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Title: Actions pertaining to cellular and FirstNet connectivity:
 1. Approve an agreement with AT&T to provide the Fresno Fire Department with cellular and FirstNet connectivity through mobile devices for a five year period, in the amount of \$131,513
 2. Approve a service agreement with AT&T, in the amount of \$458,200

Sponsors: Fire Department

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Attachments: 1. ATT_City of Fresno Fire Department - Proposal 8-22-19 (2).pdf, 2. ATT_FirstNet Pricing Proposal - Fresno City Fire 082119.pdf, 3. ATT_Uniquely Qualified Memo.pdf

Date	Ver.	Action By	Action	Result
10/10/2019	1	City Council	approved	Pass

REPORT TO THE CITY COUNCIL

October 10, 2019

FROM: KERRI L. DONIS, Fire Chief
Fresno Fire Department

SUBJECT

Actions pertaining to cellular and FirstNet connectivity:

- Approve an agreement with AT&T to provide the Fresno Fire Department with cellular and FirstNet connectivity through mobile devices for a five year period, in the amount of \$131,513
- Approve a service agreement with AT&T, in the amount of \$458,200

RECOMMENDATIONS

Staff recommends that Council approve a five year, equipment lease purchase in the amount of \$131, 513 and a servicing agreement with AT&T Corporation in the amount of \$71,800 In year one and approximating \$96,600 each year thereafter.

EXECUTIVE SUMMARY

The Fresno Fire Department uses cellular connectivity embedded in mobile data terminals (MDTs) to communicate incident information, status information and track GPS locations with the Fresno County EMS dispatch center. The department currently uses Verizon Wireless for all MDT connectivity. However, starting January 1, 2020, Verizon will discontinue its 3G connectivity, which

will render our existing MDT's inoperable. Rather than incur a costly replacement of MDT's (replacement cost is approximately \$5,000 per unit), the department can utilize a new technology offered by AT&T's FirstNet and Cradle-Point systems.

BACKGROUND

Fire utilizes Mobile Data Terminals (MDT's) in each of the 80 vehicles in the apparatus fleet. Each MDT requires a cellular data plan in order to communicate information with the Fresno County EMS Dispatch center. Further, the department must maintain a reserve cache of MDT's to account for repairs and attrition. Each of the reserve MDT's requires a data plan, even while not in use. These devices currently operate under Verizon Wireless 3G connectivity. This connectivity offered by Verizon will go away in January, 2020.

AT&T, with Cradle-Point and FirstNet technology has offered a lease purchase option to Fresno Fire. Cradle-Point is a piece of equipment that is placed in each apparatus and essentially acts as a router/modem for both cellular phone and MDT connectivity through their FirstNet data communication system. The Cradle-Point equipment would be purchased over a five year period and FirstNet data plan would replace Verizon Wireless data plans for the next five years. Cradle-Point removes the need for cellular connectivity from each MDT, and places connectivity in the apparatus fleet. Placing the connectivity in the apparatus instead of the MDT means that a reserve pool of data plan enabled MDT's is no longer necessary. The reduced number of monthly plans to individual MDTs will reduce the operating expenses for the department over the long term. The department currently pays approximately \$8,900 to Verizon Wireless each month for connectivity. The monthly cost under the FirstNet Data Plan is estimated at about \$8,052 per month or a reduction in data costs of \$848 per month, \$10,176 annually. These savings will help towards payment for the annual lease purchase costs.

Cradle-Point will also collect and feed information about the Apparatus itself, essentially acting as a continuous code reader. For example, if the check engine light comes on in a fire engine, Cradle-Point will immediately display the reasons so that needed repairs and operability of the apparatus is assessed in real-time. This feature will result in unspecified savings for the Fleet Public Safety Division. As such, the Fire Department will be working with Fleet Public Safety to assist in the cost of this program once the exact savings have materialized.

FirstNet Technology will also improve overall communications. AT&T is the only provider of this technology:

The First Responder Network Authority (FirstNet) was created as an independent federal authority within the National Telecommunications & Information Administration of the United States Department of Commerce. FirstNet was tasked with building a public safety-grade network to provide a nationwide, interoperable National Public Safety Broadband Network (NPSBN) dedicated to first responders. Program and standard requirements include:

Interoperability to ensure communications between agencies • Reliability and resiliency to sustain service • Providing services to rural areas In March 2017, AT&T was exclusively awarded a contract by FirstNet to build and manage the first broadband network that provides priority and preemption to public safety. The City Manager has determined AT&T is uniquely qualified to provide this service, because the Fire Department's MDT equipment will no longer be supported on the Verizon network after December 31, 2019.

In December 2017, after discussions and negotiations with AT&T, the State of California decided to “opt-in” to the AT&T and FirstNet California State Plan for network buildout and broadband coverage. California’s decision to opt-in gave AT&T the authority to build out Band 14 in California. There is no obligation by any agency to use this service, but the Fresno Fire Department has deemed this service to be superior due to the FirstNet’s interoperability features. AT&T’s FirstNet Solution will be provisioned using AT&T’s commercial LTE network along with a phased deployment of the FirstNet Evolved Packet Core to provide emergency responders with the first high-speed, nationwide broadband network with Priority and Preemption (when needed) for Local, State, Federal, and Tribal Public Safety Entities (PSE).

In order to actualize these cost savings over the long term and improve communications, the department will need to invest in the hardware and data plans provided by AT&T.

ENVIRONMENTAL FINDINGS

This item is not a project as defined by the California Environmental Quality Act

LOCAL PREFERENCE

Local preference was not applied. Service provider was selected based on unique technical components not offered by local service providers.

FISCAL IMPACT

There will be no impact in fiscal year 2020 for the lease purchase payments as they will commence in FY 2021. AT&T FirstNet monthly data plan costs November 2019 through June 2020 will be \$64,400 offset by Verizon Wireless plans phasing out by December 2019, estimated savings of \$62,300 leaving a net fiscal impact of \$2,100 in Fiscal Year 2020.

Attachments:

AT&T Proposal Agreement

AT&T FirstNet Pricing Mobility quote

Uniquely-Qualified Service Contract Approved Memo