



**Broadband Technology Opportunities Program
Public Computer Centers Program – Sustainable Adoption Program**

Submitted Date: 8/20/2009 4:50:02 PM	Easygrants ID: 2693
Funding Opportunity: Public Computer Centers and Sustainable Broadband Adoption	Applicant Organization: Alabama Department of Homeland Security
Task: Submit Application - Non-Infrastructure Programs	Applicant Name: Art Faulkner

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A. General Application Information

1. Applicant Information	
1-A. Name, Address, and Federal ID for Applicant	
i. Legal Name:	Alabama Department of Homeland Security
ii. Employer/Taxpayer Identification Number (EIN/TIN):	636000619
Street 1:	2 North Jackson St
Street 2:	Suite 202
City:	Montgomery
County:	Montgomery
State:	AL
Country	United States
Zip/Postal Code:	36104
1-B. Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix:	
First Name:	Art
Middle Name:	
Last Name:	Faulkner
Suffix:	
Telephone Number:	334-353-3044
Fax Number:	
Email:	art.faulkner@dhs.alabama.gov
Title:	State 9-1-1 Coordinator
1-C. Other Required Identification Numbers	



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i. Organizational DUNS:	14-038-1448
ii. CCR # (CAGE):	4HCC2
iii. Funding Opportunity Number:	2
iv. Catalog of Federal Domestic Assistance Number:	BTOP CFDA Number: 11.557 BTOP CFDA Title: Broadband Technology Opportunities Program

1-D. Organization Classification

State or State Agency

1-E. Applicant Federal Debt Delinquency Explanation

Is the **Applicant** Delinquent On Any Federal Debt?
No

Federal debt delinquency Explanation:

1-F. Congressional Districts of:

Applicant: Alabama - 2

Program/Project
Alabama - 1
Alabama - 2
Alabama - 3
Alabama - 4
Alabama - 5
Alabama - 6
Alabama - 7



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2. Project Title and Project Description

2-A. Project Title : Alabama Next Generation Emergency Network (ANGEN): Stimulating Broadband Demand Statewide

2-B. Project Description: ANGEN breaks down barriers to broadband for safety, healthcare, and related organizations, unlocking sustained demand by anchor institutions all over the state. Deploying Next Generation Safety Consortium’s Elements, ANGEN will focus on network-centric applications needed to enable hundreds of organizations - that today use little broadband - to be accessible, informed, interoperable, and aware.

3. Project Type

Classify the particular project type for which you are seeking federal funding.

Project Type: Sustainable Broadband Adoption

Project ID: 2

4. Application ID for Multiple Submissions for Identified Service Areas

5. Estimated Funding (\$):

Estimated Funding (\$):	
Federal	12,373,292
Applicant	
State	9,200,000
Local	13,341,667
Other	



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Program Income	
Total	34,914,959

B. Eligibility Factors

6. Eligibility Factors.

The application must be completed fully, and all required supplemental documentation must be attached.
Applicants must commit to substantially completing their Project (as defined in the NOFA) within two years of the award date, and completing the Project within three years of the award date.
Applicants must credibly demonstrate that their Project advances at least one of the five statutory purposes for BTOP.
Applicants must demonstrate that but for Federal funding they would not have been able to complete their project during the grant period.
The budget for the project must be reasonable and all costs must be eligible.

6-d. Applicant is providing matching funds of at least 20 percent towards to the total eligible project costs or is requesting a waiver of the matching requirements.

Yes

Matching Fund Waiver Request Explanation

C. Executive Summary



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7. Executive Summary of Overall Proposal:

On behalf of a growing consortium, the Alabama Department of Homeland Security is seeking \$12,373,292 to implement the Alabama Next Generation Emergency Network (ANGEN). We have almost a 200 percent match. Matching funds come from the very substantial investments that local and state agencies will make in high speed broadband transport, while we focus the federal BTOP funds on the innovative and sustainable uses of that transport. ANGEN is a unique opportunity to deliver statewide capabilities that generate economic justification for the expansion of broadband into unserved and underserved areas by providing sustained demand from anchor institutions in every Alabama community. Safety, healthcare, educational and other anchor institutions in each town will be connected to ANGEN so they can provide integrated and efficient responses to safety, healthcare, and education requirements.

Access to broadband is not the key problem for safety and healthcare organizations in Alabama; use of broadband is. A series of organizational and application layer barriers stand in the way of unleashing demand from this significant sector of our economy. ANGEN is designed to attack each of those barriers. ANGEN is a visionary effort that will save lives, reduce injuries, and protect property and homeland security while also improving medical care. It will encourage innovative education and training, and save money for local, state and federal safety and related functions. We are already attracting support from multiple industry and NGO sources as a key national proving ground for best practices, linked to national proposals, particularly those of the Next Generation Safety Consortium (NGSC). Rather than the traditional focus on single agencies, ANGEN deploys a middleware layer that provides voice, video, and data interconnectivity among anchor organizations statewide.

Highlights of ANGEN include:

- Significant benefits to local anchor institutions that have broadband
- Commercial expansion of broadband in each town due to sustained anchor tenant base
- Allows any person (including persons with disabilities) to access 9-1-1 with any communications device. Allows 9-1-1 to access key personal opt-in information (e.g. medications). This will make our 9-1-1 a national leader
- Allows 9-1-1 centers, crisis lines, and other “N-1-1” to transfer calls and data
- Radically improves local and statewide alerts and warnings to agencies, business, community institutions, schools and the public, partnering with public broadcasting
- Makes many new information sources available on Virtual Alabama and directly to agencies: car crash data, building plans, hazmat spill data from trucks/railroads, burglar alarm alerts



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- Makes Alabama a model state in using IT to improve emergency medical care
- First implementation of the Federal Emergency Response Electronic Health Record Interoperability Specification, building an electronic bridge between Alabama Medicaid Program’s personal electronic health records for all patients, and 9-1-1, EMS and hospitals in medical emergencies
- Deploys with state and national partners (PBS, National Guard, APCO, Federation of American Scientists, NGSC) innovative training using virtual worlds, simulations, and serious games for responders, and other educational uses
- Improves safety and efficiency by providing for virtual court arraignments for prisoners
- Improves Virtual Alabama by extending its availability and adding an incident data layer
- Utilizes existing networks: Alabama Supercomputer Authority, ISPs, state and municipal networks, public TV, and commercial carriers
- Supports related state activities including CONNECTAlabama, Virtual Alabama, AIMS, Medicaid electronic patient records, law enforcement radio networks, and existing government IT platforms
- Supports a series of federal programs and activities from DHS, HHS, DOT, DOJ, National Guard
- Is the lead national deployment site for the “National Elements” developed by the NGSC
- Vaults small and rural agencies into the future with hosted software subscription services, available to any agency with broadband. Hosted services include Next Generation IP 9-1-1 call management, Computer Aided Dispatch, and data transformation to create interoperability
- Enables the above with the first national models of two shared “core services”: a map-based agency registry and shared access control/identity management
- Supports multi-level government privacy and security processes to establish information sharing policies by incident and area.

ANGEN is “shovel ready”! A detailed plan for this inclusive statewide emergency network is done. EMS, healthcare, emergency management, and others are involved. We intend to enlist others. Use of the ANGEN middleware services and platform will enable the integration and coordination of all subscribing emergency response entities, expand the ability for remote learning within Alabama, and spawn commercial software development for each individual response unit to better use and contribute to this integrated capability. ANGEN either directly or indirectly meets all five of the BTOP statutory objectives. ANGEN directly supports BTOP objectives (c), (d), and (e) (safety, healthcare and education).

Anchor institutions in every Alabama community will require broadband access to utilize the ANGEN capability. ANGEN will thus provide the economic justification necessary for



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telecom service providers to expand their broadband networks to include the community at large as well as those anchor institutions within it. The broadband demand provided through ANGEN will stimulate further network expansion, thus meeting BTOP objectives (a) and (b) regarding underserved and unserved areas.

Our plan also includes an intensive outreach effort and a website that will provide complete financial and activity transparency.

D. Project Purpose

Project Purpose: Recovery Act & BTOP Objectives

8. Project Purpose

Alabama's emergency information and communications technology systems should be, but are not, fully connected to broadband, and should be, but are not, drivers of broadband use to keep the public safe. They are not keeping pace with rapidly changing technological advances and are designed inefficiently; guaranteeing high overall system costs and less than optimum performance.

Our 9-1-1 systems are incapable of accepting communications in the forms in which citizens communicate daily: text, video, advanced IP-enabled voice and data services. 9-1-1 and EMS agencies cannot obtain or share critical data on victims from electronic health records for information on medications and allergies. Call centers, such as crisis or suicide hotlines and poison control centers, and special hotlines, such as community information and referral 2-1-1 hotlines, cannot transfer calls and exchange associated data with each other. Data conveyed by voice is often misquoted or inaccurate and must be entered in numerous systems many times, often causing serious, life-threatening errors. As a result, responders lack useful information. Emergency communications systems are inflexible, inefficient and insufficiently redundant during disasters. This antiquated system is a disservice to the Alabamians we serve.

A diverse group of public safety leaders developed a plan that is a major first step towards overcoming those problems. We call it the Alabama Next Generation Emergency Network (ANGEN). ANGEN will focus on the use of broadband and the deployment of services and applications that will drive increased broadband use by the safety and healthcare sectors,



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among others. It seeks to establish a comprehensive Next Generation Network supporting 9-1-1 and other emergency services by connecting agencies to broadband networks currently in place, and interconnecting them. Our goal is to establish the first full state model of a next generation emergency communications and information technology (ICT) system that can be replicated across other states and communities. We are a state model for the NGSC.

Our proposal encompasses a broad, multi-dimensional effort, starting with broadband access for all 9-1-1 and emergency response agencies, a shared broadband backbone network connecting them, and beginning to deliver the multiple services and applications enabled by such broadband access. This means ensuring that all safety agencies are connected to broadband. It means adopting a standards-based, IP-based open architecture while allowing appropriate network and data control for agencies and operators of networks. It means focusing not on individual agencies, but on the “middle”, the network-centric services that will support the intersection of these entities from both operational and technological perspectives. To avoid a “digital safety divide”, we encourage the deployment of hosted, shared services that do not require major capital investments or sophisticated IT staffing to maintain. While this approach can benefit all agencies, it is particularly advantageous to small rural agencies.

By using software and network technologies that have been proven in commercial markets, we will gain many of the benefits that have been realized by businesses when transitioning from proprietary and often hardware-based legacy systems. Our plan will provide for upgrading the small and poorer agencies up front to avoid disparities in the state. We will develop interfaces to legacy systems for those who do not or cannot upgrade right away.

We hope to improve safety for the citizens of and visitors to Alabama, equalize safety service levels across the state, and increase reliability and resiliency. We will establish a more nimble environment for accommodating change and promote the sharing of information across the state between organizations and with the public from call initiation through event dispatch and the completion of response.

The ANGEN proposal directly addresses BTOP statutory priorities in three of five areas. As mentioned above, our efforts will profoundly improve use of broadband by public safety agencies. We will provide education, awareness, training and support to community anchor institutions, improving government services and lives in vulnerable populations. We will provide serious games, simulations and video training across the network for emergency and



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non-emergency purposes. These require significant broadband.

In a non-emergency use, we include “virtual arraignment” by the Alabama Administrative Office of Courts to save millions for local police departments.

Because we are creating broadband demand by hundreds of anchor institutions in every part of the state, we will become an important part of the sustainable drive for extending and expanding broadband to rural areas.

Almost all of these anchor institutions are necessary parts of the Alabama Next Generation Emergency Network plan we propose (safety, healthcare, education, government generally). For example, all of them are part of our proposed alert and warning project. There can be no more critical broadband use than our state’s emergency response systems, synchronized with the overall plan for our nation that NGSC represents. This leadership also allows us to be in the forefront of job creation. A number of the new network-centric software applications we expect to be hosted on this network and those of other NGSC partners are from Alabama companies.

Over the long term, we are sure that ANGEN will aid in saving lives and property and reducing injuries. It will protect homeland security, improve emergency medical care, and ultimately save money across a wide array of local and state safety and related functions. Alabamians will be safer, healthier and more secure.

9. Recovery Act and Other Governmental Collaboration.

ANGEN will leverage Recovery Act and other federal/state programs by (1) increasing value of other current federal/state programs through specific ANGEN activities, and (2) raising awareness through our education campaign about existing federal/state efforts that can be effectively implemented through expanded access and use of broadband.

Federal:

- Department of Transportation (NHTSA) and Department of Commerce (NTIA): Our plan is consistent with the goals articulated by Congress in the ENHANCE911 Act. That 911 Office is providing grants for the “migration to an IP-enabled emergency network.” Alabama expects to receive one. Value: \$700,000 to \$1 million
- Department of Transportation (FHWA): Since 2007, USDOT has spearheaded an NG 9-1-1 research initiative related to IP-based 9-1-1 systems. Our plan will leverage the work of the USDOT NG9-1-1 research and expand the work to the broader emergency response system.



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Value: \$4.5 million

- Department of Agriculture (RUS): Our plan directly supports the RUS Broadband Infrastructure Program and existing RUS authority to issue 9-1-1 and emergency communications loans/grants. Value: unknown
- Department of Homeland Security: (a) National Information Exchange Model (NIEM) - Our plan will leverage and increase NIEM efficiency by enhancing and increasing information exchanges between emergency response agency communications systems. (b) Data Messaging Standards Project: Our proposal will help accelerate use of current and emerging emergency messaging standards. (c) Virtual USA: We will increase the value of Virtual USA by adding a layer of incident information to it, and by broadening access to it. (d) National Emergency Communications Plan (NECP), National Incident Management System (NIMS; Emergency Communications grants): Our plan will support the NECP and NIMS, and the programs intended to improve interoperability and information sharing. Value: Over \$1 billion in FY09
- Department of Health and Human Services:
Consortium activities will directly advance and leverage HHS work in electronic health records (EHR) by initiating a specific program to implement the HHS-approved HITSP Emergency Response EHR standard. Our project launches inter-agency distribution of authorized EHR information during real-time emergency response, starting with state Medicaid records.
- Federal Communications Commission: Consortium activities will contribute to the FCC's overall broadband policy review and seek to use lessons learned from broadband infrastructure being deployed through the Rural Healthcare Pilot Program. Value: \$417 million
- State: - CONNECT Alabama. ANGEN is entirely consistent with Governor Riley's comprehensive state broadband strategy. ANGEN is working closely with the Governor's staff.
- Combined Public TV and Public Safety Network. We have signed an agreement to share capacity on the Alabama Public TV and Alabama Dept of Public Safety shared microwave system in very rural counties in western Alabama.

10. Enhanced Services for Health Care Delivery, Education, and Children

Access to broadband is not enough. Almost all Alabama safety agencies have access to broadband, but most don't use it. Thus, initiatives that stimulate demand are critical in this area. The ANGEN proposal is designed to solve both supply and demand problems for the state's emergency response eco-system. In the process, it will also enhance broadband for allied organizations, specifically those in the healthcare, education and child care sectors.



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Our goal is to enable secure and efficient information sharing among public, private and non-governmental organizations throughout Alabama, using advanced digital technology, rather than traditional voice communications and/or single-purpose solutions. ANGEN focuses not on individual agencies, but on the “middle”, the network-centric applications and services using broadband that are needed to enable these organizations to interoperate. It makes full use of technologies and networks that already exist, while increasing demand so that the private sector is incentivized to extend capacity to unserved areas, and improve it elsewhere.

Once in place, ANGEN will enable exchange of vital information about patients and incidents throughout the continuum of care. We will launch a major proof of concept implementation of HHS’s Emergency Response Electronic Health Record specification. As noted therein, this will use HITSP constructs, OASIS Emergency Data Exchange Language standards for emergency messaging and alerting and Health Level 7 standards for electronic health records. The middleware we seek will benefit from one-time deployment of core services that enable those messages to be sent via broadband between authorized entities, allowing them to obtain better information more quickly and at lower costs. It will empower hospitals, trauma centers, public health agencies, emergency services, 9-1-1, and victim services to provide faster response and improve patient outcomes.

By tapping into valuable information sources, broadband use by independent emergency medical entities will flourish. Groups providing care will only register once to receive alerts and warnings that affect them. For example, a public health agency that needs to warn of a pandemic-grade illness will no longer need to decide if or when a school in the next county wants to know such information. Those schools register in advance.

From the base of emergency medicine, ANGEN will help promote telemedicine and the broader deployment of electronic health records. For education and child care, broadband access can help transform the traditional learning experience and the safety of our children. We are involved in the innovative partnership for creating and distributing digital educational content, so that content will be available for schools in Alabama.

11. Small and Disadvantaged Business Involvement

As noted in section 33, we have included a disadvantaged firm in our plan as part of the technical team. In seeking interest in the various contracts that will be let under this project, we intend to reach out broadly within the state to attract the involvement of socially and



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economically disadvantaged small business concerns.

One large expenditure in our plan is acquiring next generation hosted 9-1-1 and N-1-1 calling systems. We will base our requirements for them in part on the recommendations of the Next Generation Safety Consortium’s Working Group on Persons with Disabilities: Emergency access and N-1-1 to ensure accessibility. This group is composed of recognized national leaders in the field.

E. Project Benefits

E-1 – Expanding Broadband Public Computer Center Capacity

Public Computer Center Capacity, Including Areas and Populations Served

12. Public Computer Centers Availability

13. Restrictions on Public Computer Center Use

14. Public Computer Centers Accessibility

15. PCC - Center Locations, PCC - Center Capacity, PCC - Size and Scope of Target Audience.

PCC - Center Locations & Center Capacity & Size and Scope of Target Audience.



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16. PCC- SBA Population Demographics

Age Distribution
Age Distribution: 0-4
Age Distribution: 5-19
Age Distribution: 20-29
Age Distribution: 30-39
Age Distribution: 40-49
Age Distribution: 50-59
Age Distribution: 60-69
Age Distribution: 70 and above

Ethnicity or ethnicities



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Ethnicity: Hispanic
Ethnicity: Non-Hispanic White
Ethnicity: Non-Hispanic Black
Ethnicity: Non-Hispanic American Indian
Ethnicity: Non-Hispanic Asian
Ethnicity: Non-Hispanic Hawaiian or Pacific Islander
Ethnicity: Non-Hispanic Other
Ethnicity: Two or More Races

Gender
Gender: Female
Gender: Male

Median Household Income
Median Household Income: \$35,000 - \$49,999

Educational Levels
Educational Levels: None
Educational Levels: Nursery school - Preschool
Educational Levels: Elementary - Kindergarten - Grade 5
Educational Levels: Middle - Grade 6 to Grade 8
Educational Levels: Secondary - Grade 9 to Grade 12



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Educational Levels: College
Educational Levels: Masters
Educational Levels: Doctorate/Post-Doctorate

Disabilities status
Disabilities status : Blindness, Deafness or a severe vision or hearing impairment
Disabilities status : A condition that substantially limits one or more basic physical activities such as walking, climbing stairs, reaching, lifting or carrying
Disabilities status : A physical, mental or emotional condition lasting 6 months or more

Unemployment Rate
Unemployment Rate: 10.10

Language
Language : English - Primary
Language : English - Second Language
Language : Non-English Speakers

17. Public Computer Centers Outreach

Public Computer Center Capacity: Training and Educational Programs



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18. Public Computer Centers Peripherals and Equipment

19. Public Computer Centers Workstation Software

20. Public Computer Centers Training and Education Programs

E-2- Project Benefits – Sustainable BroadBand Adoption

21. Innovative Approach to Sustainable Broadband Adoption

Alabama understands the need to develop innovative approaches to stimulate broadband demand and has designed its approach with that in mind. ANGEN moves away from the traditional approach of solving problems agency by agency. Instead, it focuses on the middle, providing common solutions that meet the interoperability needs of all emergency entities – a broadband backbone, network-centric shared services for information exchange, and network hosted applications that provide advanced capabilities to all entities at a low cost. We believe this approach will accelerate broadband demand and incentivize usage for the safety and healthcare sectors while also improving the health and safety of Alabama’s people and property in the process.

Just as Alabama was the site of the first 9-1-1 call and the first shared emergency situational awareness application, ANGEN will represent the first full state model of a next generation emergency communications and information technology (ICT) based on the Next Generation Safety Consortium’s National Elements.

Our goal is to ensure that ANGEN will:

- Be world class and a model for other states
- Protect our citizens, particularly the most vulnerable
- Serve the common needs of all emergency response entities in the state
- Link to related broadband programs in healthcare and education
- Deliver initial and on-going economies of scale



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- Attract support from multiple sources as a proving ground for best practices and link to national proposals to be their proving ground
- Leverage related activities in the state including Connecting Alabama, Virtual Alabama, radio network and interoperability programs, and existing government platforms.

Our broad, multi-dimensional effort will leverage national thinking and standards. It will focus on deploying a full, interoperable state system that will bring the same technology to all Alabama counties while coordinating with other state broadband initiatives to ensure that we contribute to the Governor’s broader objectives.

The cornerstone of our unique approach transforms our 9-1-1 system into the nerve center of modern emergency response - a smart, all-hazards, Internet-protocol, interoperable and integrated emergency response system. This center will provide a more informed and effective response with access to and sharing of video, text messages, car crash data, electronic health data, building plans, extrication guides, traffic information, electronic maps, weather and hazmat data. It will communicate with the public in the forms in which they communicate with friends and family. It will ensure that all organizations have the information they need when they need it.

ANGEN utilizes advanced technology and innovation to address Alabama’s critical emergency response challenges. By providing access to and stimulating demand for broadband, it will bring Alabama’s safety eco-system into the digital age.

22. Sustainable Broadband Adoption Household Subscribers.

How many total new home subscribers (household accounts) to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded?

23. Sustainable Broadband Adoption Institutional Subscribers.

How many total new business and/or institutional subscribers to broadband do you expect to generate through use of BTOP funds over the entire life of the program funded? **240**

24. Sustainable Broadband Adoption Users of Public Access Facilities.

How many total **users** of broadband in public computer centers or **users** of broadband **outside the home** (e.g., in a community college) do you expect to generate through use of BTOP funds over the entire life of the program funded? **47,000**

25. Sustainable Broadband Adoption Population Demographics.

Please refer to PCC – SBA Demographics section (Section E1- Question 17)



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26. Sustainable Broadband Adoption People Trained/Educated.

If you intend to provide training or education, how many people **in total** will your program(s) reach?

47,000

27. Sustainable Broadband Adoption - Scope of Training/Education Programs.

How many hours of training do you expect to provide *per person on average* for each participant in your training program(s), through completion of training for that individual? If you will offer multiple programs, provide estimates for each program. **24**

28. Sustainable Broadband Adoption Instructor Qualifications.

How many (FTE) instructors/facilitators will you employ for broadband and digital literacy training purposes, and what are their qualifications (training and experience)?

Training programs associated with ANGEN fall into two categories: General Broadband introductory courses for digital literacy purposes and educational programs relating to job training and retraining for safety personnel. For digital literacy, ANGEN will utilize the many existing programs designed in conjunction with ConnectALABAMA. These programs are available through public schools, colleges, and workforce agencies as well as private entities and community action programs. As broadband permeates the state, these programs will be accessible from home, community centers, and public computer centers. Innovations in digital education will be made available through the network, such as those being produced by the partners (including NGSC) in the BTOP proposal “Innovation in Education and Workforce Training”.

Because broadband usage will transform the way our responders perform their work, existing courses will need to be revised and new courses created so that responders can acquire the skills needed to successfully use next generation technology as it relates to their job category.

Research suggests that people learn best by doing. ANGEN is encouraging the development and use of innovative, broadband-based experiential education. Simulations and learning games are key components, effectively creating real-world “feel like you are there” environments that provide students an opportunity to engage, have fun and truly learn. This approach requires collaborative efforts between emergency response practitioner instructors and educational experts needed to create these learning tools. Initially, that will mean developing profession-based courses for 9-1-1 telecommunicators, dispatchers, firefighters, law enforcement professionals, and emergency managers. Courses for these professions already exist and are taught throughout Alabama. In addition, many colleges and universities are using experiential techniques. Dedicated training development teams will create materials for virtual and in-person courses aimed at educating an estimated 47,000 public safety professionals in



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Alabama.

The ANGEN and Next Generation Safety Consortiums include experienced leaders and innovators in both traditional and distance education for public safety. These include Texas A&M, Columbia University, Ball State University, the National Emergency Number Association, the Federation of American Scientists, Mayo Clinic Medical Transport, Texas Engineering Extension Service, PBS, and the Association of Public-Safety Communications Officials-International. Their programs will be tapped to jumpstart this effort.

Once courses are developed, ANGEN will conduct a “Train-the-Trainer” program for existing instructors in each profession. We anticipate a need for 3 FTEs per profession (15) to educate these instructors who will satisfy initial training requirements as well as continuing education and new hires after the completion of this program.

29. Sustainable Broadband Adoption Equipment Purchased.

How many broadband-related equipment units (e.g. computers, wireless devices) do you intend to purchase overall?

30. Sustainable Broadband Adoption Cost of Devices.

What is the total up-front cost of this equipment?

31. Sustainable Broadband Adoption Loan Program Participants.

If you are providing an equipment purchase or loan program, for how many households, businesses and/or institutions do you expect to provide equipment or computers?

Number of Households:

Number of Businesses:

Number of Institutions: 1,815

32. Sustainable Broadband Adoption Loan Cost to Borrower.

If you are employing a loan program for purchases of service or equipment, what will be the total cost to the typical customer you assist over the life of the loan, including all interest and fees?

33. Sustainable Broadband Adoption Target Population, Awareness Campaign.

If you are conducting an awareness campaign, how many people do you expect your campaign will reach?
4,500,000

34. Sustainable Broadband Adoption Awareness Campaign Methods

ANGEN will deploy an extensive campaign to drive broadband demand through value recognition. The campaign will be comprised of multiple initiatives tailored to our target audiences: emergency responders, policy-makers and other change agents, the media, and the public.



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The ANGEN consortium will be instrumental in promoting our message to a wide range of audiences. Because consortium members are widely recognized leaders in the public safety, communications, technology, broadband, government, and academic sectors, outreach efforts will be sizeable, and, most importantly, effective. The diverse groups represented will reach out directly to their constituents, members, and to influential leaders in their geographic and interest areas. They will develop appropriate informational and promotional materials and speak at community meetings, conferences, and industry events about the lifesaving power of broadband.

The campaign will be designed to focus on initial, broad-based messages with targeted messages based on needs and issues raised as the project progresses. Methods and messages will be designed for Alabama's emergency responders (approximately 47,000 9-1-1 telecommunicators, dispatchers, firefighters, and law enforcements professionals), government officials and policy-makers (approximately 3,000 elected officials), and the public (approximately 4.5 million with 1.1 million under 18 years of age and 630,000 over 65).

The campaign will kick-off immediately upon award with a press conference and a series of forums held across the state. These events will be general in nature introducing all audiences to the project, the benefits of broadband and how its use in emergency response and healthcare can lead to a safer, healthier, and more secure state. We will demonstrate how this initiative will coordinate with national initiatives, other state initiatives such as Virtual Alabama and introduce the project website. This website will encourage public comment and provide detailed information on the project, its status, finances, and progress. The project will set a high standard for transparency.

Outreach to emergency responders will require significant effort as this group will have the most to gain and, some may think, to lose if we are successful. Broadband will change the way they work and communicate, giving them a lot of information never available before. As with any technology implementation, change can be frightening and resistance high. Our awareness campaign will need to start early addressing these fears and encouraging participation and buy-in so that they can be part of the change taking place. Most messages will be geared towards involving responders, hoping that as part of the process, they will embrace it. Consortium members will be key in identifying specific issues in their areas of expertise and how best to address them. The consortium will conduct webinars, educational events and participate in



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conferences early and often, bringing back valuable feedback to refine our messages for the most positive impact.

Because the funding, creation, and implementation of a broadband emergency communications network will require regulations, statutes, and laws to be drafted or updated, an awareness campaign targeting policy makers is essential. Educational messages to these groups or individuals will be centered on explaining the numerous and substantial benefits that will be realized for responders, the government, the public and their community anchor institutions. Materials and talking points will be prepared so that consortium members and responder thought leaders can meet with policy makers regularly to provide an overview of the project, the value that will be realized by their community, the state, and the nation and why current legislation and regulations will need to be updated to support this new environment.

Examples of policy changes that will result from broadband adoption include issues regarding personal information and privacy, security, information sharing rules across sectors, governance issues that cross traditional boundaries, and accessibility issues for special needs populations. Messages will need to be crafted for policy makers to initiate the changes and the public to provoke the changes.

Educating the public will be done in two phases. The first will focus on the benefits of broadband adoption for public safety to create a groundswell of support for project implementation. An informed and engaged public will act as an extremely powerful and influential lobbying group with decision-makers who may not be fully informed about the benefits of next generation emergency response and healthcare. The second phase will be launched with the availability of broadband-based emergency services in a given area. The public will need to be educated about the new capabilities for exchanging information and how they can best use broadband to communicate with emergency and other services.

Public awareness efforts will focus on using the Internet and new media for those that have Internet access and on print and broadcast methods for those that do not. Internet penetration will include materials posted to the project website as well to consortium member websites. In addition, we will use web 2.0 resources such as Facebook, Twitter, YouTube, and other new media, leveraging low cost and innovative delivery of key messages and calls for action.

A strong media campaign using print and broadcast will be conducted during both phases of



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the public awareness campaign. Print materials will include opinion pieces written by state, local, and national thought leaders, success stories, and advertisements in newspapers and trade press.

Performance metrics will be established to measure the effectiveness of our campaign, both from a penetration perspective and from changes in subscription rates and broadband uses. Reports will be posted on the project website.

35. Measuring Campaign Impact for Sustainable Broadband Adoption

The effectiveness of the campaign, tailored to our target audiences, i.e. emergency responders, policy-makers and other change agents, the media, and the public, will be principally measured by the adoption rate with which the target emergency responder audience migrates from their siloed systems of the past to the new age of full interoperability offered through the ANGEN platform. Some measures of that adoption success include:

1. The number of organizations that register in the ANGEN agency locator core service;
2. The number that acquire high speed broadband;
3. The number of emergency and healthcare agencies actively using the ANGEN system to download critical data or to communicate with other emergency response organizations;
4. The number and diversity of professions represented in the ANGEN consortium and system;
5. The number of hosted services available through the network;
6. The number of external information sources (e.g. OnStar, railroads, building plans) available through the network;
7. The number of incidents handled through the ANGEN system;
8. The decrease in response time of appropriate emergency responders and the year-to-year reduction in injuries/fatalities and property loss experienced as a result of the managed incidents;
9. The amount of traffic on the ANGEN network as measured daily, at peak load periods, and over monthly and annual periods;
10. The extension and expansion of broadband service into underserved areas and the role ANGEN members have played in creating sustained demand.

ANGEN will constantly update the statistical data associated with subscribers and usage and will make that data available in periodic reports to the elected representatives and the emergency responder and healthcare communities of Alabama.



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Because the funding, creation, and implementation of a broadband emergency communications network will require regulations, statutes, and laws to be drafted or updated, an awareness campaign targeting policy makers is essential. ANGEN will seek the support of public officials through the awareness campaign and measure its effect by the support ANGEN receives from these elected officials. The ANGEN staff will also periodically brief policy-makers and will receive constructive comments during these in person reviews.

36. Sustainable Broadband Adoption Total Cost Per New Subscriber.

What is the total cost of your project per new subscriber (household, individual, or institutional) or new end-user? .00

F. Project Viability

Technical Viability

37. Technology Strategy

37 - A. Public Computer Center Technology Strategy

37 - B. Sustainable Broadband Adoption Technology Strategy

The technology strategy for the ANGEN represents a full state implementation of the “National Elements” developed by the NGSC. It is designed to attack the 10 leading barriers to unleashing safety and healthcare broadband-based information sharing, making Alabama a model state for safety broadband demand and usage. Major activities addressing each barrier are as follows.

- Organize the community. To address common issues and ensure stakeholder support, leaders from all state safety and healthcare disciplines will be recruited into the ANGEN consortium. Coordinated by Alabama’s Department of Homeland Security, the Consortium will oversee this project and coordinate efforts with the NGSC.
- Connect Alabama’s safety eco-system (transport). ANGEN will acquire existing capacity to implement a statewide Emergency Services Internet Protocol Enabled Network (ESInet) that will interconnect local and regional ESInets and all organizations involved in emergencies. We will coordinate with NGSC to ensure that Alabama is connected to its planned national “Internetwork”. The project includes tasks for systems governance, the structures and policies governing



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ownership and control of technical elements.

- Enable interoperability with shared services. As a deployment partner of NGSC, ANGEN will be the first deployment site for two core services (agency locator, a registry of agencies, and identity management/access control). These services will allow participants to register their data routing attributes and enforce policy-based rules for information sharing. This effort also includes the statewide work needed to bring state and local leaders together to define these rules.
- Ensure that all entities have access to broadband enabled applications. Traditionally, applications have been procured by individual agencies when they could afford them. For some Next Generation applications, ANGEN plans to incent the creation of network-centric hosted subscription services. These will vault small, suburban and rural agencies into the future and significantly increase broadband use throughout the state very quickly. Planned initial offerings include call management of 9-1-1 and other N-1-1s, computer aided dispatch, a network-based data transformation service (connecting agencies even if they are not using standardized messaging), and a shared individual responder scheduling service. In addition, we plan to deploy a proof of concept, linking Alabama Medicaid’s personal ehealth records with 9-1-1, EMS, and hospitals.
- Foster information-sharing through standards. ANGEN will encourage all state emergency agencies to build interfaces to current emergency messaging standards and share information across professions. To aid this effort, we plan to offer an open source message sending and receiving tool supplied by the NGSC that uses these standards.
- Stimulate broadband demand with high profile use cases. While a broadband-based information sharing architecture is needed, it needs a visible starting place. We will “crack the data sharing wall” with several use cases that get responders excited about how broadband can benefit them and the public they serve: (a) Creation of an emergency incident layer for Virtual Alabama, allowing agencies and external third parties (e.g. railroads, OnStar) to send incident messages to it. (b) Connecting all emergency responders to the AIMS (disaster health) network for situational awareness. (c) Migration to NG9-1-1 so that the public (with and without disabilities) can communicate with all N-1-1 services (e.g. 2-1-1, crisis hotlines) using text, video, advanced IP-enabled voice and data services. (d) Establish a statewide network of video arraignment equipment, linking 21 courts to 19 jails. (e) Participate in all hazards alerts and warnings trials across all emergency domains.
- Ensure responder readiness. Without proper training, all this new technology will bring few benefits. Traditional in-person, off-site training is expensive and resource intensive. Research suggests that responders learn best by doing and broadband offers an opportunity to transition existing courses and develop new courses using innovative, experiential techniques such as



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simulations, virtual worlds and learning games. ANGEN will work to offer digital training from our consortium training partners by using the same emergency backbone network and stimulating use in the process.

- Understand economics and outcomes. ANGEN needs to measure both costs (capital and operations) and offsetting benefits of the successful deployment of ANGEN. Auburn University will assemble baseline costs of the current emergency systems and then measure and compare costs and benefits of the new one. Benefits will include the savings from not entering the same emergency data multiple times per incident, the savings from reduced deaths and morbidity, the increased safety of responders, fewer liability-creating errors, and the savings from sharing costs with larger pools of users.

- Broadcast our efforts. ANGEN needs to inform and excite policy makers, the media, and the public. An extensive outreach and awareness campaign will be designed to provide timely, relevant, and informative educational resources specifically tailored to target audiences. The campaign will provide knowledge about the benefits of broadband adoption for emergency response purposes and will use a multi-tiered approach, utilizing multiple delivery methods and carried out before, during, and after broadband adoption. Our project website will also ensure full public transparency.

- Show others how it's done. Alabama will be the first full state model of a next generation emergency information and communications technology system. So that this model can be replicated across other states and communities, the project team will develop guidelines, templates, and user guides to provide assistance to others to follow Alabama's example.

Organizational Capability

38. Management Team Resumes.

Please refer to upload section at the end of document.

39. Organizational Readiness

The ANGEN team is prepared to quickly launch and sustain a high level of project activities from project start through completion. Consortium members and many project team members have extensive experience successfully delivering large information and communication technology projects.

ANGEN intends to capitalize on work already completed, such as NG9-1-1 for adopting IP-enabled networks, OASIS standards for data messaging, and the technical designs for core



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services. These “National Elements” from NGSC allow the project to deliver results quickly. Similarly, a variety of technology companies have developed applications we believe meet the ANGEN model, so we will not face long development cycles.

One difficulty in transforming the emergency response environment for broadband-based information sharing is the emergency response community itself, which in Alabama is made up of hundreds of independent agencies acting to solve their individual problems with no overarching leadership to bring these efforts together. While significant effort has been devoted to the technological needs of the endpoints in the chain of response (9-1-1, fire, police, EMS, etc.), there is no focus on “the middle”, specifically the organizational and technological meeting points of all of these sectors. The ANGEN Consortium is being formed to solve this problem, bringing together leaders from the disparate safety organizations, collectively treating them as a virtual enterprise, with benefits realized by all. We have already received very valuable assistance from the Alabama Chief Information Officer, the Department of Public Safety and other key entities. To sustain this focus, the consortium plans to become a 501(c) 3 not-for-profit entity. Members will commit to long-term support of consortium projects, helping to promote broadband adoption within their respective organizations and communities. These members, and associated supporting partners, significantly enhance the organizational readiness of this project and are major success factors in achieving the goals of this project.

The consortium, along with the project’s training and outreach programs, will enable buy-in from enterprise participants. To ease the transition and lighten the change management burden, an iterative adoption strategy is being deployed to introduce new broadband capabilities incrementally. This strategy will allow organizations to train their people, change their processes and update their policies as each iteration becomes more complex. Project work is performed using a “design-develop-trial deploy-refine-publish” approach to enable iteration and allow communities to replicate our approach in a rapid, cost effective manner. Performance measures will be developed to measure benefits being realized from this project.

40. Organizational Chart.

Please refer to upload section at the end of document.

Community Involvement



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41. Key Partners

- Alabama Department of Homeland Security
Jim Walker, Director
Art Faulkner, State 9-1-1 Coordinator
Role: Sponsoring agency and Project Director
- University of South Alabama Center for Health Innovations
Dr. Carl Taylor
Assistant Dean of the University of South Alabama College of Medicine, Director of the Center for Strategic Health Innovation (CSHI)
Role: Project lead on Emergency Medical Working Group, and disaster medical communications
- University of Alabama at Birmingham Injury Control Research Center
Philip R. Fine, PhD, MSPH
Director
Role: Coordinating overall UAB involvement with ANGEN
- Auburn University Center for Governmental Services
Prof. David Hill
Associate Director
Role: Project lead on measurement of costs and benefits of ANGEN
- Alabama Department of Public Safety
Colonel J. Christopher Murphy
Director
Role: Project coordination with law enforcement
- Shelby County 9-1-1
John Ellison
Executive Director
Role: Project lead for Network Working Group
- National Emergency Number Association, Alabama Chapter
Rod Coleman
President
Role: Project lead for Applications Working Group
- Alabama Department of Mental Health
John Houston
Commissioner
Role: Integration of mental needs in project



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- Alabama National Guard
Colonel Christopher J. Morgan
Director, Military Support
Role: Integration of Alabama Guard in network planning, alerts and warnings, and disaster communications
- Alabama Administrative Office of Courts
Marty Ramsay
Deputy Director
Role: Manage “virtual arraignment” portion of project
- Alabama Public Television
Allan Pizzato
Executive Director
Role: Coordinate on alerts and warnings; provide capacity on microwave broadband
- National Oceanic and Atmospheric Administration
National Weather Service Forecast Office
Jeff Stefkovich
Meteorologist-In-Charge
Role: Integration of weather information into ANGEN
- Alabama Association of 9-1-1 Districts
Hunter Simmons
President
Role: Project liaison to 9-1-1 entities
- Alabama Wireless 9-1-1 Board
Johnny Hart
Chairman
Role: Matching funds for IP network
- Blount County Emergency Management Agency
Max Armstrong
Director
Role: Lead of Alerts and Warnings Group
- HealthMed/University of Alabama
Tracy Webster
President
Role: Inclusion of health information technology in ANGEN
- Tuscaloosa County EMA



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David K. Hartin, A.L.E.M.

Director

Role: Project lead for liaison to emergency management

Baldwin County 9-1-1

Christine Heger

Executive Director

Role: Lead of Education/Outreach Working Group

Huntsville-Madison County 911

Ernie Blair

CEO

Role: Lead of Core Services Working Group

Montgomery 9-1-1

Larry Fisher

Director

Role: Lead of Training Working Group

deltaVectors

Richard Dineley

Role: Lead project management consultant

COMCARE Emergency Response Technology Group

David Aylward, President

Judith Woodhall, Vice President

Roles: Lead strategist; liaison to federal programs and Next Generation Safety Consortium.

42. Partnering with Disadvantaged Businesses

One of ANGEN's partners is Evolution Technologies, Inc. (EvoTec), a Small Service Disabled Veteran Owned Business. EvoTec will provide expertise to the project in the area of standards definition and uses for emergency, medical, and disaster response.

A core competency of Evotec is working with all emergency practitioner professions in the creation of XML standards to address critical interoperability issues relating to public safety, emergency response and other business functions. Evotec supports standard creation by joining together practitioners, cross disciplinary, cross-jurisdictional organizations and communities of interest to develop use case driven requirements, design XML messages, identify reusable content, and work with consortiums and standards organizations for creation of public standards. EvoTec has been the leading DHS contractor in facilitating the development of



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Emergency Data eXchange Language draft standards, participating end-to-end through publication of those as international standards as voting members of the OASIS Emergency Management Technical Committee. Evotec has played an active leadership role driving the National Information Exchange Model and National Incident Management System. All of these are directly relevant to ANGEN and will be utilized. The EvoTec principals, Lee Tincher and Tim Grapes, will be members of the ANGEN project team.

ANGEN will reach out to other disadvantaged businesses with the state to support project activities.

Ability to Start Promptly & Timeline

43. Project Timeline and Challenges

The ANGEN project spans a 2-year period. Major deliverables and milestones for each of the 10 barriers to broadband use identified in the technology strategy are listed below with deliverables and milestones identified by quarters 1-8 (Q1-8).

1. Organize for success with Alabama Next Generation Network Consortium: This activity starts in Q1 and continues beyond this project. Deliverables/milestones for this activity include: Q1, Formalization of the consortium, establishment of an executive committee and program management office (PMO). The PMO will integrate the planning, task tracking, evaluation, collaboration, status reporting, risk management, and budget management functions. The consortium will continue throughout the project to expand its reach, recruiting additional partners and supporters.
2. Connect Alabama’s safety eco-system with a shared network: This activity starts in Q1 and ends in Q6. Deliverables/milestones include: Q1: Network sizing using quality of service (QoS) as criteria; Q2: Acquire existing capacity; Q2-3: Implement broadband backbone; Q4-5: Ensure agency connectivity and establish systems governance approach; Q6: Coordinate connection to national “internetwork”.
3. Enable interoperability with Core Services: This activity starts in Q1 and ends in Q5. Deliverables/milestones include: Q1: Form operational governance working group to establish



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rules for information sharing; Q2-3: Develop rules and policies; Q4-5: Deploy and populate first reference models of core services.

4. Ensure access to hosted services: This activity starts in Q1 and ends in Q6. Deliverables/milestones include: Q1-2: Issue RFP for hosted services and make initial awards; Q1-3: Plan proof of concept to link Medicaid ehealth records to emergency professions; Q2-3: Begin marketing. Q4-8: Deploy services as available.
5. Foster information-sharing through standards: This activity starts in Q3 and ends in Q5. Deliverables/milestones include: Q3: Market use of current messaging standard; Q4-5: Deploy open sources messaging tool to enable information exchange using core services and messaging standards.
6. Stimulate broadband demand with targeted use cases: This activity starts in Q3 and ends in Q8. Deliverables/milestones include: Q3: Creation of an emergency incident layer for Virtual Alabama; Q4-6: Populate layer with external sources of data, standard emergency messages; Q3-4: Connect responders to AIMS network for situational awareness; Q6-8: Participate in alerts and warnings trials.
7. Ensure responder readiness through training. This activity starts in Q1 and continues through Q8. Deliverables/milestones include: Q1: Identify training needs and available courses; Q2-3: Test experiential learning courses from partners; Q3-4: Work with national and state partners to develop new courses; Q4-5: Test drive courses; Q6-8: Launch training program.
8. Understand economics and outcomes: This activity starts in Q1 and ends in Q8, Deliverables/milestones include: Q1-2: Establish baseline costs and benefits; Q3-4: Identify new system costs; Q4-5: Establish metrics for measuring performance and benefits; Q6-8: Publish final report. This activity will be performed by Auburn University.
9. Broadcast our efforts with an awareness campaign: This activity starts in Q1 and ends in Q8. Deliverables/milestones include: Q1: Identify target audiences and launch project Website; Q2-3: Develop outreach and awareness campaign; Q4-8: Conduct awareness campaign; Q8: Publish final report.
10. Show others how it's done documentation model state approach. This activity starts in



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Q4 and continues through Q8. Deliverables/milestones include: Q4-5: identify documentation needs; Q6-7: Develop guidelines, templates and user guides; Q7-8: Publish model states tools.

11. Administrative Office of the Courts: Virtual Arraignment model: This activity starts in Q2 and is completed in Q5.

Challenges and risks can include conflicting project plans and dates, scope changes, resource competition/overload, uncertain dependencies, and stakeholders that are not engaged. We will adopt formal mechanisms for mitigating these risks and challenges. We will have a risk management plan that will identify, prioritize and mitigate project-associated risks on an ongoing basis, escalating them for timely decision making.

In addition, all project issues will be documented and tracked by in a standard issue management tracker. The purpose of issue management is to facilitate the escalation and resolution of project issues to minimize the impact on project timelines, budgets, and resources. Since project issues may prevent certain aspects of the project from moving forward, action items with target resolution dates will be assigned to appropriate resources for resolution. Issues unable to be resolved quickly through these mechanisms will be escalated to Consortium Executive Committee and/or Alabama’s Department of Homeland Security.

The strength of the Consortium is also its greatest weakness. It represents a broad diversity (which is increasing as it grows), and is pursuing a collective path not taken before, and which is at odds with both tradition and government organization. Therefore, constant attention needs to be paid to the needs of each key constituency and the clear articulation of the benefits of this cooperative approach to government at all levels.

We will also need to be sensitive to the line between public investment and creating successful private sector models that will sustain this new way of doing business going forward. We need to move to the latter as soon as possible.

Lastly, to ensure transparency, we plan to establish an ANGEN Project Website with detailed information on this project, its status, finances and progress. The website will encourage stakeholder and public comment.

44. Non-Infrastructure Projects - Licenses and Regulatory Approvals



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45. Legal Opinion.

Please refer to upload section at the end of document.

G. Project Budget & Sustainability

Project Profile: Budget and Budget Narrative

46. Budget Narrative

ANGEN’s two year project budget is \$34,914,959 (not counting in-kind training expenses and staff contributions), of which we are requesting \$12,373,292 from the BTOP program. The remainder is funded by an almost 200% match (\$22,541,667). Items funded by BTOP are designated “Grant” and items funded/contributed by state and local institutions as “Match”.

-Ensure that agencies involved in emergency response have appropriate broadband connectivity to the state emergency backbone network. Match: Agencies acquire broadband connections to state backbone at their own expense and establish redundant connections to alternative networks. Assumption: We make a very conservative assumption of two T-1 connections from each of 240 agencies (of a universe of 3000), at 10 per month over two years. This has a value of \$2,649,600 for the first two years of the project.

- Acquire backbone capacity on existing networks for the ANGEN project. Grant: We will use \$4 million of the grant funds for the onetime costs of acquiring existing capacity to create a state emergency broadband backbone network that will be shared with all emergency and health care agencies. Match: The state wireless board will fund the new IP network to deliver wireless 9-1-1 calls over it to the appropriate PSAP. This costs \$4.6 million annually. Additionally, State PSAPs today pay about \$4.8 million a year for 9-1-1 call delivery and ANI/ALI services. That will be reduced by the elimination of connection charges over time as the shift to broadband occurs. The PSAPs will contribute a minimum of \$3.5 million annually to the ANGEN costs providing an incremental \$7 million over 2 years. This is a total match of \$16.6 million over 2 years.

- Enable information sharing services, including the provision of a series of cutting edge managed/hosted software services for subscriptions to any agency with high speed broadband. Grant: We will fund half the price of 200 seats of a hosted call handling and computer aided dispatch service. We will fund trials between this system and users for crisis hotlines. The cost will be \$2.6 million over two years. Match: Agencies will fund the other half of the cost of \$2.6 million over two years. Grant: We will fund the entire cost for 1 ½ years of a hosted scheduling



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and staff availability software application. 25,000 Alabama responders will be covered for \$375,000 over two years. Match: Agencies will fund an additional \$125,000 for the last half of year two and then take over the subscriptions. Grant: We will fund $\frac{3}{4}$ of the cost of a hosted data transformation service that will create interoperability, starting with CAD to CAD. The grant funding sought for this service is \$2.75 million over two years. Match: Agencies will fund an additional \$916,667 for this service.

- Hosted services will also include the middle ware to securely share patient information in medical emergencies. Grant: We will fund a proof of concept, linking Alabama Medicaid's personal electronic record system with selected 9-1-1, EMS and hospitals. We have \$500,000 in our budget for this purpose. We will participate in the national planning of NGSC on this issue.

- Improve Virtual Alabama with new layers of information (e.g. alerts, healthcare). Grant: We will pay the \$50,000 costs of creating an "incident layer" in Virtual Alabama to display incident information of various kinds including telematics like OnStar, railroad, weather, AMBER alerts, and other information.

- Enable standardized all hazards, all sources emergency alerts and warnings, among emergency agencies and between them and the public. Grant: We will encourage agencies in the state to build interfaces to the current DHS emergency message standards. We will fund an interface between ANGEN and the current AIMS network that connects health and related agencies in the state, spending \$45,000. We will deploy the open source messaging sending and receiving application being created by the NGSC National Elements effort. We will get existing systems to register in core services, and run drills linking all these capabilities for an incremental \$150,000.

- Support multi-level government processes to establish the rights and policies by incident type and area to govern information sharing, privacy and security. Register these in the above core service software applications. Grant: We will match a \$200,000 grant from the NGSC to fund this activity in the state, focused the rules for information sharing on alerts/warnings, and sharing of emergency medical data.

- Measure the costs and benefits of this move to NG systems. Grant: We have included \$55,000 for Auburn University to assemble the baseline costs of the current statewide emergency response system. Future performance measurements are included at an incremental \$100,000.

- Launch broad outreach and education effort. We will reach out to the key affected constituencies to involve them in the ANGEN project, educating them about the benefits of broadband-based information sharing. This will include a project website, an active communications program and a speaker's bureau. Grant: \$350,000 is in the budget for this



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activity: \$200,000 in year 1, \$150,000 in year 2.

- Develop a shared statewide infrastructure and governance model for the ANGEN Consortium. Grant: We will fund the staff needed to continue this consortium effort, pulling together a strong and cooperative state effort by public and private entities involved in emergency response and healthcare. \$800,000 in our budget is for two full time staff, retaining expert consultants and staffing state committees. These will be funded with fees on users as part of the ANGEN costs by year 3.
- Provide the Alabama Administrative Office of Courts (AOC) with the ability to arraign prisoners remotely using broadband. Grant: \$398,262 in grant funding for equipment, manpower, and travel. Match: Communication costs of \$50,400 will be paid by the benefiting courts.

47. Non-Infrastructure Projects - Budget Reasonableness

The budget for the Alabama Next Generation Emergency Network (ANGEN) project has been carefully estimated to ensure that it follows the cost principles in OMB Circular A-122: Cost Principles for Non-Profit Organizations. Our budget preparers acted with due prudence to ensure that the costs are consistent with organizational policies and practices. In addition, the project team is confident that the costs for this project are both appropriate and sufficient to execute the stated activities outlined in our proposal.

The Alabama Department of Homeland Security (ADHS) ANGEN project team developed the budget based on a number of relevant factors. It reflects input from key project team leaders and several industry professionals who have significant experience in similar projects, have participated in the competitive procurement process, and delivered fee-based products and services. They also consulted with carriers and technology vendors. The budget was developed through a series of discussions, sharing cost information from previous related projects, and developing a schedule of fees associated with the rollout of the program.

The costs for outside services were derived through reasonable mechanisms, utilizing industry benchmarks. All project RFPs and other contract services will use an open and competitive bid process. While comparing industry benchmarks for pricing finds a range of estimates, we are confident that, after reviewing prices from numerous organizations, the costs reflected in the budget are reasonable and consistent with that paid for similar work.



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While funding from NTIA is vital for project success, this project also rests on a large infusion of in-kind matching funds in the amount of \$22,541,667. Primary sources of in-kind match are agencies within the State of Alabama and counties within the State that are offering broadband investments to meet the project requirements for IP-networks in order to be able to demonstrate and implement hosted and core services. Strong in-kind contributions for this project clearly indicate widespread support for ANGEN. In addition, the ANGEN proposal will be continually validated as execution takes place throughout Alabama. Since the intent is to make ANGEN’s technology strategy replicable in any state, region, or community wishing to utilize it, we view project economics as vital for this purpose and will be carefully measuring them throughout the project, led by our partner Auburn University.

The ANGEN project team has determined the costs to deploy this effort are reasonable and necessary in order to complete the project. Considering the magnitude of the project, along with the significant and replicable benefits to be gained, the budget is justified.

48. Demonstration of Financial Need

BTOP grant funding is critical for this shared needs project for three key reasons: (1) funding has generally not been available for broadband for safety; (2) current state and federal programs fund specific emergency or health professions, they do not address the shared information technology needs of the full spectrum of organizations in emergency response; and (3) while there is very large potential demand, commercial entities have not invested in shared network-centric applications and infrastructure because of the lack of a single, large initial customer. The current business model is the opposite -- sell to thousands of individual entities – while interoperability requires action in the middle. We face what economists call the “tragedy of the commons.”

Alabama Department of Homeland Security (ADHS) has not pursued a similar project and has therefore not previously been denied funding, but some of our partners have. Prior to the multi-organizational collaboration called for by BTOP, such a federal or state opportunity did not exist. This is the main reason why the ANGEN Consortium was formed – to bring an overall state focus to the shared broadband needs, for access and use, of all the organizations involved in emergency response.

Broadband-enabled Next Generation emergency response requires the sharing of networks,



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databases, services and applications. Current state and federal programs do not reflect this critical need. State and federal funds have been made available for individual sectors (e.g. universities, police, EMS, healthcare, 9-1-1), through government organizations focused only on those sectors, or small subsets of them. Often programs may only be used for a single purpose, directly contrary to BTOP’s shared use goals. Funding is recently being made available for broadband infrastructure, but there is no single grant program that is currently available to fund the shared information and communications technology (ICT) needs of modern emergency response.

ANGEN project activities will focus on the “middle” – shared network-centric emergency services that are not owned or purchased by a single agency (see Technology Plan). One of the many challenges associated with the lack of information sharing in emergency response today is that there is no single “customer” for shared networks, databases, or services. Companies often express an interest in this model for emergency services, but have trouble taking the business risk of a new market approach when there is no single customer for shared services. Instead, they pursue business through the current programs -- which leads to the continued balkanization and siloed approach to emergency response. By cost sharing with business in creating and using the key, breakthrough applications in the middle (e.g. core and hosted services), and making the upfront payments for others, ANGEN will create a new, sustainable business model; normal market incentives will then take over.

49. Historical Financial Statements.

Please refer to upload section at the end of document.

Project Profile: Long Term Sustainability

50. Sustainability.

51 - A. Public Computer Center Sustainability

51 - B. Sustainable Broadband Adoption Sustainability

ANGEN will be sustainable and replicable after the federal funding period has concluded. The project is creating demand for broadband where almost none existed before. In the future, that demand will grow and become mission-critical and non-discretionary. We are



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showing the economic value of combining safety, healthcare, education, and courts on a single shared broadband platform. These are not one time users.

BTOP funds will provide the foundation for cost-effective NextGen broadband services in any community, particularly unserved and underserved, and also new, commercial hosted services offered at affordable costs by vendors who have benefited from the reduction of pioneering deployment risk due to subsidies from the project. The low-fee hosted option will prove attractive to hard-hit urban areas and underserved/unserved areas. These products (supply) in turn will encourage continued growth (demand) for these and other broadband services by the entire safety eco-system, community anchor institutions, and the public.

ANGEN will open the broadband pipe with initial compelling applications (e.g. alerts) that will build sustained usage. In addition, we will create new broadband uses for private companies which will further build ongoing demand. Railroads and trucking companies, for instance, will ramp up broadband use with geospatially-enabled warning and alert systems. Their data, including video, provided to safety will be an additional compelling reason for agency adoption.

High-bandwidth usage such as video will supplement voice and simple data, sustaining further investment in hardware and networking. That may be incident video, or training simulations and serious games. Our single registry system will encourage wider use than we would otherwise see if inefficient multiple signups remain the norm for all who wish to receive the widest range of applicable information.

Consortium activities will enable government agencies to improve the use of new and existing communications systems, encourage manufacturers to offer new competitive commercial products, and enhance the viability of hosted services in areas which otherwise could not sustain their own systems. Innovative online training programs and outreach by Consortium members and partners will further promote robust broadband-delivered emergency services long after the initial funding period ends. Once empowered, safety groups and others will not turn back.

Throughout the life of the project and beyond, we will educate and inform a wide array of constituencies using a multi-tiered outreach, communications, and education plan. In addition, consortium members will maintain direct outreach to policy makers, the media and the public.



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Increasing broadband use and access during the grant period is a great start. Sustainable, available broadband applications with urgently needed public-benefit applications are ideal. We offer the ideal.

Project Profile: Outside Leverage

51. Matching Funds.

Please refer to upload section at the end of document.

52. Unjust Enrichment

This project is not receiving, nor has the Alabama Department of Homeland Security applied for, any Federal support for non-recurring costs to support the creation of the Alabama Next Generation Emergency Network (ANGEN) or to fund development of the ANGEN Plan as defined in the project plan.

We have applied for (but have not been awarded) special funding from US Departments of Transportation and Commerce pursuant to the ENHANCE 911 grant program which would be applied to acquisition of the underlying broadband transport capability.

In addition, we fully intend to seek additional funds to support areas in the ANGEN Plan not covered in this proposal, in an effort to leverage funding from the BTOP program with funding from other federal programs. For example, funding from the U.S. Department of Health and Human Services and from the U.S. Department of Homeland Security will be sought to complement work in this program with work in electronic health records, and incident management, respectively.

53. Disclosure of Federal and/or State Funding Sources

The Alabama Department of Homeland Security manages numerous grant programs. In the past federal State Homeland Security Equipment Grants and Public Safety Interoperable Communications Grants have been used to fund preliminary work on ANGEN. The state wireless emergency communications fund will also be used to fund activities related to this initiative.



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ADHS also expects to receive funding from the ENHANCE9-1-1 Act grant program of between \$600,000 and \$1 million for developing Next Generation 9-1-1 Systems. Some of the match used for that grant and for this application comes from the same source of local agency expenditures. We will allocate that spending to each grant appropriate; we will not “double dip”.

54. Buy American.

Is the applicant seeking an individual waiver of the Buy American provision?

No

Buy American Waiver Request Explanation

H. DOC Environmental Checklist

55. SECTION 1 – Please refer to upload section at the end of document.

I. Compliance and Certification

56. Certification and signature.

Please refer to upload section at the end of the document.

J. Uploads

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separately from the **Main page of the application after you submit**. These will continue to be available to you in read-only format after your application has been submitted.