GRANTS OFFICE
empowering communities

Exploring the Security Grant Funding Landscape for Rural and Tribal Communities



Sponsored by: Genetec™

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Today's Presenters



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An Overview of Grant Funding

Tips for Navigating a Shifting Grant Funding Landscape

Grants Are Not Going Anywhere

While priorities may shift, Congress will continue to fund important grant programs that are relied upon by the constituents in their home District

States & Foundations

Hundreds of billions of dollars are made available each year by State agencies as well as private and corporate foundations.

Review EOs

Administration priorities around strengthening national security, reducing inflation, and promoting energy independence and manufacturing

Monitor Budget Process

Congress and the New Administration will need to agree on a budget by March 14. It will provide valuable information on priorities and the funding landscape over next two years

Keep Pressing Forward

Stay motivated to pursue grant funding. We deal with a new administration every 4 to 8 years. This is not the time to sit on your hands and wait to see what happens.

Top Sources of Grant Funding in the United States

Federal Government Agencies

Public Funding
$700B+ USD annually

State Government Agencies

Public Funding
$100B+ USD annaully

Family, Community, & Corporate Foundations

Private Funding
$70B+ USD annually



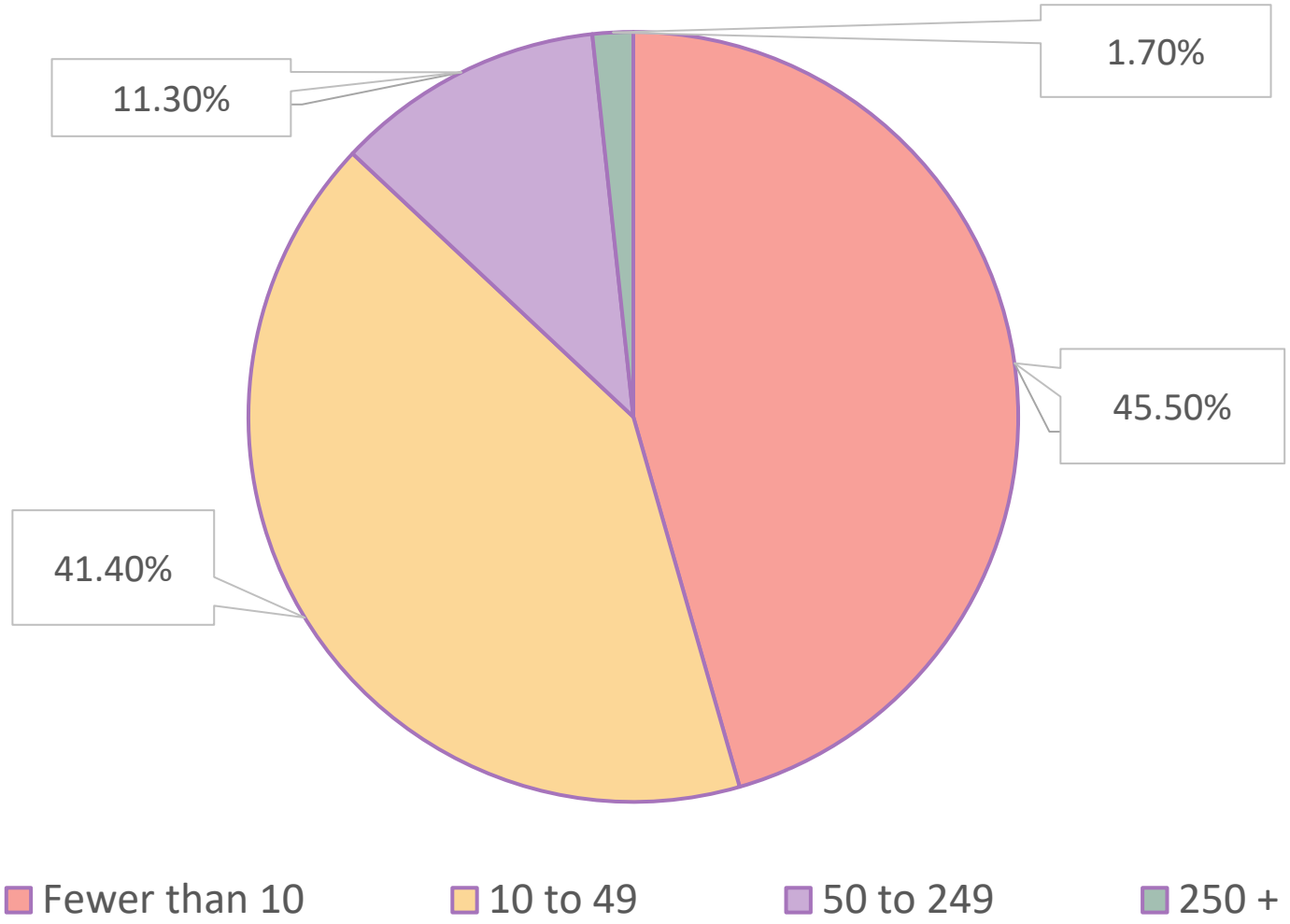
Top Sources of Public Safety Grant Funding





State Agencies

Full-time Sworn Officers in U.S. Law Enforcement Agencies



Data sourced from Goodison, S. (2022, November). Local Police Departments Personnel, 2020. https://bjs.ojp.gov/sites/g/files/xyckuh236/files/media/document/lpdp20.pdf

How to Tell if a Grant is Technology Friendly

Examples of Grants that Justify Technology Solutions

Edward Byrne Memorial Justice Assistance Grant (JAG)

- Law enforcement equipment and technology
- Security solutions for community safety
- Justice system information security and communications

Coordinated Tribal Assistance Solicitation (CTAS)

- Law enforcement equipment and technology
- Tribal justice system infrastructure
- Collaboration for community engagement

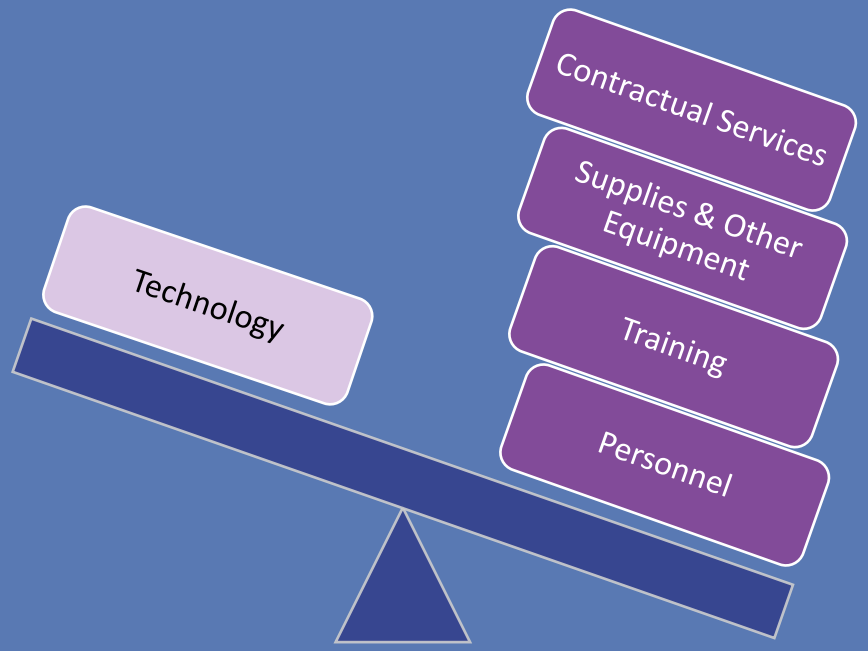
Rural and Small Department Violent Crime Reduction Program

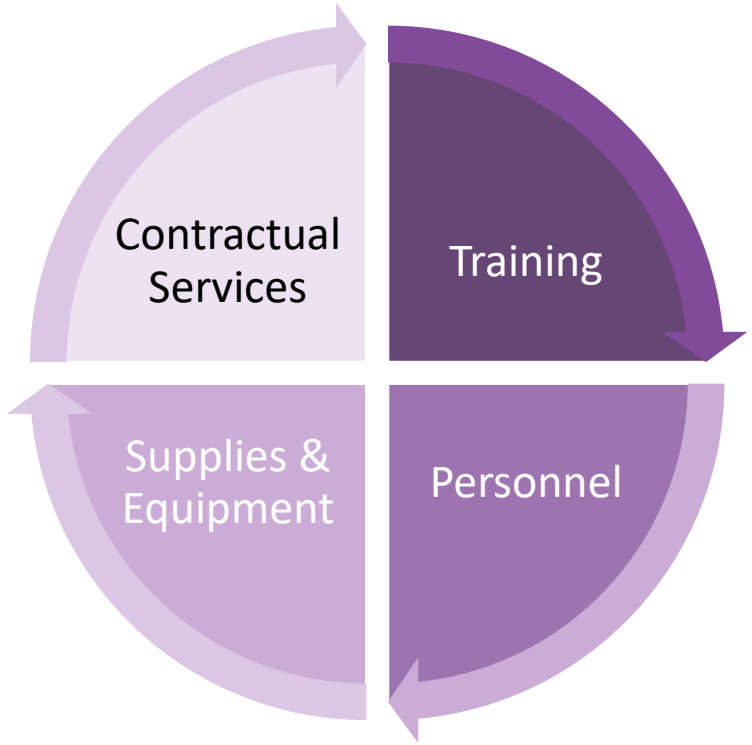
- Security solutions for community safety
- Analytics and intelligence for problem-oriented policing
- Strategies for community outreach

Types of Grants and How They Support Tech Purchases

Grants created to fund specific tech solutions

Grants created to fund everything else





Emphasizing overall social benefits, in addition to desired tech needs

Is This Grant “Technology Friendly?”

Check the guidance

- Review the request for proposal (RFP) or submission instructions related to the budget.
- What are the allowable or unallowable expenses?

Read between the lines with program priorities

- Do your project goals align with the program priorities?
- Does the desired technology address the overall social benefits of the program?

Look at past projects funded

- Has the program leveraged technology to accomplish its mission through past projects?
- Reach out to funder for project examples.

Examples of Grant Fundable Genetec Solutions

01 | Genetec Clearance™ digital evidence management

Facilitates data collection from disparate evidence sources.

02 | Genetec Citigraf™ decision support system

Empowers public safety departments to build a deeper, data-driven understanding of what's happening in their city by correlating and displaying incoming data through dynamic maps, supporting operation centers and frontline personnel with deeper situational awareness as events unfold

03 | AutoVu Cloudrunner™ vehicle-centric investigation system

Provides law-enforcement agencies with a reliable way to identify vehicles connected to crimes, day and night, and in any weather condition.

04 | Security Center™ unified security platform

Offers unlimited feature possibilities.

05 | Omnicast™ unified video management platform

Manages city-wide surveillance all from one place, centralized for better situational awareness and is easily unified with access control, intrusion detection, communications, and more.



Tips to Justify Technology in Grant Proposals

01 | Start with need for the project

A lack of technology usually isn't a sufficient problem to inspire the funder, think about what issue the technology will help solve.

02 | Explain need for tech in budget justification

Think about what grant-funded activities the technology will enable and how the tech helps accomplish project goals.

03 | Involve vendors & IT staff to ensure project success

Save vendor and reseller quotes & product notes for later use when preparing a proposal – these will help when developing your budget.



Key Components of Federal Grants

Common Components



Proposal Abstract

A short summary of your project.

Proposal Narrative

8 to 10 pages detailing your project.

Budget & Budget Narrative

This is the foundation of your grant proposal.

Grant Readiness Tips and Tricks

Checklist for Grant Readiness

01 Define Your “Why”

What needs are you hoping to address through the support of grant funding?

02 Form a Grants Team

An effective grants team consists of people in various roles within the organization.

03 Create a Grantseeking Documents Folder

Ensure commonly requested documents are easily accessible to avoid a last-minute scramble.

04 Build a Grantseeking Calendar

Stay on track through the process and ensure everyone is aware of their roles and deadlines.

05 Obtain a UEI Number from Sam.gov

If you’re organization is already registered, ensure you update your registration annually.



Develop Effective Partnerships



Focus on what you bring to the table and what you need



Loop other organization in BEFORE the project is fully planned



Formalize partnership with a Memorandum of Understanding (MOU)

Tips for making your next grant proposal more competitive

Tip #1	Tip #2	Tip #3	Tip #4	Tip #5
Remember, most grants fund **comprehensive projects**, not just products.	Let your project's **needs and objectives** determine the technology you acquire and the team you build.	Read the **application guidance** to learn as much as possible about the grant program before you apply.	Include SMART Goals: **S**pecific, **M**easurable, **A**chievable, **R**esults-focused, **T**ime-bound	Get an outside set of eyes to **review and edit** your final proposal before submitting.

Genetec Grants Support Team Services



The Genetec Grants Support Team offers NO COST grant services to Public Sector and Non-profit agencies:

- Up-to-date grants intelligence
- Consultation to help develop project ideas for new technology-rich projects or to expand initiatives already underway
- Application assistance to seek and secure grant funding to purchase Genetec solutions

Grants assistance available across the Public Sector

- K-12 & Higher Education
- Public Safety Agencies
- State & Local Public Administration
- State & Local Utilities
- Transit & Transportation
- State & Local Justice
- Courts & Correction Institutions
- Healthcare Organizations



Genetec Grants Support Team Services



- Funder Prospecting
- Grant Readiness Coaching
- Project-Specific Consultation
- Proposal Development Assistance

Genetec Grants Support Team
Step-by-Step Process

01 – Engage with the Genetec Grants Support Program

Fill out and submit our Information Collection Tool

Scan this QR code

or request a link to the form
from grantsoffice@genetec.com

02 - Consultative Call

Discuss the project:

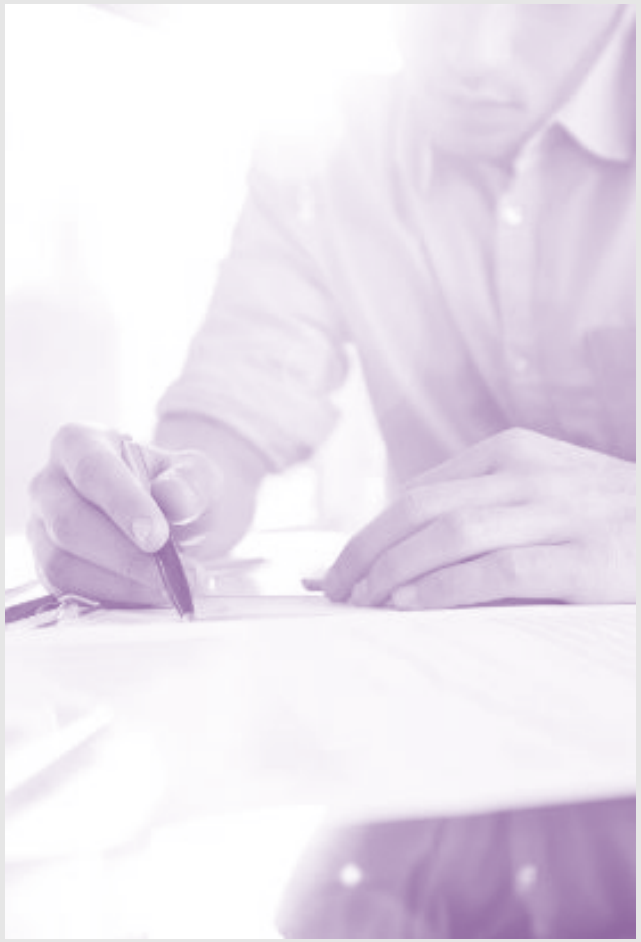
- Refine project ideas
- Further the long-term vision
- Establish next steps



Call participants:

- **Customer**
- **Genetec Account Executive &/or Channel Partner**
- **Genetec Grants Manager**
- **Grants Office Representative**

03 - Grant Development Support



The GGST offers a range of support:

- Honing projects to ensure alignment with grant funder objectives.
- Reviewing grant applications, ensuring compliance with grant funder requirements.
- Providing grant writing/editing support.

As part of the GGST process, the Genetec Account Executive or Channel Partner will:

- Provide project descriptions as well as detailed quotes to be included in the line-item budget once the grant proposal development process is underway.

04 - Successful Application Submission



Questions?

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Contact Us

grantsoffice.com

helpdesk@grantsoffice.com

Genetec™

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