

GRANTS OFFICE
empowering communities

Funding Student Engagement Initiatives

Financing Cloud Solutions with Grants

Sponsored by: INGRAM MICRO®

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Today's Presenters



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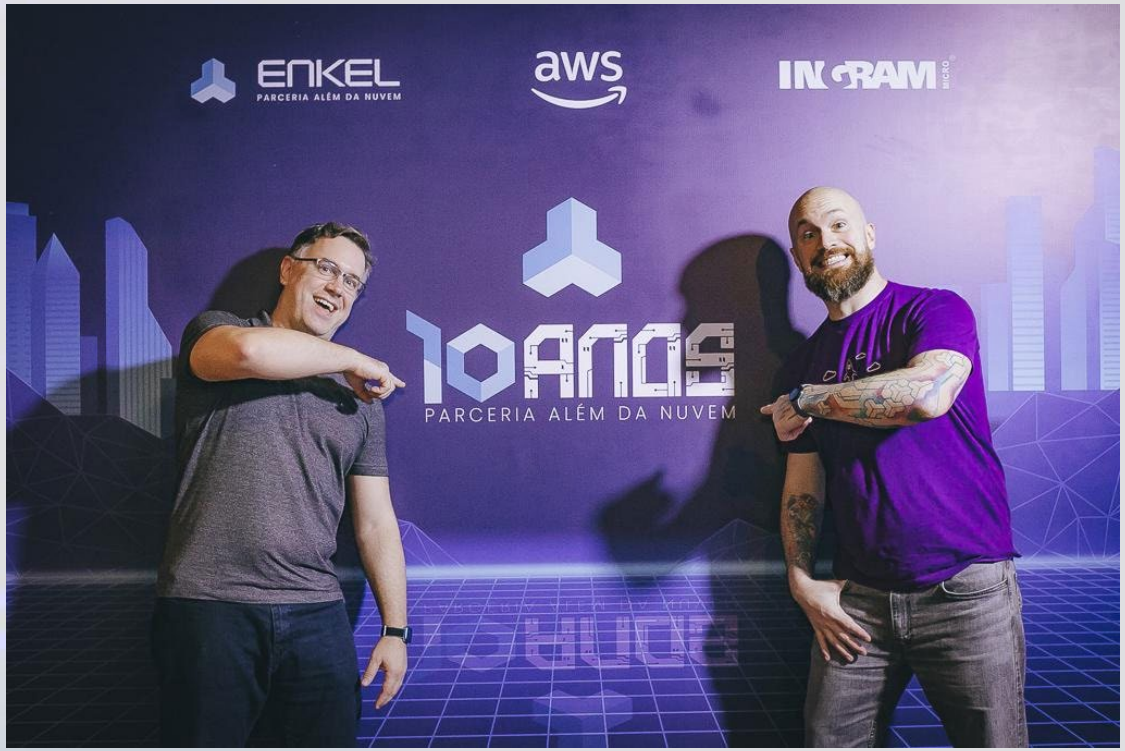
Grants Office
Grants Development
Associate



ENKEL

PARTNERSHIP BEYOND THE CLOUD

Partnership



Exclusive Partnership

For over a decade, **ENKEL** has been an exclusive partner of AWS and Ingram Micro, forging a global alliance focused on cost optimization, cutting-edge cloud solutions, and enterprise-grade security.

Founded in 2014 by the Brothers Cesar Maia (CEO) and Gustavo Maia (CTO), **ENKEL** was built with a mission: To help clients achieve their goals through customized, efficient, and innovative solutions. With a strong focus on functionality and adaptability, **ENKEL** empowers businesses with technology that truly makes a difference.

By combining AWS's cutting-edge cloud capabilities with Ingram Micro's distribution network and expertise, clients get **end-to-end cloud solutions** that drive innovation and business growth.

The Team

A global team of education professionals and passionate innovators is bringing cutting-edge solutions directly to schools, administrators, deans, IT managers, and academic leaders.

While education has long nurtured the brightest minds, it hasn't always been at the forefront of technological innovation. This team is committed to changing that—giving back to education and society by bridging the growing gap between learning, workforce readiness, entrepreneurship, and technology.

Meet the team leading this transformation:

Cesar Maia



CEO

Gustavo Maia



CTO

Emerson Silveira



Global Business Development Executive

Executive Advisors and Partners



Lamar Bunts
CTO
Dartmouth College
Board Executive



David Cumberbatch
K12 Board Executive and Investor



Tony dos Santos
Global Education Investor and Board Executive



Jim Larimore
Board Executive Higher Education

INNOVATION



CLOUD MIGRATION

Schools, administrators, and higher education executives should move systems to the cloud to reduce costs, enhance security, streamline operations, and unlock the full potential of AI and data-driven decision-making.

FUNDING OPPORTUNITIES

Now is the perfect time to engage with AWS and Ingram for funding opportunities, grants, OLAs, MAPs, and POCs focused on AI and GenAI. Many of these initiatives are fully funded or available at no cost through AWS, Ingram, or educational grants.

COST OPTIMIZATION

It is possible to achieve both cost-efficiency and operational excellence. AWS, Ingram, and ENKEL will conduct a in depth analysis to ensure resources are optimized and any unused services are identified and deactivated.

IN-DEPTH ASSESSMENTS

We offer detailed assessments at no cost, and in 2025, AWS and Ingram are providing a range of exclusive incentives to support migration, modernization, and cloud adoption. These opportunities are time-sensitive—the moment to act is now.

The Projects



Dartmouth

A centralized AI-powered classroom system that optimizes scheduling, resource use, and carbon footprint—saving personalized settings for each professor, with one-click access to support and seamless hardware-software integration.



Digital Flex Ed

Reimagining K–12 education with a centralized cloud ecosystem that unifies SIS, LMS, and content into a dynamic Data Lake—unlocking the power of AI to trace learning paths, personalize experiences, and predict student needs before they arise.



SUNY

Migrating from on-premise to the cloud to reduce costs, enhance security, and modernize academic operations—while building a unified Data Lake across 64 universities to harness AI and GenAI for smarter decision-making, research innovation, and student success.



SENAI BRAZIL

Transitioning fully to the Cloud to cut costs, boost security, and modernize learning—while delivering personalized AI proof-of-concepts and GenAI-powered virtual training, co-created with industry, to empower teachers and upskill professionals.

Thank you!



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ENKEL

PARTNERSHIP BEYOND THE CLOUD

LinkedIn // Website

Defining Student Engagement

Student Engagement in K-12 Education

- Level of enthusiasm, involvement, and emotional investment
- Approached behaviorally, emotionally, and cognitively
- Better academic outcomes, student behavior, and social skills





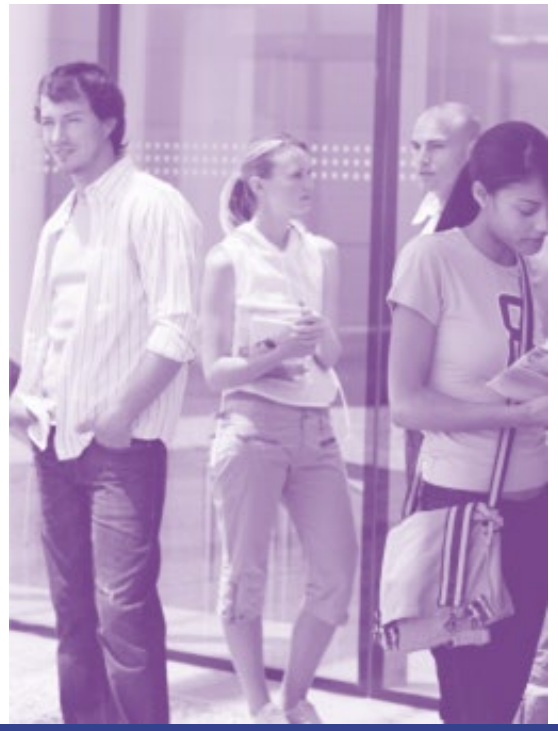












Student Engagement in Higher Education

- Time and effort into learning and other educationally purposeful activities
- End goal of student engagement in higher education is higher **retention** and **graduation rates**
- Main difference: Public good versus private good

Student Engagement in the Grants Space

Transforming and enhancing the student learning environment through:

01

Accessibility and relevance

- Academic enrichment
- Wrap-around student support
- Out-of-classroom learning opportunities

02

Innovative teaching

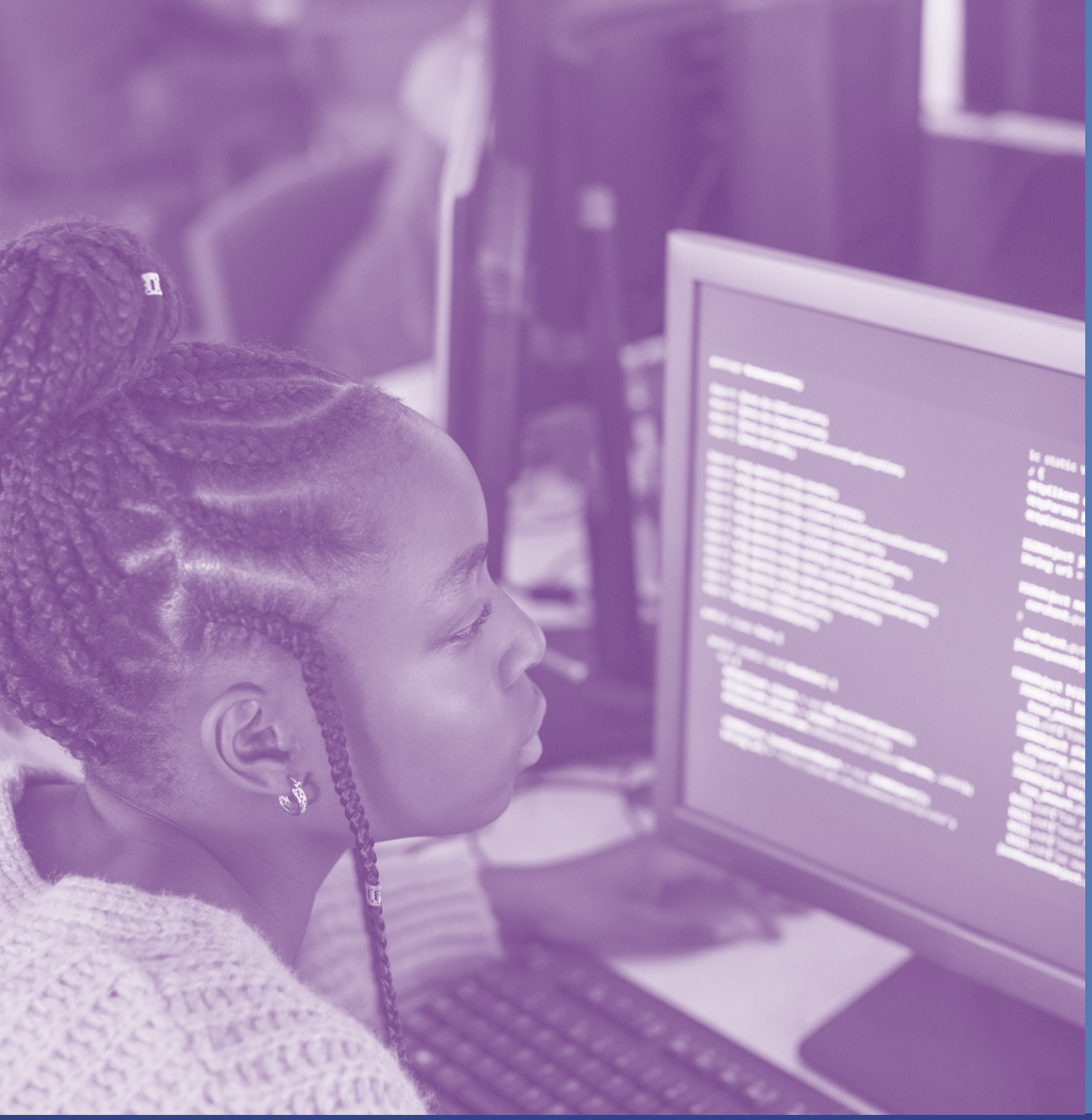
- Using new technology and teaching methods
- Meeting demands of changing workforce
- Analysis of effectiveness of innovative teaching

03

Expanded learning opportunities

- Distance learning
- Enhanced collaboration
- Flexible course offerings

Cloud Technology and Student Engagement



Technology-Rich Projects: Data Storage and Utilization

Increasing student engagement requires robust data that is:

- **Collected**
- **Measured**
- **Analyzed**

Justifying technology involves connecting the success of your project to the need for this data!

Technology-Rich Projects: Collaboration Solutions

Student engagement initiatives often require collaboration between:

- K-12 schools
- Higher education institutions/sites
- K-12 school and higher education
- Schools and local employers

Don’t forget about internal collaboration tools!



Grant Funding for Student Engagement

Higher Education

Strengthening Community Colleges Training Grants Program (SCC6)

Build community colleges' curriculum to better align with local and regional labor needs in industry sectors such as advanced manufacturing, information technology, and broadband infrastructure.

Amount available: $65 million in FY2024

Deadline: Anticipated September 2025

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Improving Undergraduate STEM Education: Directorate for STEM Education

Improving and broadening interest and engagement in STEM education by bringing recent advances in STEM knowledge and research into undergraduate learning environments.

Amount available: $61 million in FY2025

Deadlines: July 16, 2025; January 21, 2026

K-12 Education

Innovative Technology Experiences for Students & Teachers (ITEST)

Provide students and educators with opportunities to engage in hands-on, technology-based learning experiences that enhance STEM education and prepare students for future careers in technology and innovation.

Amount available: $30 million in FY2024

Deadline: Anticipated August 2025

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Title IV-B: 21st Century Community Learning Centers (21st CCLC)

Provide academic enrichment opportunities and support to students, particularly those from low-income families, outside of regular school hours, to improve their academic performance, personal development, and overall well-being.

Amount available: $1.3 trillion

Deadline: Varies by state

Building a Grant-seeking Team

Why Partnerships?

Contributes to a strong proposal and increases likelihood of project being funded via a grant:

1. Demonstrates collaborative approach
2. Expands reach of project
3. Increases credibility
4. Provides access to diverse expertise and resources



Internal Partnerships

Identify key stakeholders	Initiate communication	Define roles	Establish clear communications	Build alignment
Who will contribute to the project?	How will grant align with organizational goals?	What tasks will each partner be assigned?	How will information be shared?	How will consensus be monitored?

External Partnerships

Identify potential partners

Who has shared investment of project outcome?

Build relationships

What are mutual benefits the project has?

Define roles

What tasks will be assigned to each partner?

Incorporate partnerships

How will partners enhance project success?

Ingram Micro Grant Services

Ingram Micro Grant Services

Grant and progress report writing, comprehensive prospect research, and grant program planning.

- Grants identification for Cloud Technologies
- Support for existing grant opportunities
- Advice on cultivating relationships with donors
- Program/project budget development
- Coordination of grant awarded
- Pre- and post-support for grant engagements
- Information Exchange – Analytics
- Proposal review including proofreading, and overall clarity and positioning
- Quarterly Webinars

Questions?

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Contact Us

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