GRANTS OFFICE
empowering communities

Grant Funding Opportunities to Unlock Smart and Secure Communities

Sponsored by: samsara

AGENDA

01 | Welcome & Introductions

02 | Connect your Operations with Samsara

03 | An Overview of Grant Funding

04 | How to Tell if a Grant is Technology-Friendly

05 | Examples of Public Safety Grant Programs

06 | Examples of Transportation Grant Programs

07 | Grant Readiness Tips & Tricks

08 | Q&A



Today's Presenters



Sean McCann

Samsara
AVP | Public Sector



Michael Paddock

Grants Office
CEO



Shannon Day

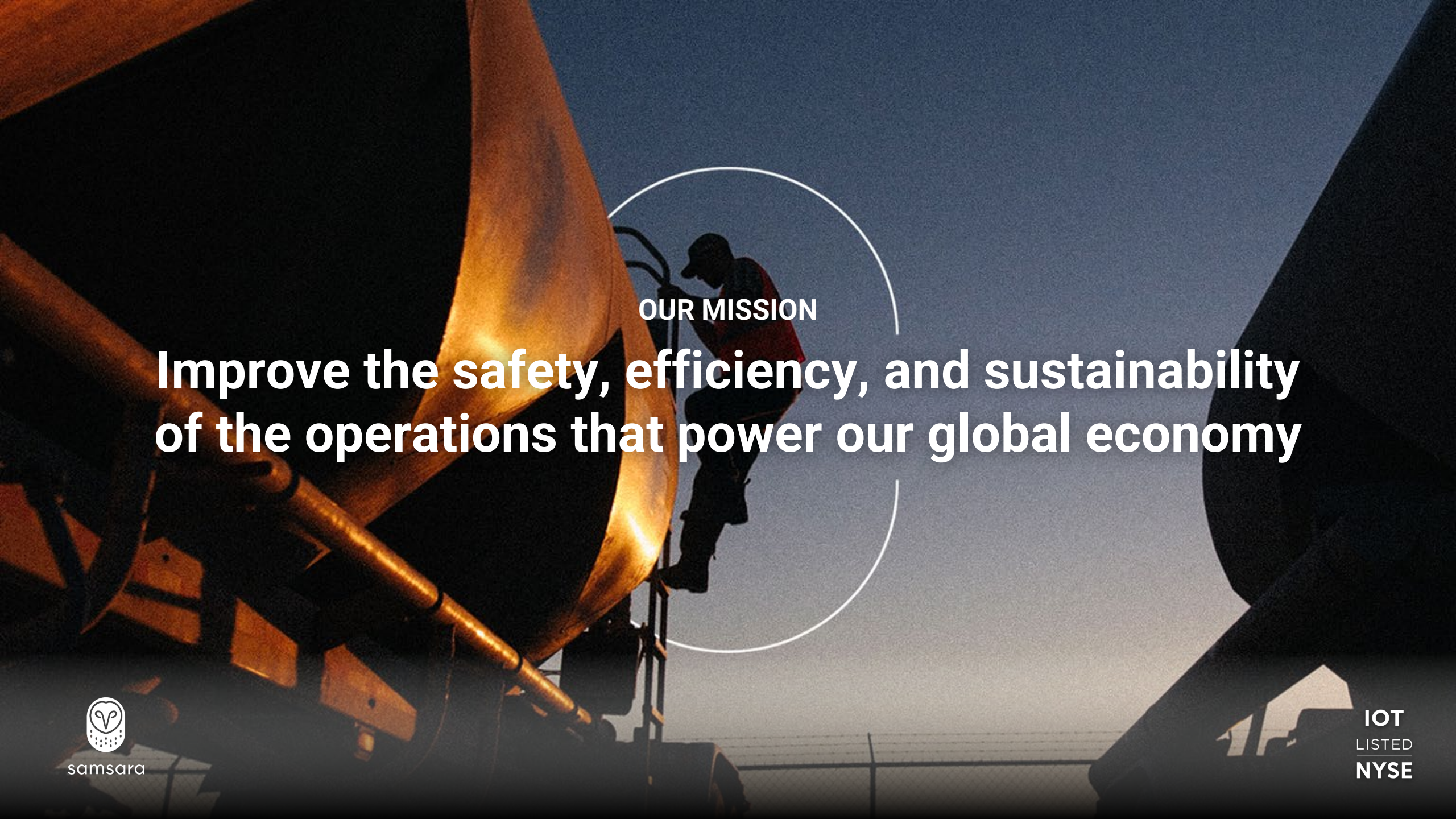
Grants Office
Senior Grants Development Consultant



Joe Phelan

Grants Office
Grants Development Consultant


samsara
Connect your operations with Samsara


OUR MISSION
Improve the safety, efficiency, and sustainability of the operations that power our global economy
samsara
IOT
LISTED
NYSE


Accident costs


Fuel costs


Asset utilization


Recognition & retention


Training


VEHICLE IS POWERED
ELECTRIC DRIVE.
Sustainability & compliance

Open platform to connect your people and systems

Vehicle Telematics

Video-based Safety

Site Visibility

Smart Trailers & Equipment

Connected Workflows

Connected Training

Samsara Platform

Dashboards | Templates | Mobile | Alerts | Audit Trails | Coaching

290+ Integrations | Automations | AI detections | Geofences



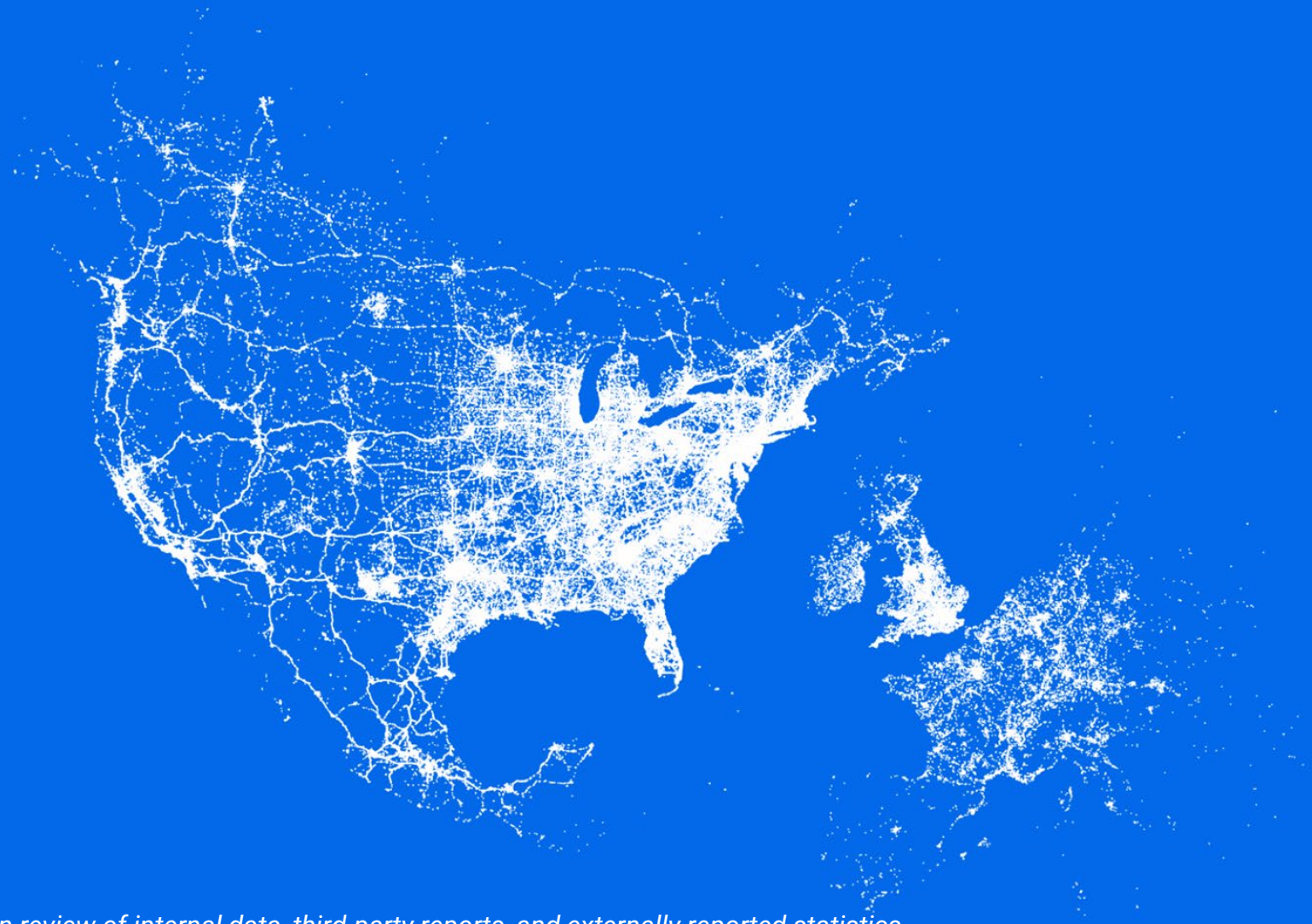
The world’s largest connected operations data set

10 trillion
Data points

85 billion
API calls

70 billion
Miles travelled

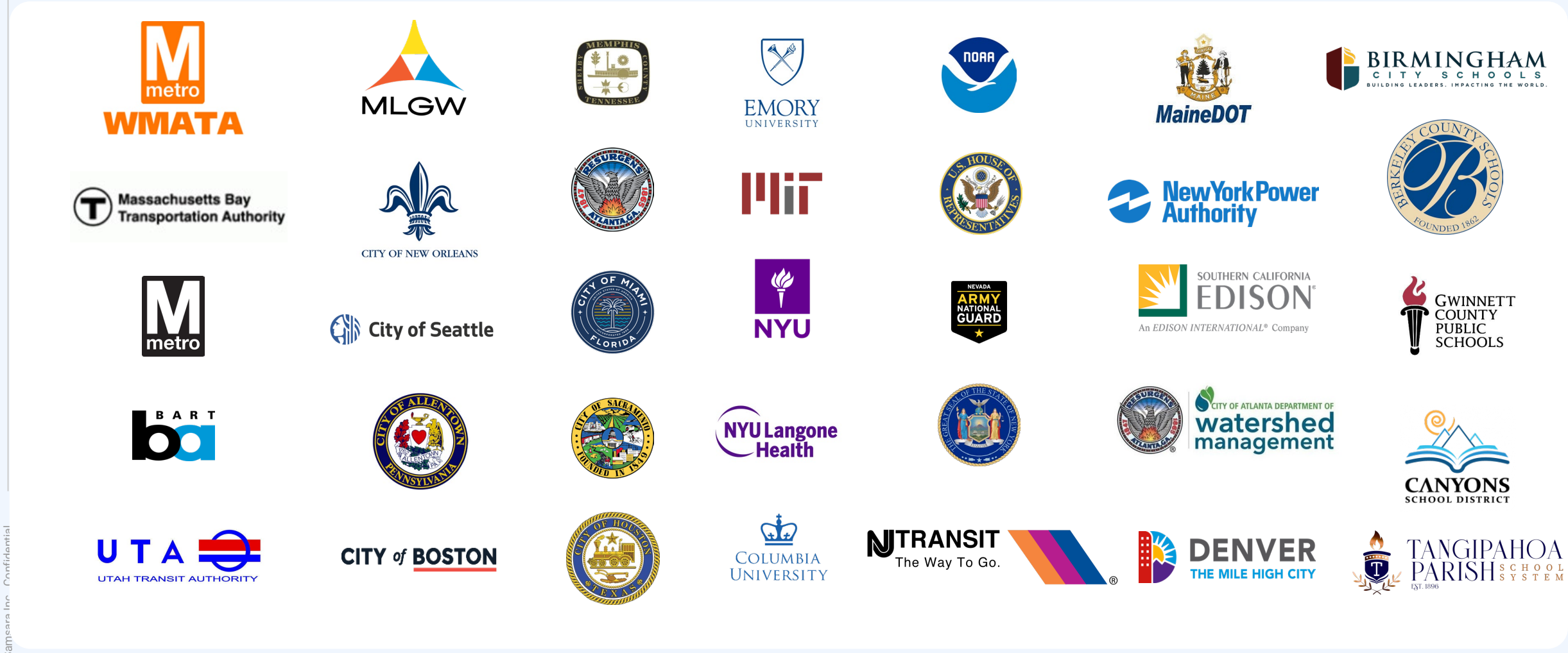
98%
Roads travelled daily



Internal analysis based on review of internal data, third-party reports, and externally reported statistics

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Partnering With Public Sector Operations



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Drive real impact in your operations



50% reduction in accidents

CANYONS SCHOOL DISTRICT



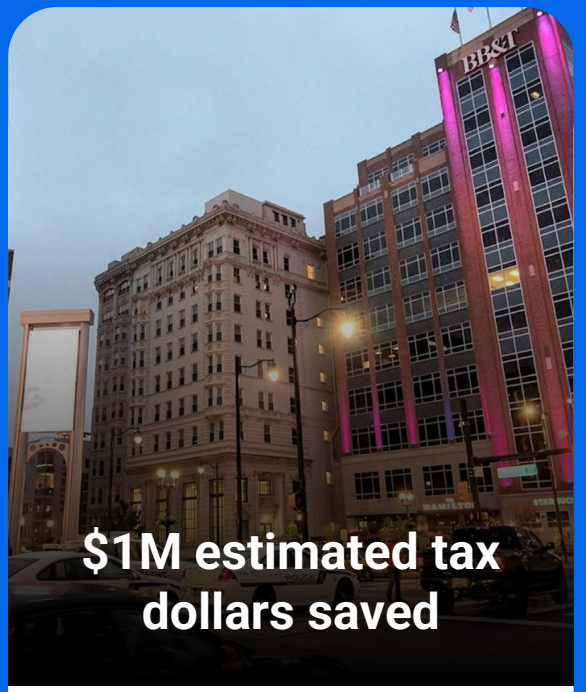
$100K+ saved in maintenance cost

TOWNSHIP OF EDISON
LET THERE BE LIGHT
MIDDLESEX COUNTY, NEW JERSEY



$300K saved in fuel costs

City of SACRAMENTO



$1M estimated tax dollars saved

CITY OF ALLENTOWN
PENNSYLVANIA

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The City & County of Denver reduces safety events by 94% with Samsara

99%↓
DECREASE IN HARSH DRIVING

98%↓
DROP IN DISTRACTED DRIVING

11K	715K	1,900
EMPLOYEES	CITIZENS SERVED	VEHICLES & ASSETS

DENVER
THE MILE HIGH CITY



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The market leading connected operations platform

$1.3B
Annualized revenue

> 30%
YoY growth

$1B
Cash on balance sheet

$100M
Annual Free Cash Flow



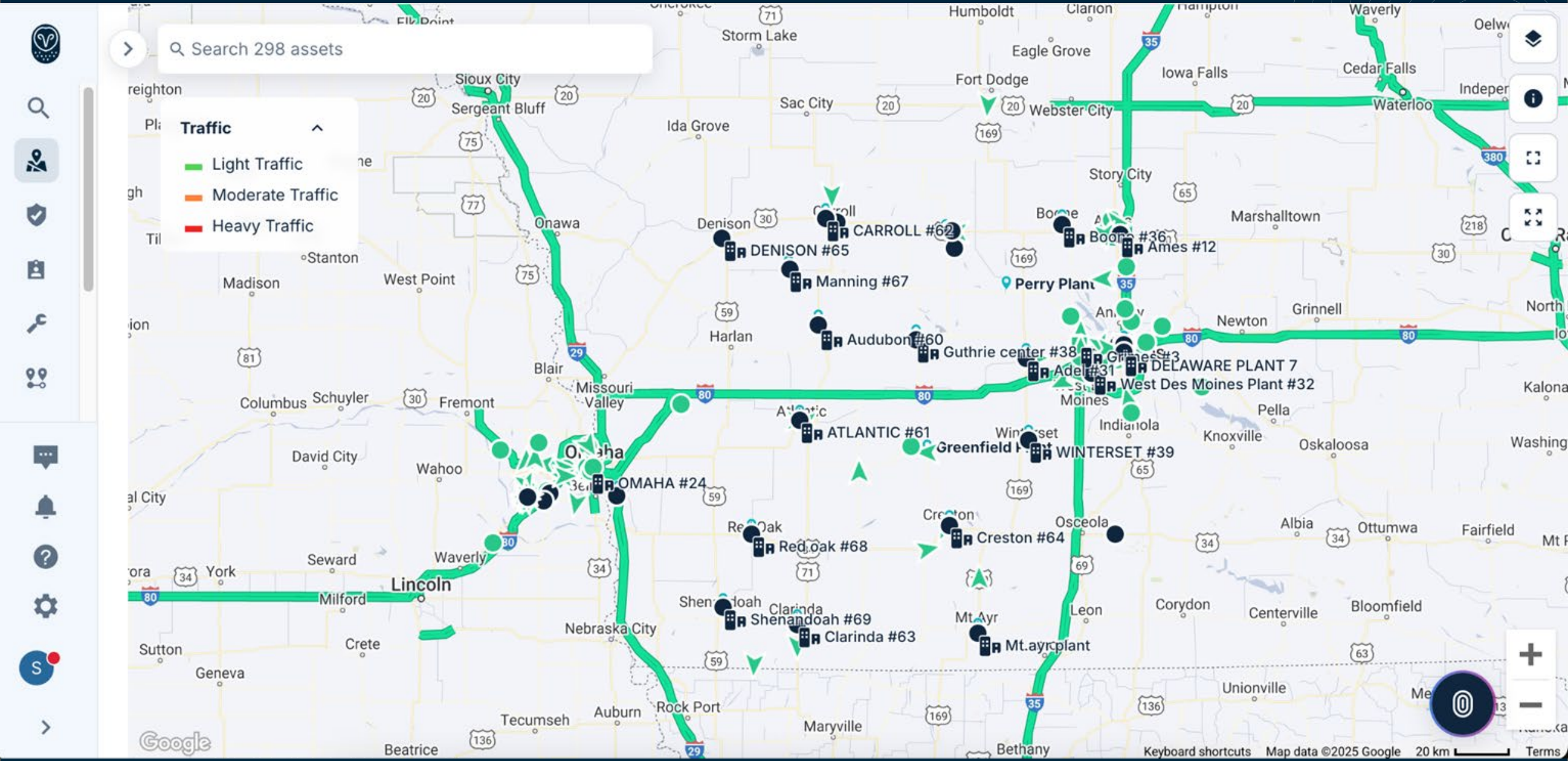
External estimates as of August 3, 2024 for full fiscal year ending February 1, 2025

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Demo

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samsara


Search 298 assets
Traffic
Light Traffic
Moderate Traffic
Heavy Traffic
CARROLL #62
DENISON #65
Manning #67
Audubon #60
Guthrie center #38
Adel #31
DELAWARE PLANT 7
West Des Moines Plant #32
ATLANTIC #61
WINTERSET #39
OMAHA #24
Red Oak #68
Creston #64
Shenandoah #69
Clarinda #63
Mt.ayr plant
Ames #12
Perry Plant
Lincoln
Omaha
Des Moines
Keyboard shortcuts
Map data ©2025 Google
20 km
Terms

Back

Graph data

Today

59901

VEHICLE • 2012 FORD F-350

54 MPH (55 LIMIT)

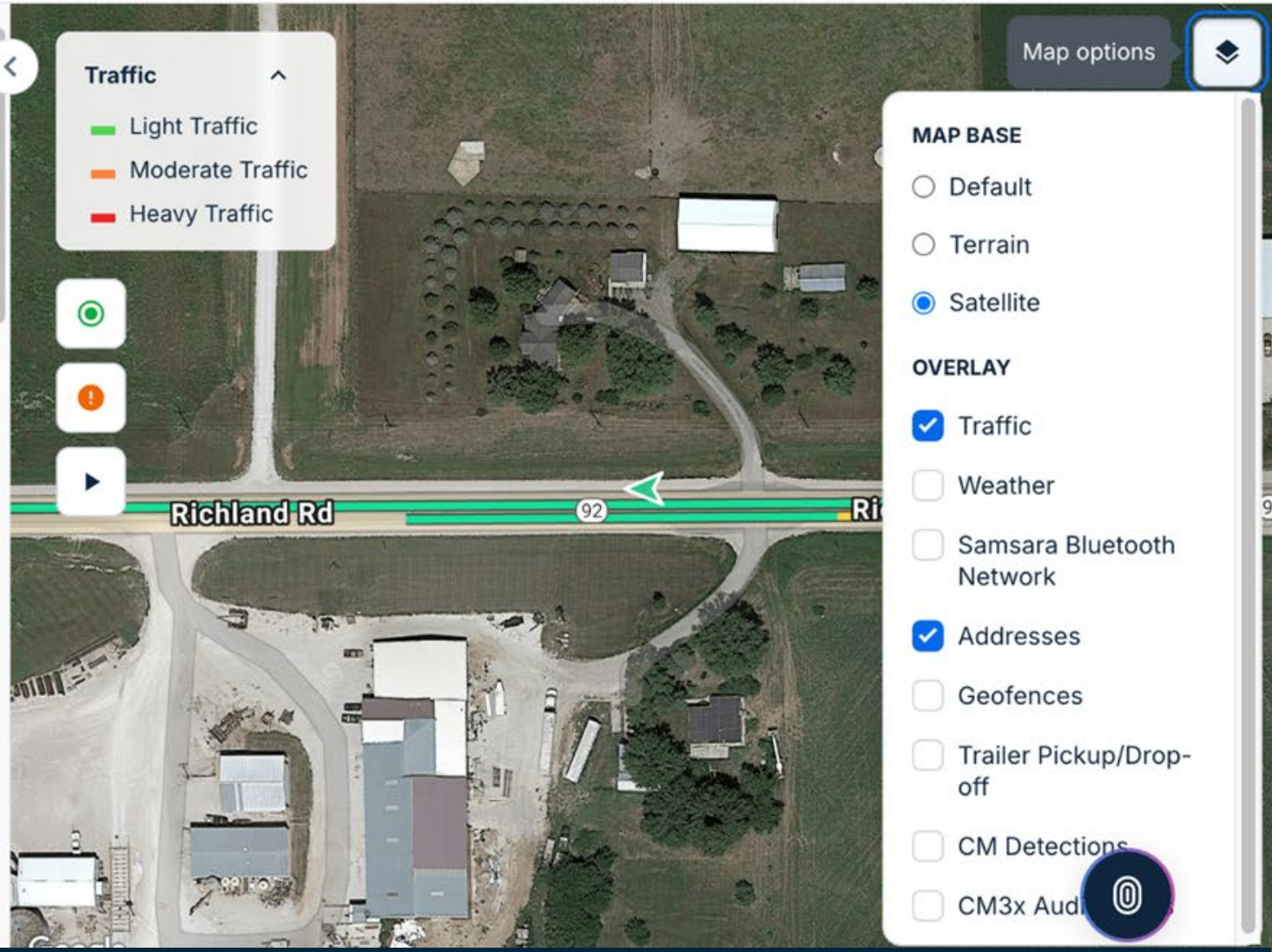
74424 State Highway 92, 16.2 mi SE Atlantic, Cass County, IA, 50853

Mar 14, 2025 11:17 AM

Live Share

En Route





Back

Graph data

Today

Diagnostics

Seatbelt (Driver)	Buckled
Engine State	Running
Engine Hours	9165h
Engine Check Light	On
Odometer	326,710 mi
Fuel	82%

View all 12 diagnostics

Active Faults

P1450

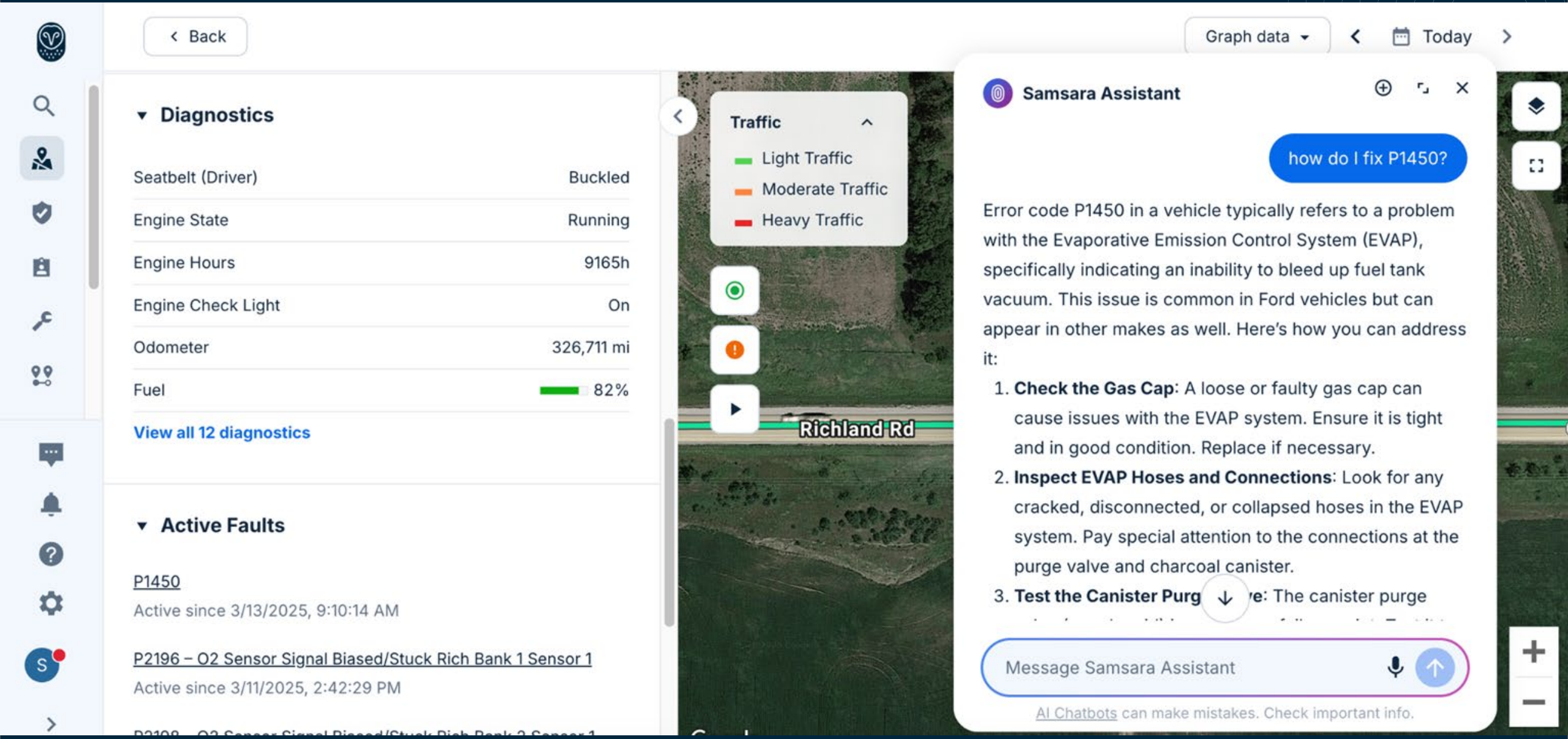
Active since 3/13/2025, 9:10:14 AM

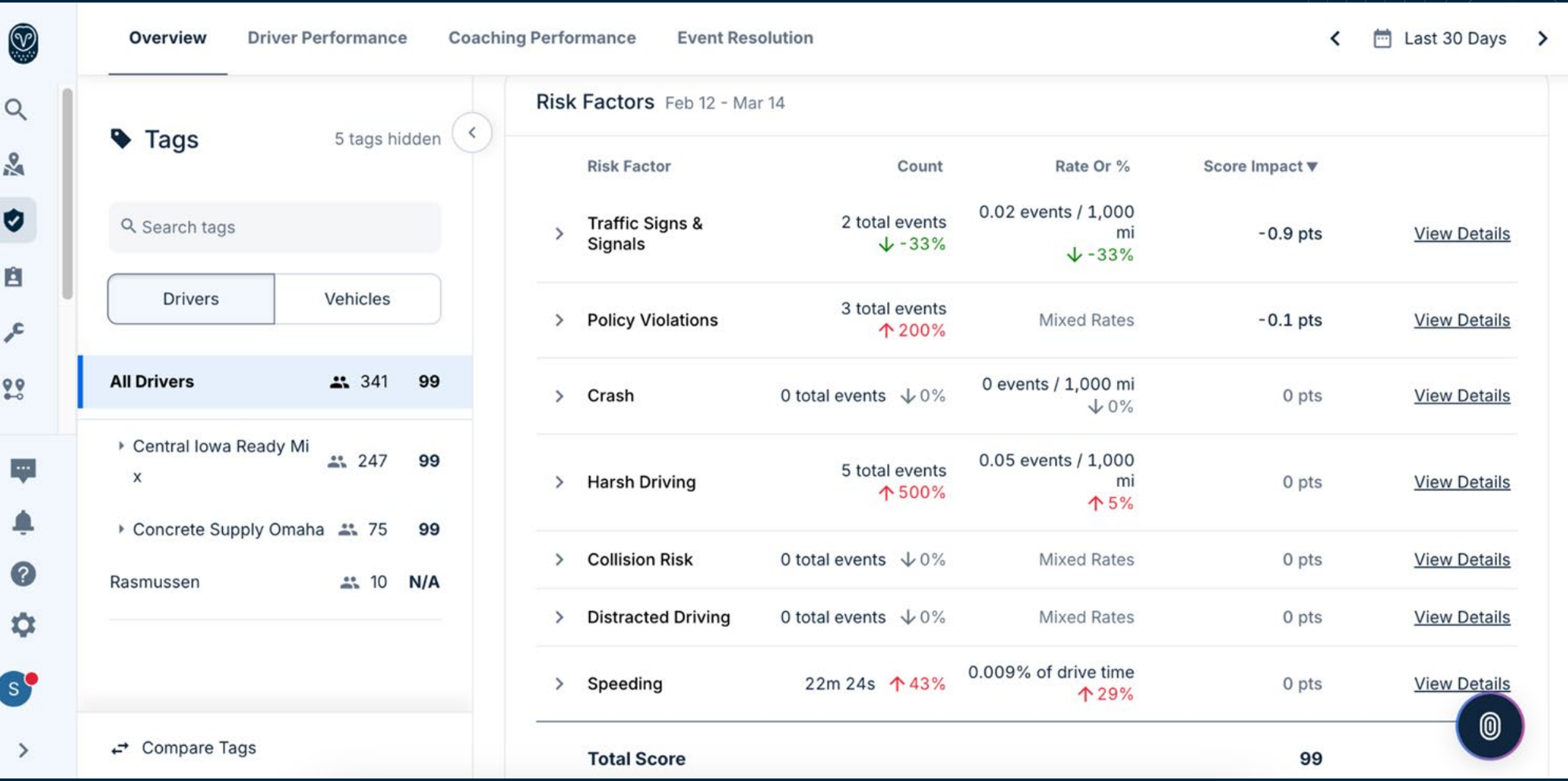
P2196 – O2 Sensor Signal Biased/Stuck Rich Bank 1 Sensor 1

Active since 3/11/2025, 2:42:29 PM



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Back
Graph data
Today
Diagnostics
Seatbelt (Driver) Buckled
Engine State Running
Engine Hours 9165h
Engine Check Light On
Odometer 326,711 mi
Fuel 82%
View all 12 diagnostics
Active Faults
P1450
Active since 3/13/2025, 9:10:14 AM
P2196 – O2 Sensor Signal Biased/Stuck Rich Bank 1 Sensor 1
Active since 3/11/2025, 2:42:29 PM
Traffic
Light Traffic
Moderate Traffic
Heavy Traffic
Richland Rd
Samsara Assistant
how do I fix P1450?
Error code P1450 in a vehicle typically refers to a problem with the Evaporative Emission Control System (EVAP), specifically indicating an inability to bleed up fuel tank vacuum. This issue is common in Ford vehicles but can appear in other makes as well. Here's how you can address it:
1. **Check the Gas Cap**: A loose or faulty gas cap can cause issues with the EVAP system. Ensure it is tight and in good condition. Replace if necessary.
2. **Inspect EVAP Hoses and Connections**: Look for any cracked, disconnected, or collapsed hoses in the EVAP system. Pay special attention to the connections at the purge valve and charcoal canister.
3. **Test the Canister Purg re**: The canister purge
Message Samsara Assistant
AI Chatbots can make mistakes. Check important info.


Overview
Driver Performance
Coaching Performance
Event Resolution
Last 30 Days
Tags
5 tags hidden
Search tags
Drivers
Vehicles
All Drivers 341 99
Central Iowa Ready Mi x 247 99
Concrete Supply Omaha 75 99
Rasmussen 10 N/A
Compare Tags
Risk Factors Feb 12 - Mar 14
Risk Factor
Count
Rate Or %
Score Impact
Traffic Signs & Signals
2 total events ↓ -33%
0.02 events / 1,000 mi ↓ -33%
-0.9 pts
View Details
Policy Violations
3 total events ↑ 200%
Mixed Rates
-0.1 pts
View Details
Crash
0 total events ↓ 0%
0 events / 1,000 mi ↓ 0%
0 pts
View Details
Harsh Driving
5 total events ↑ 500%
0.05 events / 1,000 mi ↑ 5%
0 pts
View Details
Collision Risk
0 total events ↓ 0%
Mixed Rates
0 pts
View Details
Distracted Driving
0 total events ↓ 0%
Mixed Rates
0 pts
View Details
Speeding
22m 24s ↑ 43%
0.009% of drive time ↑ 29%
0 pts
View Details
Total Score
99

Safety Inbox

Share Feedback

Safety Events | Speeding

Needs Review | All Events | Dismissed | Starred

Last 7 Days | Tags | Event Type

Sort | Search events



No Seat Belt — Dismiss — NEEDS REVIEW

Mar 14, 2025 10:25 AM EDT

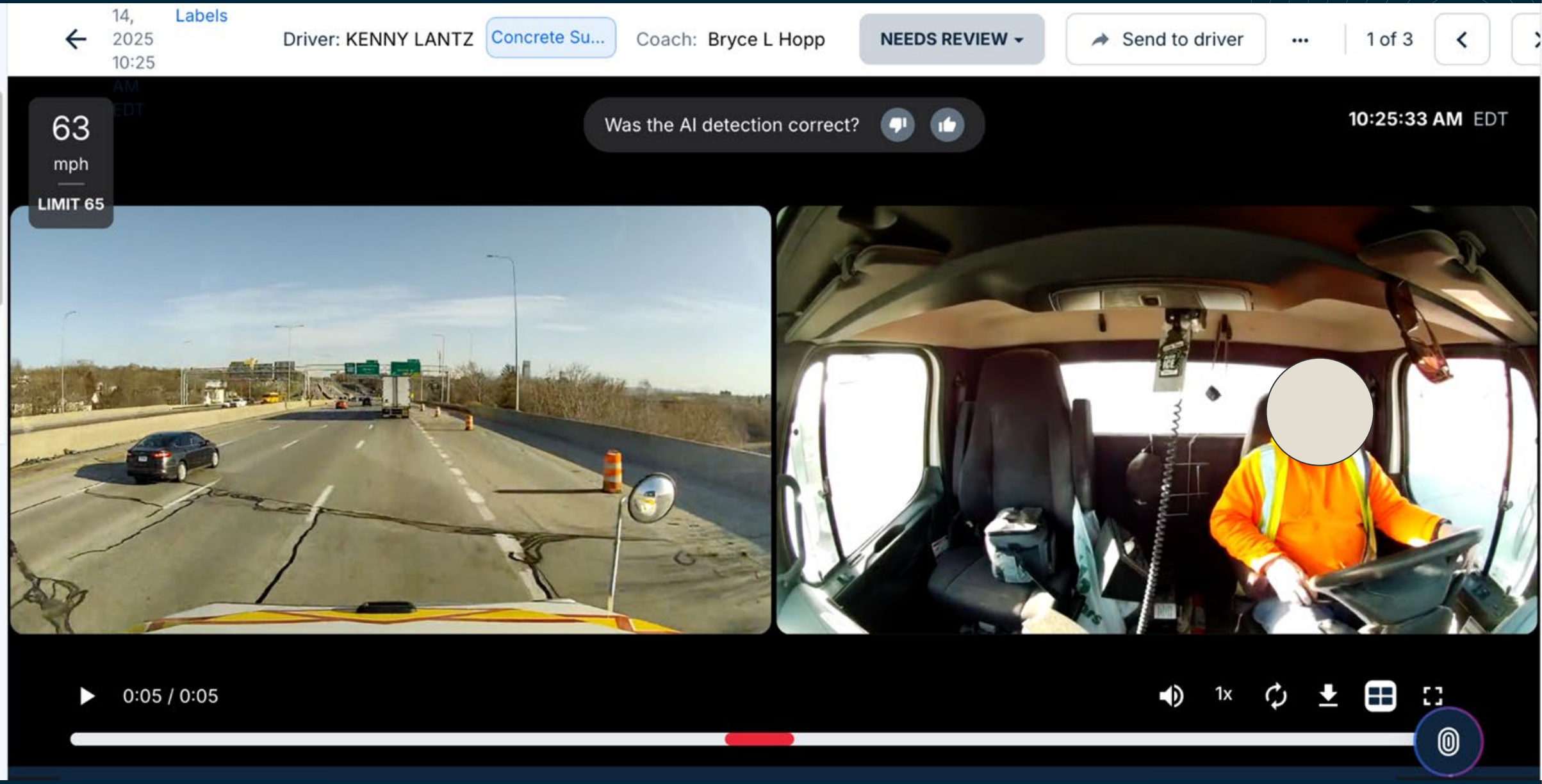
55709 · KENNY LANTZ · Assigned to Bryce L Hopp

Concrete Su... | Concrete Su...



Rolling Stop — Dismiss — NEEDS REVIEW

Mar 14, 2025 10:05 AM EDT


14, 2025 10:25 AM EDT
Labels
Driver: KENNY LANTZ
Concrete Su...
Coach: Bryce L Hopp
NEEDS REVIEW
Send to driver
1 of 3
63
mph
LIMIT 65
Was the AI detection correct?
10:25:33 AM EDT
0:05 / 0:05
1x

Overview | Vehicle Performance | Benchmarks

Last 30 Days

Tags

0 tags hidden

Search tags

Drivers | Vehicles

All Vehicles

- Central Iowa Ready Mix 218
- Concrete Supply Omaha 74
- IFTA 1
- Rasmussen 5

⌘ + Click to select multiple tags

Fuel & Energy Hub

Efficiency >

Efficiency
5.5 MPG ↑3%

Fuel Used
35,542 gal ↓4%

Energy Used
0 kwh ↑0%

Distance
146,866 mi ↑7%

Idling >

Idling Waste
9,620.7 gal ↓16%



Driver Efficiency Score >

Emissions >

EV Suitability

Summary



- **Excellent** - 72%
- **Good** - 24%
- **Okay** - 5%

99% of your fleet is suitable for electrification

Your Electrification Criteria

Showing vehicle suitability based on the following criteria

Edit

Lifetime Usage
Vehicles with **> 100,000 mi** driven total

Avg. Fuel Efficiency
Vehicles that typically return **< 26 MPG**

Avg. Daily Range
Vehicles that typically drive **< 200 mi** per day

Max Daily Range
Vehicles that always drive **< 300 mi** per day

Est. Annual Fuel Savings
Vehicles that can save **> $ 9,300** in fuel

Est. Annual Emissions Savings
Vehicles that can save **> 91 kg** CO2

30 days | Tags | Attributes

Search results

1 of 14

Vehicle	Lifetime Usage	Avg. Fuel Efficiency	Avg. Daily Range	Max Daily Range	Est. Annual Fuel Savings	Est. Annual Emissions Savings	Electrification Suitability

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





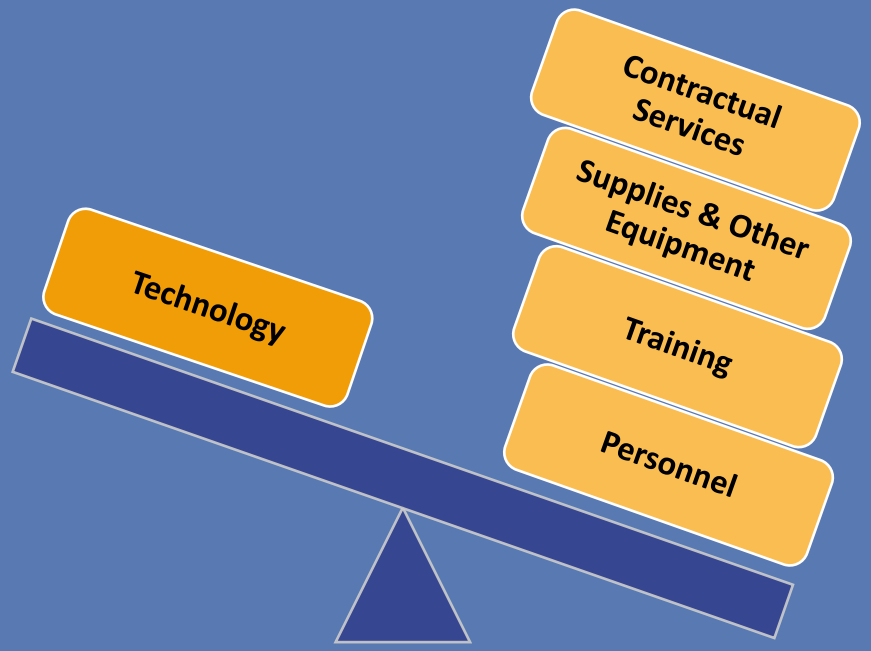
State Agencies

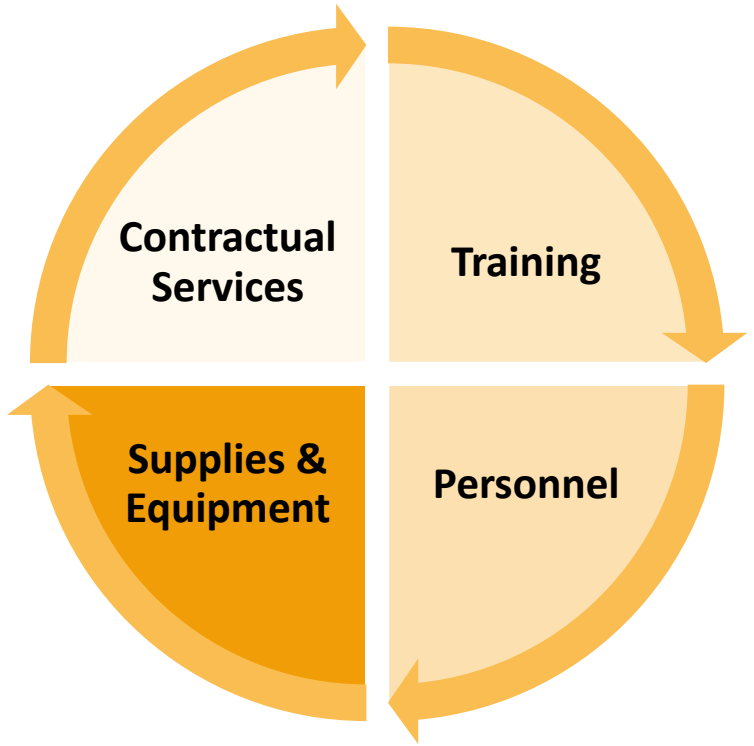
How to Tell if a Grant is Technology-Friendly

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 Public Safety Grants

Edward Byrne Memorial Justice Assistance Grant (JAG)

FY2024 Basics

Provides states and units of local government with critical funding necessary to support a range of program areas including law enforcement, prosecution and court programs, prevention and education programs, corrections and community corrections, drug treatment and enforcement, crime victim and witness initiatives, and planning, evaluation, and technology improvement programs.

2024 Priority Areas:

- Prevention and Prosecution of Hate Crimes,
- Election Security,
- Enhancing Justice System Reform Strategies,
- Advancing Equity and Support for Underserved Communities, and
- Violent Crime Reduction.



Funding Amount

$84,921,048 JAG Local / $180,502,770 JAG State

Deadline

JAG Local usually August / State deadlines vary

Eligibility

- JAG Local: Units of local government. 2024 Allocations: https://bja.ojp.gov/program/jag/allocations
- JAG State: SAA determines eligibility; may include Units of local government; Nonprofit organizations; Tribal organizations

Examples of State Funding
(and how to find funds in your state)



Illinois Law Enforcement Training and Standards Board (ILETSB) Camera Grant Program



Arkansas Department of Public Safety Public Safety Equipment Grant



Washington Association of Sheriffs and Police Chiefs (WASPC) Traffic Safety Grants

Start with your DOJ state administering agency (SAA), found here: https://www.ojp.gov/funding/state-administering-agencies/overview

Find your DHS State Administrative Agency (SAA), found here: https://www.fema.gov/grants/preparedness/about/state-administrative-agency-contacts

Think creatively – many other state agencies provide grant funding opportunities!

Assistance to Firefighters Grant



FY2024 Basics

Provides critically needed resources that equip and train emergency personnel to recognized standards, enhance operational efficiencies, foster interoperability, and support community resilience.

Will fund:

- Operations & Safety
  - Training
  - Equipment
  - Personal Protective Equipment (PPE)
  - Wellness & Fitness
  - Modifications to Facilities
- Vehicle Acquisition
- Regional Projects

Funding Amount

$291,600,000

Deadline

December 20, 2024

Eligibility

- Fire Departments
- Nonaffiliated EMS Organizations
- State Fire Training Academies (SFTA)
- Non-Federal Airport or Port-Authority Fire or EMS Organizations
  - Must have formally recognized arrangement with local jurisdiction to provide fire and emergency service

Examples of Transportation Grants

Safe Steets and Roads for All



Description

The goal of this grant is to improve roadway safety through action plans, demonstration activities, and implementation initiatives

Two project types:

- Planning and Demonstration Grants
- Implementation Grants

Some eligible technology includes

- Variable speed limits
- Speed safety cameras
- Technology for adaptive signal timing
- Adaptive lighting
- Intelligent Transportation Systems
- Vehicle-to-infrastructure technology

Funding Amount

Award amounts range from $100,000 to $25 million with a 20 percent cost share required

Deadline

Expected in 2025

Eligibility Notes

- Metropolitan planning organizations
- Counties, cities, towns, and transit agencies
- Tribal governments
- Multijurisdictional groups comprised of the above entities

Transit Security Grant Program



Description

Fund are available to publicly owned operators of public transportation system such as intra-city bus, commuter bus, ferries, and passenger rail to protect critical surface transportation infrastructure and the public.

Meant to increase the overall resilience of transit infrastructure

- Cybersecurity
- Physical security upgrades

Funding Amount

Up to $83,700,000 was available in FY 2024. No cost share was required.

Deadline

Expected June 2025

Eligibility Notes

Public transportation agencies that serve historically eligible Urban Area Security Initiative jurisdictions

Port Security Grant Program



Description

Goal to strengthen port-wide risk management and protection of critical surface transportation infrastructure from terrorism, major disasters, and emergencies

- Enhance cybersecurity
- Enhance the protection of soft targets/crowded places

Funding Amount

Up to $90 million was available in FY 2024. Cost share of 25 percent for public sector and 50 percent for private sector were required

Deadline

Expected June 2025

Eligibility Notes

- Port authorities
- Facility operators
- State and local government agencies

If entities are subject to an Area Maritime Transportation Security Plan

Better Utilizing Investments to Leverage Development (BUILD)



Description

Provide grants for surface transportation infrastructure projects with significant local or regional impact

Eligible Capital Projects

- Highway or bridge projects
- Public transportation projects
- Passenger and freight rail transportation projects
- Port infrastructure investments (including inland port infrastructure and land ports of entry)

Funding Amount

The minimum request is $1 million for rural areas and $5 million for urban areas.

Deadline

Early 2026

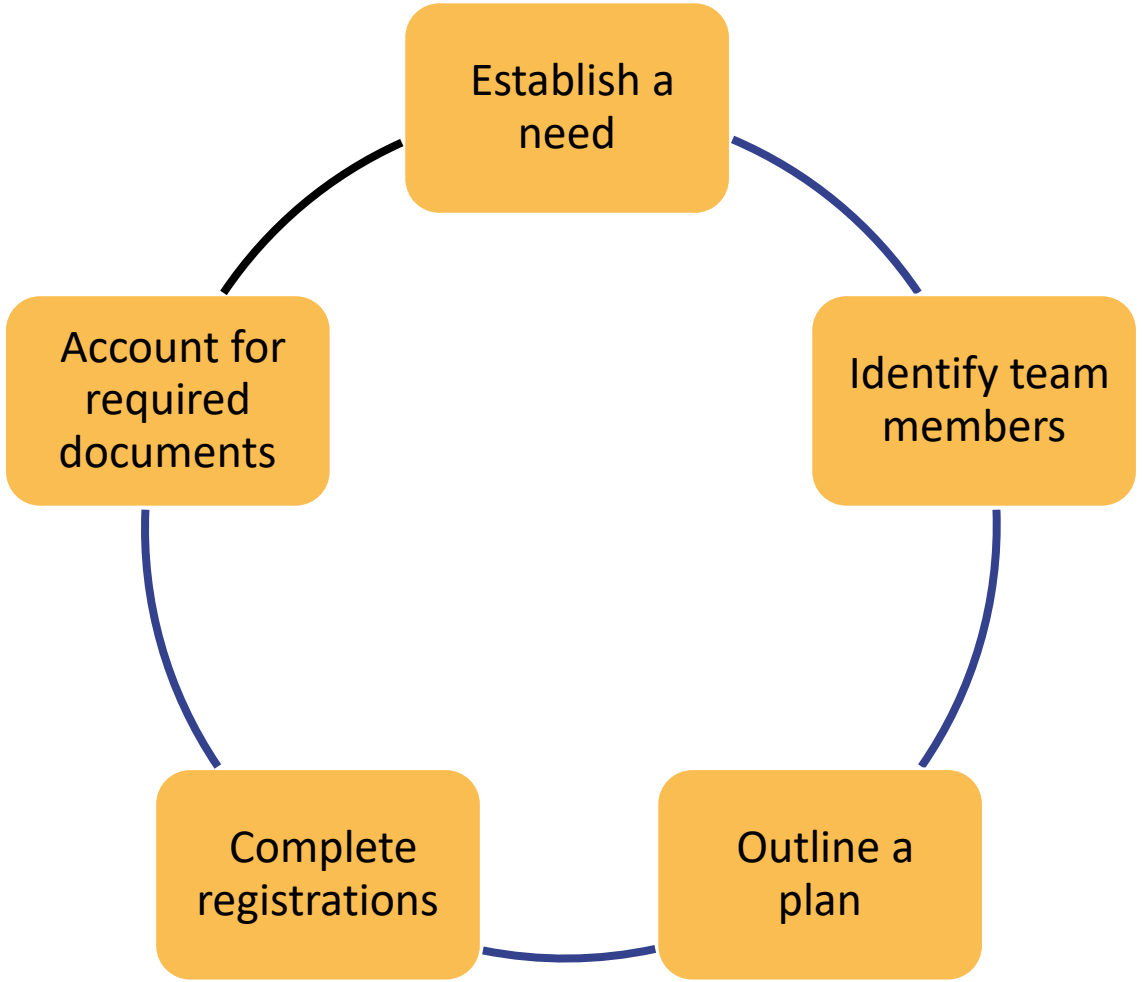
Eligibility Notes

- State and local governments
- Counties
- Tribal governments
- Transit agencies
- Port authorities

Grant Readiness Tips & Tricks



Get Your Organization Grant Ready!



Questions?

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empowering communities

Contact Us

grantsoffice.com

helpdesk@grantsoffice.com

samsara