

Q1 2017 Targets

Biz Dev

- 3 pilots cities
- 3 Pilots Campuses/Organizations
- 3 New strategic partners
- 2 white papers – ML & HLS

Presidential Team

- APCO – Standardization document
- FCC – Standardization Process
- Nena – TBD
- AT&T – Integration & Partnership

Management & Admin

- HR - 2 Sales
- Demo Station - fully equipped station
- Board Members

Plan

- Execute pilots with Chicago, Boston and Atlanta
- Reach out to more campuses
- Reach out to new business partners
- Propose an abstract for a white paper

- How to facilitate next steps?
- How should we take it from here?
- Should we do something on this front?
- Promote a technical evaluation

- Ongoing interview process
- Define the setup
- Look for new hires - Academic, Business, Governmental, Ex Mayors

