



Partnering with Nlets

Frequently Asked Questions

What is involved in the process?

- Every potential partner starts by going through the initial **outreach** phase.
 - This phase involves: completing an NDA and a discovery call with the Business Relationship Manager to determine partnership use case viability.
- If Nlets decides the partnership is viable, the **evaluation** phase begins.
 - This phase involves: a technical readiness call, providing information requested by Nlets for the sake of due diligence research, drafting a Statement of Work, and execution of the Nlets Strategic Partner Agreement.
- If the evaluation phase is completed and the Nlets CEO/Executive Director believes the potential partner is ready to go to the next Technical Operations Committee (TOC) or Board of Directors (BOD) meeting, the **preparation** phase begins.
 - This phase involves: submission of your PowerPoint presentation, a walk-through of your presentation with Nlets, confirming arrangements made to present at the next meeting, presenting to the Nlets BOD or TOC, receiving a decision from the prospective members, and, once approved by the BOD (if TOC approval was needed first) Nlets will countersign the Nlets Strategic Partner Agreement and invoice the one-time implementation fee.
- If the preparation phase is completed, the **execution** phase begins.
 - This phase involves: developing a project plan, completing the 10-print fingerprinting & background process, as well as other security documentation and compliance; ordering and installing necessary software and hardware; programming routers, firewalls, etc.; performing additional programming and/or testing, as needed; and, going live (connecting to the Nlets trusted network).
- Once preparation is complete, the final, **closing**, phase begins.
 - This phase involves: invoicing and payment, documenting lessons learned, and completing final outreach efforts.

What are the security requirements for establishing a connection to Nlets?

Strategic partners are required to comply with the Nlets and CJIS Information Security Policies to utilize the Nlets network. Verification of compliance is done through a security audit conducted by the Nlets security team. This process involves two parts, the first being an audit of the organizations policies, procedures, and documentation. During this phase, Nlets will review security policies, network diagrams, security awareness training, as well as other documentation. These steps allow the security team to determine audit scope and readiness for an onsite audit.

The second phase of the Nlets security audit involves assessing the technical and physical environment. The strategic partner's infrastructure is measured against the Nlets and CJIS information security policies. Nlets will identify and document any findings, and work with you to ensure that all findings are remediated appropriately. Upon completion of the remediation process, strategic partners will proceed with the remainder of the execution phase.

Why can't just any organization join?

Strategic partners affiliated with Nlets must endeavor to serve the same mission that Nlets pursues. Ultimately, your organization must, in some way, support justice, public safety, or other like-minded law enforcement entities.

Mission Statement

The mission of Nlets is to provide, within a secure environment, an international justice telecommunications capability and information services that will benefit to the highest degree, the safety, the security, and the preservation of human life and the protection of property. Nlets will assist those national and international government agencies and other organizations with similar missions that enforce or aid in enforcing local, state, or international laws or ordinances.

Can we get the information we need via a third party, and not join Nlets as a strategic partner?

Every organization needing to request data via the Nlets network **must** be a member or strategic partner.

Does it make a difference if we are also a 501(c)(3) like Nlets versus a for-profit company?

No, the main requirement for a strategic partnership with Nlets is that your organization supports the Nlets mission.

What if we have government clients, but none of them are law enforcement?

If your clients are not law enforcement, but you feel your product/service adds some value to the justice or public safety communities, Nlets will still evaluate you for potential partnership.

How much does it cost to join?

Partner Service Fee(s)

Strategic Partner Service \$7,282.20/month

(subject to a 2% YOY increase)

Circuit Connectivity (if applicable) \$730/month

Transaction/Device/Network fees (if applicable)

Initial Implementation Fee:

Fee varies

Per Instance Fee(s) (subject to change)

Fingerprint/Background \$25/person

Triennial Audit of Hosted Partner (hosted by Nlets) \$8,000

Triennial Audit of Offsite Partner (not hosted by Nlets) \$15,000

How long is the approval process?

The entire process—from outreach to board approval—can take up to or over **one year**, depending on the potential partner’s willingness and ability to respond.

Upon receiving your inquiry, Nlets will respond and begin the outreach phase. The initial outreach phase can take up to one month, depending on both parties’ ability to respond.

If it is determined that the potential partner will be put before the Nlets BOD for approval, the vetting process continues through additional phases: evaluation and preparation for approval. These phases can take up to one year.

Although the approval process can move as fast as both parties are able, final approval can only occur at a BOD or TOC meeting. These meetings are held twice annually: once in the spring, and once in the fall. If time or agenda space prohibits the potential partner from going to the next meeting, they would have to wait for the following meeting.

Who makes the final decision?

If your organization’s service is like that of one of Nlets’ current partners, then the final decision rests solely with the Nlets Board of Directors.

If your organization’s service is “new” concept, then the decision must first go to the Nlets TOC, who decides if a pilot and/or any other further action, information, etc. is needed before the organization is sent to the BOD for the final decision.

What do we get out of becoming a partner?

First and foremost, your organization gains the opportunity to work with the U.S. states and territories, Federal agencies, associate and regional agencies, and strategic partners that are already members of Nlets. Furthermore, your organization can join Nlets in realizing their vision.

Vision

Nlets' vision is to continue to be the premier provider of the network, system, and services that will support and encourage a totally standardized, integrated, international justice system. Acting primarily as a network provider and, to the degree required, a data warehouse, Nlets will endeavor to serve every stratum of the justice and public safety communities.

What data can traffic enforcement organizations access?

Traffic enforcement strategic partners can access vehicle registration data via queries over the Nlets network; driver's license data is currently not available to traffic enforcement strategic partners.

How do organizations connect to Nlets?

Strategic partners connect to Nlets via a dedicated private circuit that is secured with AES 256 encryption. These partners communicate with the Nlets message switch via web services using eXtensible Markup Language (XML). Each strategic partner is assigned a Nlets ORI, and the ORI of the law enforcement agency the partner is working on behalf of must be contained in the Nlets control field of every message sent on that agency's behalf.