

PROJECT SERVICES

Helping Mobile Network Operators bid for Public Safety Projects

Like all modern wireless services, the Public Safety community is demanding ever more complex, bandwidth hungry services. To meet this demand Public Safety organisations are embarking on modernisation programs.

Modernisation programs are seeking to move wireless connectivity to encompass not only voice but high-speed data, video and other services to the user. A user could be in a high-risk situation where their life or the lives of others rely on communications; there is no room for mistakes. All these services require a high level of resilience, and security beyond normal public networks.

There are many choices for the buying organisations, and they are also constrained by funding restriction but also have a high level of operational demands. To meet these constraints most Public Safety organisations are seeking to outsource their systems either totally or in part to a Mobile Network Provider / System Integrator and make use of public 5G networks.

With hybrid or 5G systems expected to meet cost efficiencies a bidder will need to understand how to respond to the RFP in a way that their customer understands. A standard Public Mobile network is unlikely to meet their needs.



About Erkmar

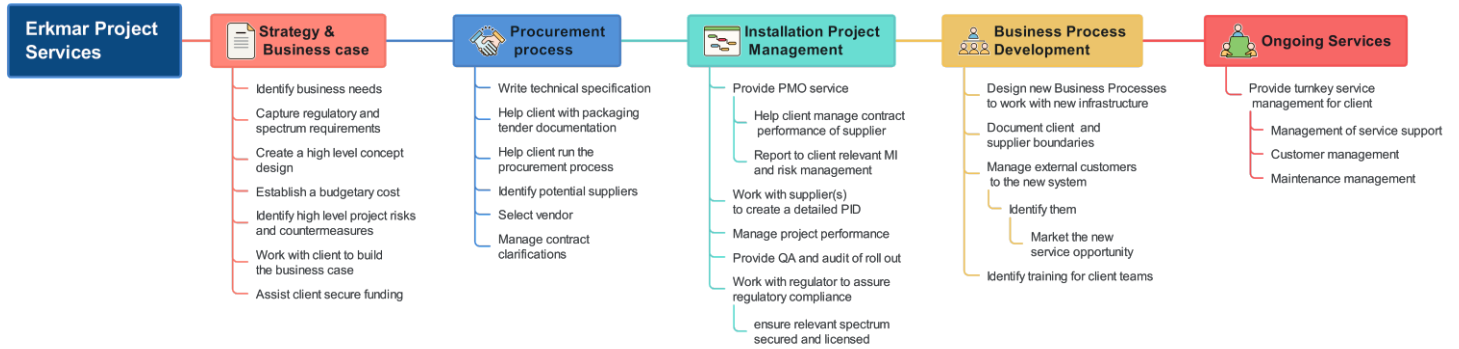
Erkmar is a UK based global consultancy business with an Australian subsidiary. We specialise in supporting our global clients in telecom, spectrum and technology needs.

We have delivered assignments throughout the world for the last 14 years. Some examples of our services:-

- Technology strategy development
- Business case development
- Technical procurement specification creation
- Procurement process management
- Validation of vendor proposals against our client's requirement
- Project/program management of installations
- Post-implementation validation of project deliverables
- Wireless network coverage mapping and validation
- Quality of experience / Quality of coverage measurement and reporting
- Business process design and validation
- Economic evaluation

We have worked extensively with governments, regulators, public organisations and private companies in all the above areas.

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Project services

We provide 5 steps of project services for wireless infrastructure implementation projects. We can be brought in to provide any combination of these steps but find that following the project through from concept through to operation delivers the best value to our clients. The challenge in the large-scale Public Sector wireless systems procurement will be about identifying, understanding and designing a solution that fits clearly with the requirements and operational practices of the procuring organisation.

Erkmar has experienced team members who have been both operators in Public Safety, and so understand the operational requirements in detail, and have delivered many years of experienced consulting support.

For example:-

- Our team will help an MNO identify the key operational issues in an RFP and validate that the technical solutions being considered by the MNO fit with what's expected. From this help the proposal can be built in a way that shows value to the customer and their requirements.
- We can add value to the MNO by identifying the underlying issues such as effective spectrum utilisation, how hybrid enterprise / private network approaches can be scaled to deliver cost effective solutions.
- How legacy networks and connectivity can be transitioned onto new networks whilst maintaining a high level of operational readiness and reliability.
- What business process and training requirements will develop from the technology changes proposed.

The regulatory environment of both Spectrum and Telecommunications adds another level of complexity to the process. Public Safety networks often have their own allocated spectrum, but these are unlikely to meet the new operational objectives due to bandwidth limitations.

Erkmar has extensive global experience with advising both regulators and operators on a range of regulatory, licensing and operational matters. Our team have been regulators and this, mixed with direct operational experience, allows us a unique understanding of where the issues are and how to progress them effectively.

Being aware of this, and having some considered solutions built into any procurement response, will add value to the MNO proposal and increase the probability of winning the contract.

Depending on your requirements and scope we would build a small expert team from our staff to support you for the duration of the project. We will add value to your project and set you ahead of the competition.

**Erkmar, your trusted
subject matter experts in
Public Safety
Communication systems**