



DATE: September 23, 2019

TO: WILMA QUAN, City Manager
Office of the Mayor & City Manager

THROUGH: KERRI DONIS, Fire Chief
Fire Department

FROM: TODD TUGGLE, Battalion Chief
Fire Department

SUBJECT: UNIQUELY-QUALIFIED SERVICE CONTRACT – AT&T FIRSTNET
AND CRADLE-POINT

The Fire Department intends to take an agenda item to City Council for authorization to enter into an agreement with AT&T, as a uniquely-qualified vendor, for the lease purchase of communications equipment and commence with a 5-year service agreement for data plan services.

Unique Qualifications:

The First Responder Network Authority (FirstNet) was created as an independent federal authority within the United States Department of Commerce. FirstNet was tasked with building a public safety network to provide nationwide, interoperable National Public Safety Broadband Network (NPSBN) dedicated to first responders and meeting regulatory guidelines in areas of interoperability among agencies, reliability, and resiliency. AT&T was exclusively awarded a contract by FirstNet to build and manage the first broadband network that provides priority and preemptive to public safety. AT&T is the only provider of this technology.

With Verizon moving to 4g after December 31, 2019, the department's MDT equipment (which exceeds several hundred thousand in cost) will be deemed inoperable. The Fire Department, with assistance from ISD, reviewed alternative technologies. Both departments concluded that FirstNet, which is only offered by AT&T, was the best choice (both in technology and performance) to meet the current and future needs of the department.

In addition, AT&T FirstNet works with Cradle-Point, which is equipment placed in each apparatus and ensures continued MDT and cellular communication (connectivity is in the apparatus itself, and FirstNet communication is routed to the equipment). With Cradle-Point, the department's MDTs will continue to be operable, which will not be the situation by continuing with Verizon. The continued operability of existing MDT's with Cradle-Point averts the need to purchase dozens of new MDT's, which currently cost around \$5,000 per MDT.

AT&T FirstNet & Cradle-Point Uniquely-Qualified Memo

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If you have any questions or require additional information, please do not hesitate to contact us at 621-4001.

X Approved Denied

A handwritten signature in blue ink, appearing to read "Wilma Quan", is written over a horizontal line. The signature is fluid and cursive.

Wilma Quan, City Manager