance

(5-16)

Criteria for RAN Construction Grant Funds

An applicant must provide:



Budget Narrative



Budget Detail
Spreadsheet

Questions?

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