

**From:** Brian Sailer <Brian.Sailer@grayling.com>  
**To:** Veldran, KatherineKatherineVeldran@gov.sc.gov  
**Date:** 3/18/2014 9:57:10 AM  
**Subject:** Re: Thanks

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Katherine,

I hope this finds you well. I'd like to see if we might do a touch base call with you and possibly Christian Soura to learn more about where the State of SC is on its initial FirstNet planning, and also to discuss the next phase which will get deeper into the infrastructure, assessments, and business planning around FirstNet. As you may recall, we tried setting up a call with Christian after having this discussion with the Governor quite some time back, however, we never got it scheduled. Things are picking up on FirstNet, the states will soon be getting additional grants, and the complexity of planning, assessments and economic analysis is growing.

I saw today that the State of CA has contracted SAIC to provide PMO services similar to what we're proposed to State of SC in discussions with Deloitte. As you recall, we'd be very interested in providing light PMO (program management) support with one or two professionals to offer support, guidance, business and economic analysis and feasibility for revenue streams from spectrum lease to private partners (P3s). I thought these two articles would be of particular interest:

CA PMO decision - <http://civsourceonline.com/2014/03/17/california-goes-with-saic-for-firstnet-planning/>

Complexity of FirstNet Planning, Assessments & Analysis for Business Case - <http://civsourceonline.com/2013/02/11/ntia-makes-121-5-million-available-to-states-for-firstnet-planning-questions-about-the-network-remain/>

Is there a time later this week or next that might work for a short call?

Thanks, all the best.

Brian

On 9/23/13 11:22 AM, "Veldran, Katherine" <KatherineVeldran@gov.sc.gov> wrote:

Please call me when you are available at 803-767-7583.  
Thank you,  
Katherine

**From:** Brian Sailer [<mailto:Brian.Sailer@grayling.com>]  
**Sent:** Monday, September 23, 2013 9:17 AM  
**To:** Veldran, Katherine  
**Subject:** Re: Thanks

Katherine --

I'd like to see if we might schedule a call for Brett Haan, Head of Telecommunication and Public Safety & Principal at Deloitte Consulting, with Christian Soura this week. The call would focus on the FirstNet program, and the opportunities and challenges associated with the spectrum allocation to the state by the NTIA FirstNet organization.

Thanks very much -

Brian

On 9/18/13 3:49 PM, "brian.sailer@grayling.com" <brian.sailer@grayling.com> wrote:  
Katherine -

Thanks very much for taking the time to meet with me and Jim Mears and Matt Dailida of Motorola. The company is very proud of its relationship with the state, and they greatly appreciated the time to connect with the Gov one-on-one to thank her for the state's support.

We would like to follow up with Christian Soura and Gen Zais on both the education safety and FirstNet issues. It will be important for the Governor's office to take an active role in analyzing the FirstNet program, and how it can benefit and impact the state.

Please let us know if you can be helpful in setting up the follow on meetings and or introductions to their respective staff contacts, and I look forward to hopefully seeing you again down in Columbia in the coming weeks.

Thanks again, all the best.

V/R,

Brian



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