GRANTS OFFICE
empowering communities

Unlocking Sustainable Futures

Empowering Change Through Grant Funding

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CISCO

AGENDA

01 | Welcome & Introductions

02 | Sustainability for Industries – Solutions

03 | Grant Funding

04 | Federal Opportunities and Insight

05 | State Opportunities and Insight

06 | Tips and Tricks for Navigating Manufacturing Programs

07 | Cisco’s Public Funding Office

08 | Q&A



Today's Presenters



Michael Paddock

Grants Office
Chief Executive Officer



David Gusthall

Cisco Industrial IoT &
Security Account
Executive



Joseph Phelan

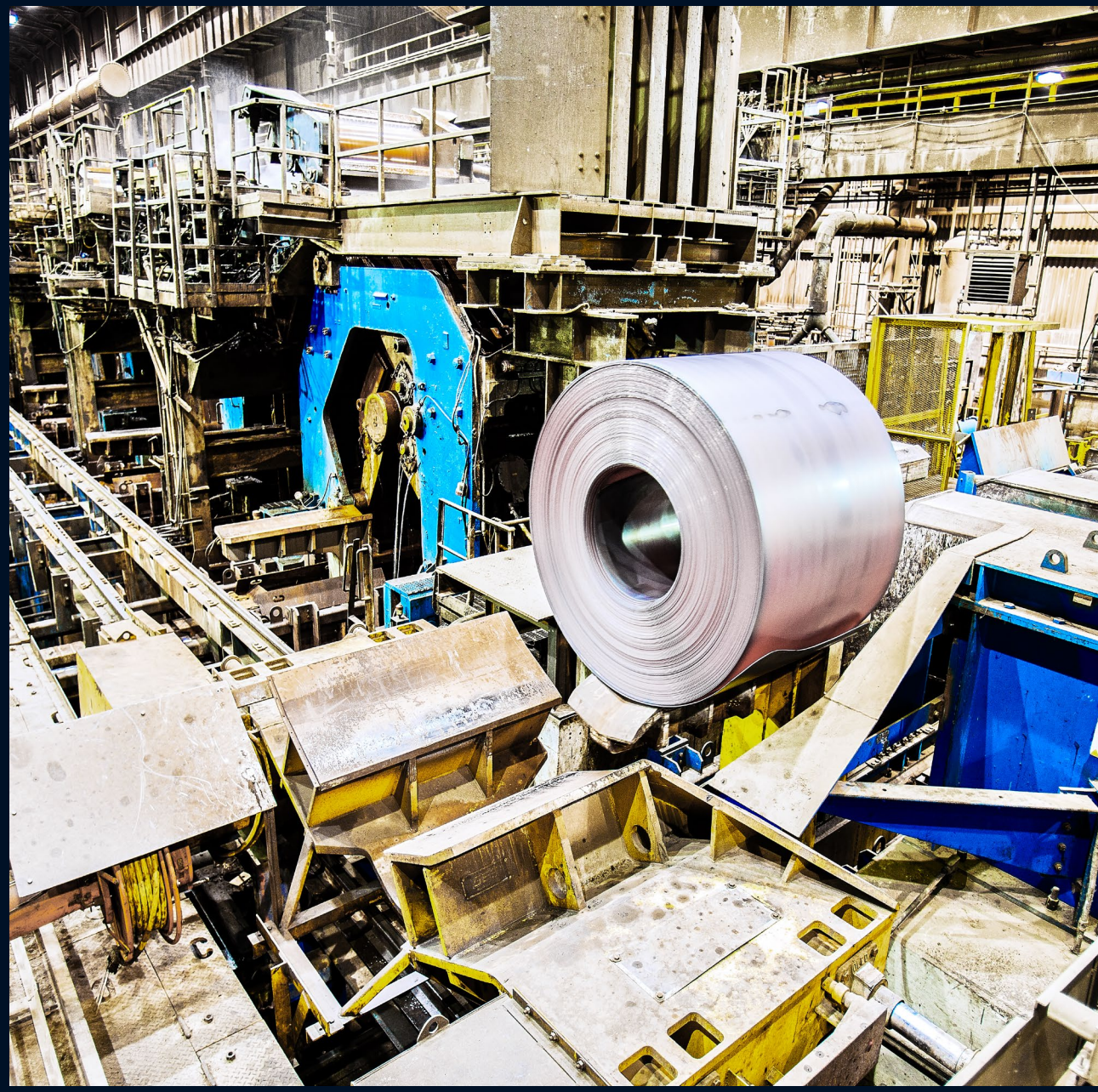
Grants Office
Grants Development
Consultant



Sherry Cathcart Chavis

Cisco Americas Public
Funding Office
Public Funding Advisor

Cisco has worked with over 52,000+ manufacturing customers and organizations, in 139 countries worldwide for more than 20 years



Cisco Confidential

An inflection point is here again

75%

of enterprise-generated data will be created and processed outside of traditional centralized data centers or cloud

Source: Gartner

1.9M

The number of open jobs that could remain unfilled if manufacturers are not able to address the skills gap and applicant gap

Source: Deloitte

41%

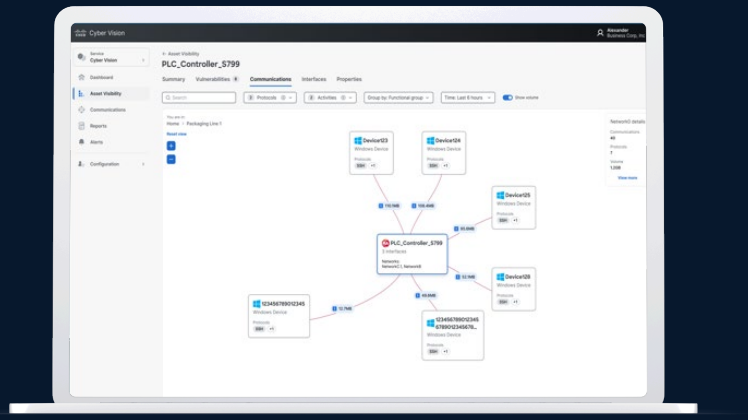
of IT and OT teams are working independently on cybersecurity, yet believe the #1 outcome of better collaboration would be improved cybersecurity

Source: Cisco State of Industrial Report 2024

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cisco

Cisco Live 2025 Announcements



Protect industrial networks to
Secure the plant



Industrial switches for AI-ready operations



Wi-fi & CURWB support for industrial mobility

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New Solutions for Manufacturing

Addressing your top priorities

Securing the Plant



AI-Ready

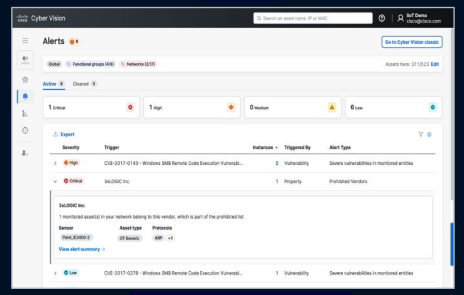


Production-critical Mobility



IT & OT Partnering





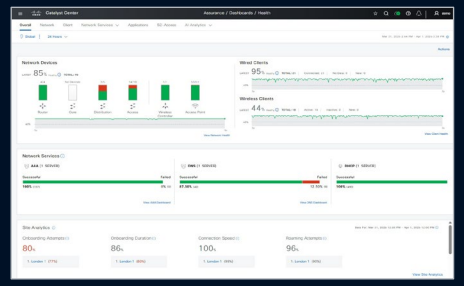
Cyber Vision



Comprehensive Switching Portfolio



Cisco Wireless with URWB



Catalyst Center

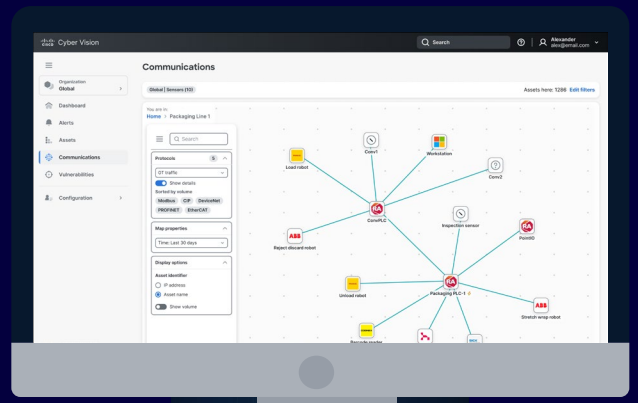
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Cyber Vision

Visibility built-in, not bolted on

Cisco industrial network sees everything, so you gain visibility at scale

Cyber Vision Center



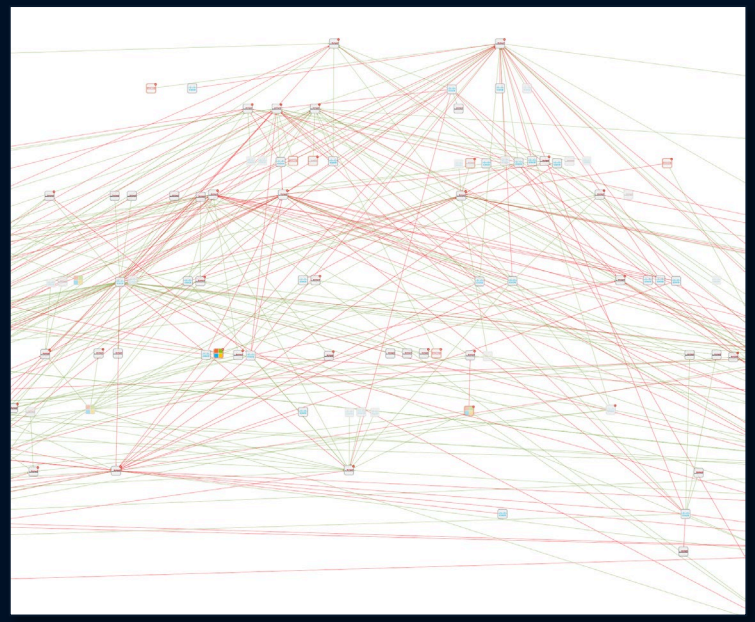
Cyber Vision Sensors



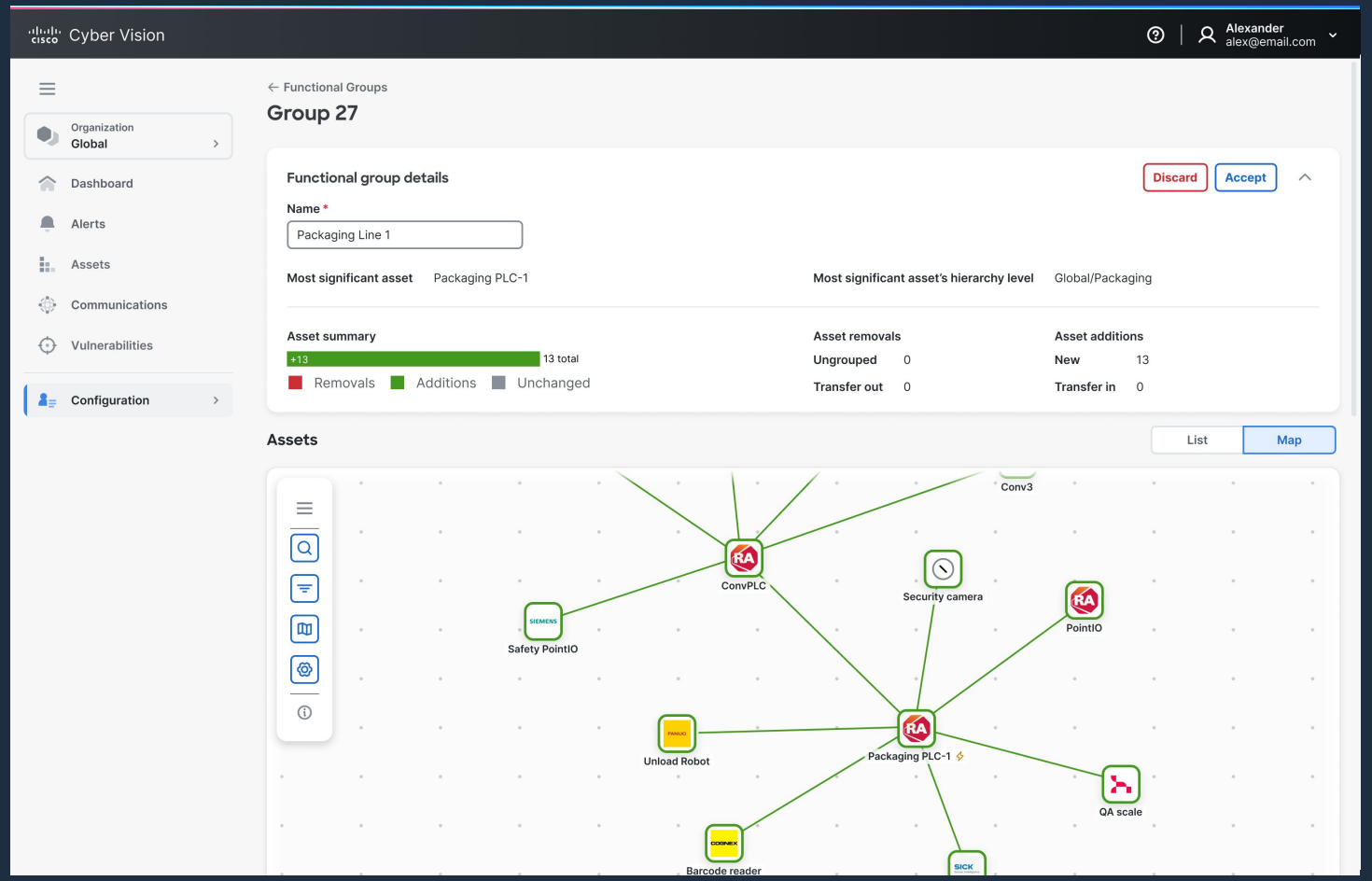
Deep Packet Inspection & Active Discovery built into your network infrastructure

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Introducing AI-driven asset auto-grouping



OT asset inventory projects highlight flat, unsegmented networks



Cisco Cyber Vision AI-driven auto-grouping automatically creates security zones to drive network segmentation using Firewalls or NAC

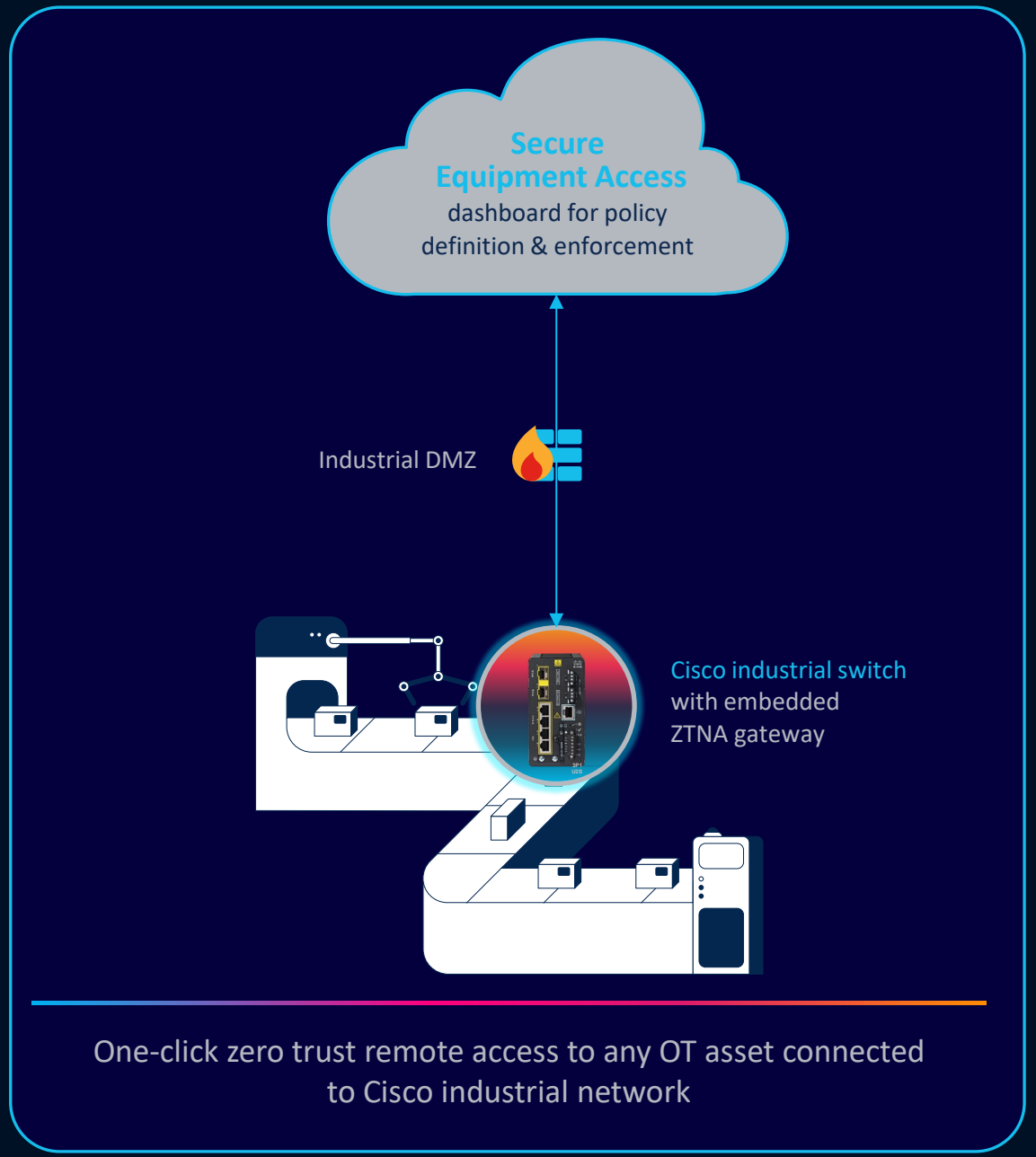
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Secure Equipment Access

OT self service based zero trust remote access

IT Controls security policy

OT grants access to any asset when they need it



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AI and Software are Revolutionizing Manufacturing

Machine Vision



PoE for cameras

More bandwidth (10G)

IPC Virtualization



Fabric connecting thin client on plant floor to VDI server in data center

Software Defined Automation



Deterministic latency for virtual PLCs

Precision timing for motion with virtual robot controllers

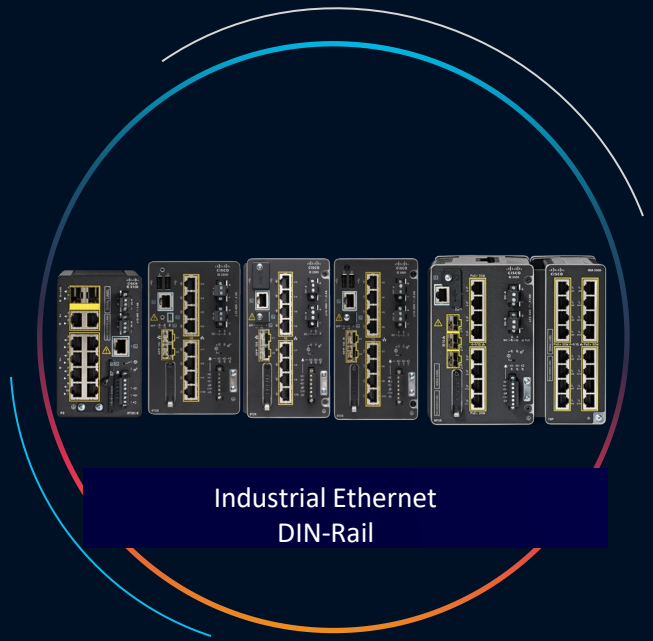
Edge to Cloud



Application assurance over owned/unowned networks between shop floor and cloud for Digital twins, MES SaaS

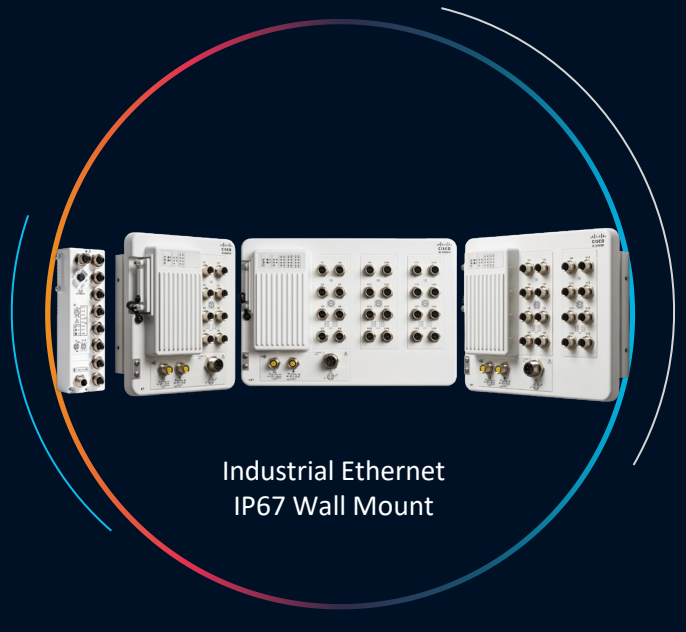
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Cisco’s Industrial Ethernet for manufacturing



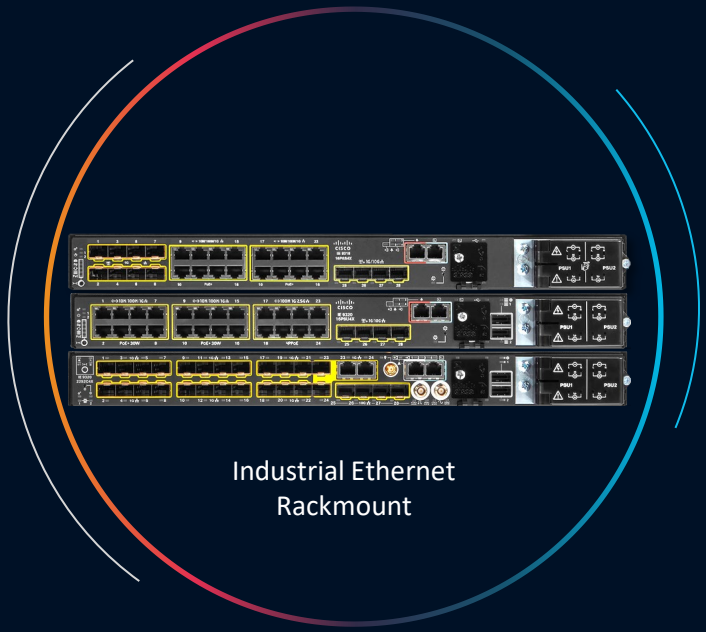
Industrial Ethernet
DIN-Rail

Catalyst® IE3100, IE3200, IE3300, IE3400, and Cisco IE3500 Rugged Series



Industrial Ethernet
IP67 Wall Mount

Catalyst® IE3100H, IE3400H, and Cisco IE3500H Heavy Duty Series



Industrial Ethernet
Rackmount

Catalyst® IE9300 Stackable Rugged Series

Switches that help you build scalable, secure, resilient, and AI-ready industrial networks

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Innovating beyond Wi-Fi boundaries

Ultra Reliable Wireless Backhaul

Zero loss, seamless handoffs

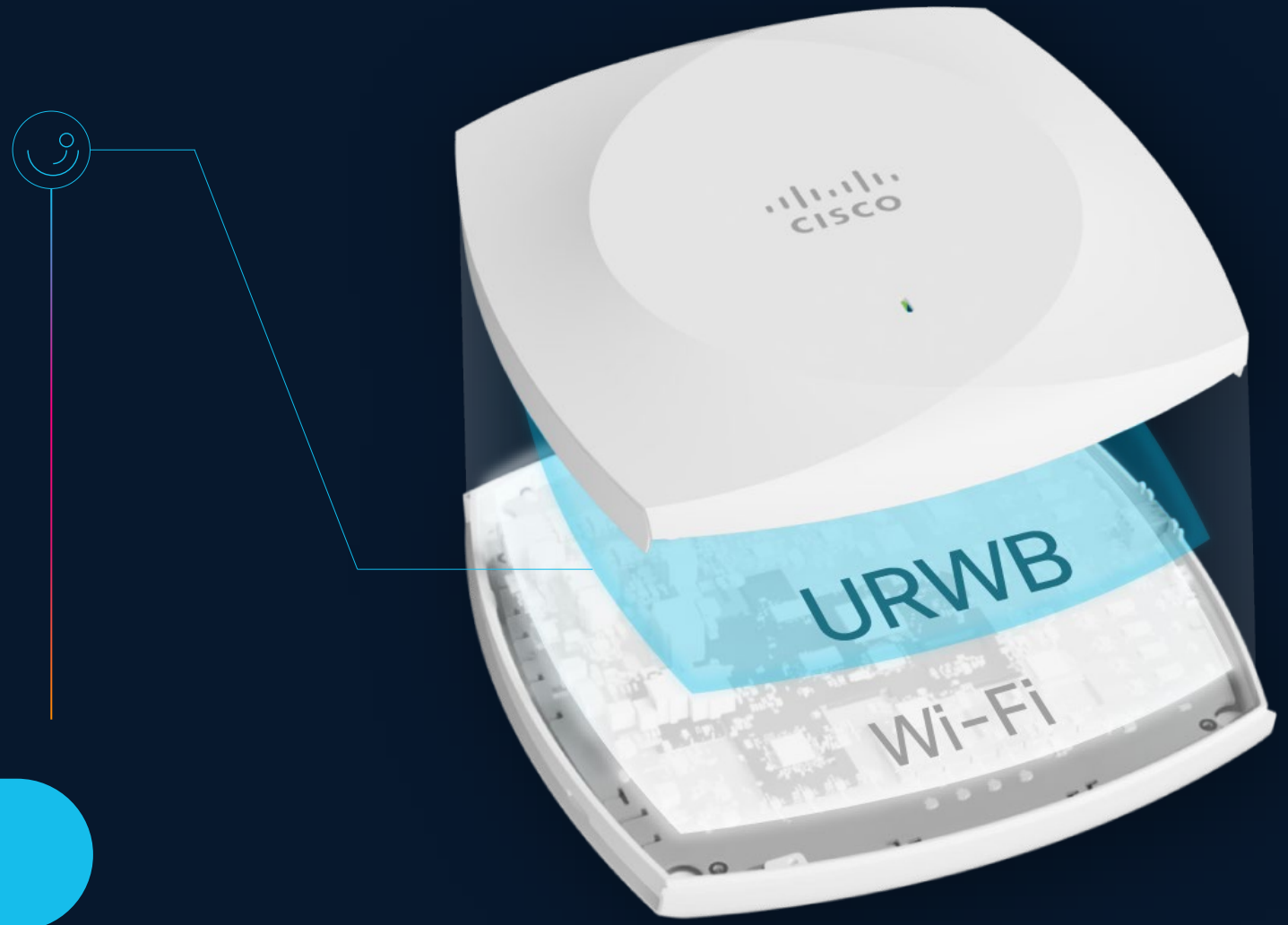
Moving assets stay connected even at high speeds

Ultra-low latency

Real-time data transfer between assets and applications

Uninterrupted connectivity

Built-in replicated data paths for critical applications



Wireless you can depend on.
Even for your most critical applications.

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Catalyst Center

Leverage your IT investments to gain efficiencies in OT



Catalyst Center

Network Snapshot

Sites
As of Jun 1, 2025 12:56 AM
51
DNS Servers : 1
NTP Servers : 1
Add Sites

Network Devices
As of Jun 1, 2025 12:56 AM
61
Unclaimed: 3
Unprovisioned: 8
Unreachable: 22
Find New Devices

Application
As of Jun 1, 202
(

Network Profiles
As of Jun 1, 2025 12:56 AM
Switching: 5
Wireless: 2
Routing: 0
Assurance: 0
WAN: 0
Manage Profiles

AI Endpoint Analytics
As of: Jun 1, 2025 1:00 AM
48
Total Endpoints
Fully Profiled Endpoints: 15%
Partially Profiled Endpoints: 83%
Unprofiled Endpoints: 2%
Trust Score Alerts: 0
AI Proposed Rules: 0
View Details

Images
As of Jun 1, 202
1

Success : 14
In Progress : 0
Failure : 17
Update Devices

Cisco Licensed Devices
As of Jun 1, 2025 12:56 AM
12
Switches: 10
Routers: 0
Wireless: 2
Manage Licenses

EoX Status
Last Scan: May 2
7
Al

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Grant Funding

The Basics

Types of Funding

- Grants
- Incentives
- Loans

Application Components

- Proposal narrative
- Financial documentations
- Personnel/Staff experience

Grant Timelines

- Vary, but typically 4-8 weeks to submit the application
- Awards then are announced, depending on various factors such as negotiations

Types of Manufacturers



- Discrete
- Process
- Consumer Goods
- Small & Medium-Sized
- Heavy Industry & Industrial
- High Tech & Advanced

Examples of Fundable Projects

- Workforce training
- Cybersecurity
- Equipment purchase
- Expansion
- Research & development
- Compliance standard
- Capital expense
- Modernize facility

Federal Opportunities and Insight

Relevant Grant-making Agencies



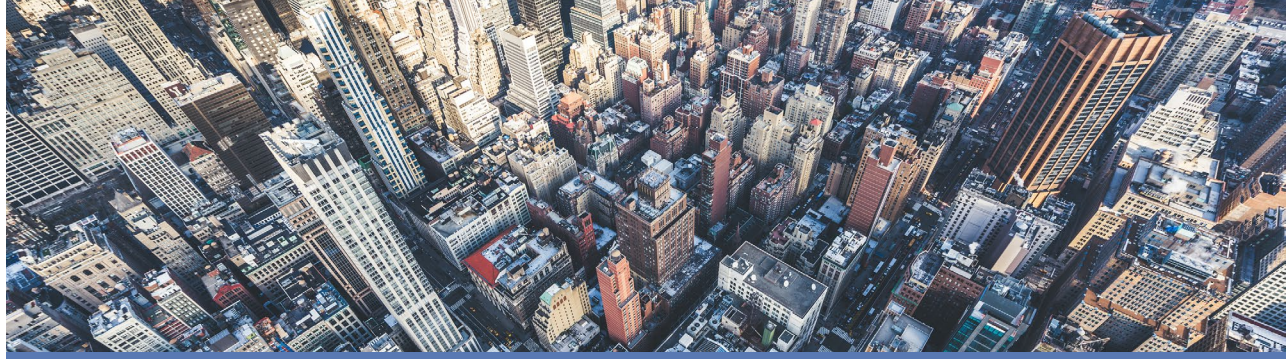








Disaster Supplemental Grant Program



Description

From the Economic Development Administration (Department of Commerce)

Will fund 3 to 5 industry transformation projects in areas that experienced economic harm from a hurricane, wildfire, tornado, flood, or other natural disaster in 2023 and 2024

Funding Amount

Awards will range from $20 million to $50 million

Deadline

March 3, 2026

Eligibility Notes

Must be a partnership between private and public sector located in an area that recently experienced a natural disaster

State Manufacturing Leadership Program



Description

From the Department of Energy

Focused on expanding access to smart manufacturing technologies, practices, and high-performance computing resources for small-and-medium sized manufacturers

Funding Amount

Average award size is $1.5 million

Deadline

Expected to Open Later 2025

Eligibility Notes

Partnership with state, universities, and technical and community colleges

Future Manufacturing



Description

From the National Science Foundation

Support various research and education to enable new manufacturing capabilities with a focus on cyber-manufacturing, eco-manufacturing, and biomanufacturing

Funding Amount

Average award is $1.75 million

Deadline

Expected to Open in 2026

Eligibility Notes

U.S.-based commercial organizations, including small businesses, with strong capabilities in scientific or engineering research or education and a passion for innovation.

H-1B Skills Training Grants



Description

From Employment and Training Administration (Department of Labor)

Will fund projects that provide training and related activities to workers to assist them in gaining the skills and competencies needed to obtain or upgrade employment in high-growth industries or economic sectors

Funding Amount

$35 million for 7 to 15 awards in 2024

Deadline

This program is expected to return in 2026

Eligibility Notes

Partnership with nonprofit organization, workforce agency, labor union, economic development agency

Small Business Innovation Research



Description

From Small Business Administration

Supports technology innovation through research opportunities across two phases

- Phase I focuses on proof of feasibility
- Phase II focuses on prototype, demonstration, and commercialization

Funding Amount

Average for Phase I is $222,394 and $1.17 million for Phase II

Deadline

Topics for FY 2026 are expected to be released on August 4, 2025, and December 15, 2025, for Phase I, and October 21, 2025, and March 2, 2026, for Phase II

Eligibility Notes

Partnership with universities to conduct research, or work on commercialization

CHIPS Act

01 Brief History

Signed into law in August 2022

Meant to boost semiconductor industry with additional funds for research and development

02 Incentives and R&D Opportunities

Commercial Fabrication Facilities and Small-Scale Supply Chain Projects (Incentives)

Four R&D Programs

03 Announced Awards

Over 40 incentive awards announced, although these funds have not necessarily been spent yet

Four R&D awards announced to organizations in NC, GA, CA, and AZ

04 What's Next?

Secretary of Commerce says awards are in the process of being renegotiated

IIJA Funding

01 Brief History

Signed into law in 2022, focused on infrastructure and job creation

Relevancy for manufacturing companies found in energy funding

02 Funding Opportunities

Various clean energy grants for manufacturers

Some still in review under current administration

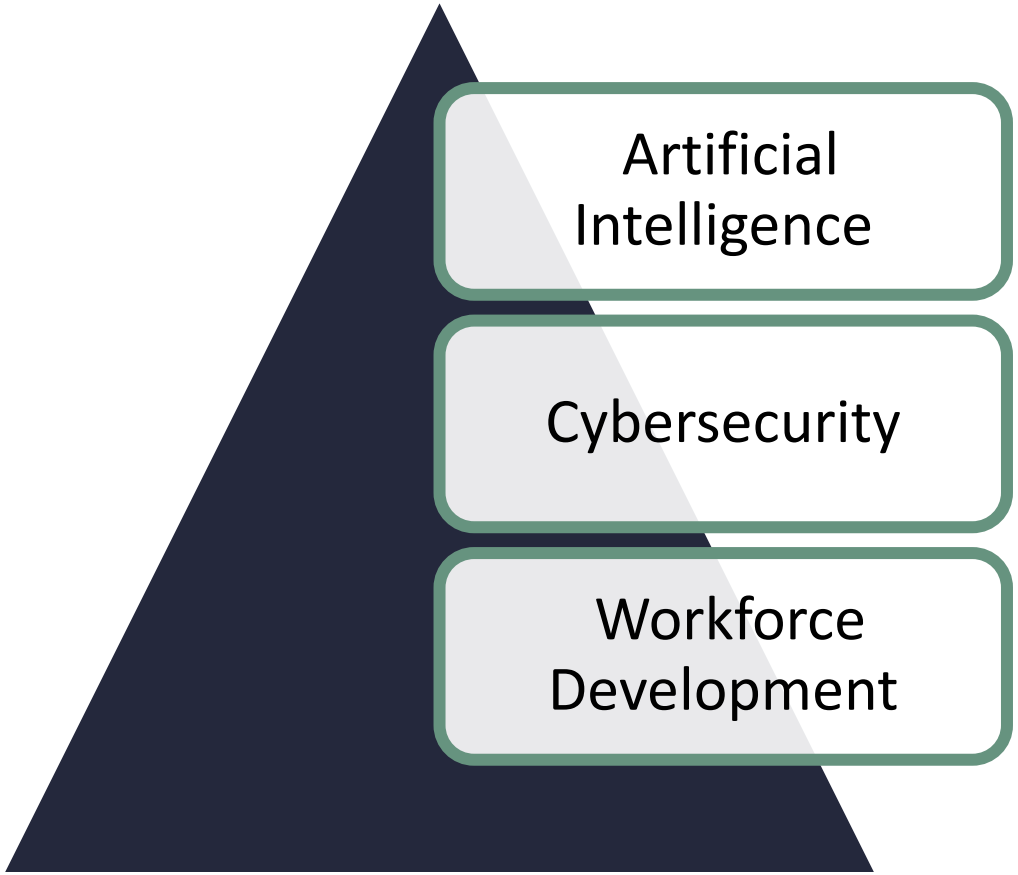
03 Announced Awards

Mostly focused on increasing the modernization of manufacturing processes and energy efficiency improvements

04 What's Next?

Waiting for previously mentioned programs to open

Current Priorities



State Opportunities and Insight

How to Find Funding from States

State Agencies

- Economic Development, Commerce, Small Business Advocate, Tourism, Workforce, Advanced Manufacturing, Labor
- Some funding comes directly from federal government (Manufacturing Extension Partnership is nationwide)

Tax Incentives, Credits, Public Funding and Resources

- States will offer a combination of these things

Eligible Organizations

- Will depend on your location and number of employees

Eligible Projects

- Training, equipment and capital purchases, research and development, company expansion
- Industry 4.0 and cybersecurity compliance

Example of State Opportunities

Small Manufacturers Modernization Grant (New York)

Targeted industries, but SMM in size

Machinery and equipment purchases

Renovation and construction

Manufacturing Cybersecurity Program (Massachusetts)

Cybersecurity infrastructure purchases

Up to $30,000 per award

Partnership required

Manufacturing Illinois Chips for Real Opportunity Act (Illinois)

Semiconductor, microchip, and quantum computer manufacturers

Expansion, R&D, and job creation

Manufacturing Readiness Grants (Indiana)

SMMs favored but any manufacturer can apply

Advanced technologies, IoT, and connectivity

State CHIPS Funds

What?

In conjunction with the federal program, some states have created their own CHIPS programs for state manufacturers

Who?

Oregon, New York, Illinois, Texas, North Carolina, among others

How?

Tax incentives, funding opportunities, partnerships, and resources

Tips and Tricks for Navigating Manufacturing Programs

Tips and Tricks for Navigating Manufacturing Programs

Partnership	Research	Prepare	Pilot	Connect
Create or expand relationships with local colleges, nonprofit organizations, or quasi-government entities	Learn directly from the federal and state agencies Websites, newsletters, and trade magazines Webinars and in-person events	Evergreen Documents: Statement of needs, company overview, personnel description, detailed areas of expertise, and the necessary financial documentation	Consider piloting a program to see if it's successful before asking a federal or state agency for funds to expand	State and federal agencies encourage dialogue Learn about potential opportunities ahead of time, or employee training initiatives

Cisco’s Public Funding Office

Cisco’s Public Funding Office

Helping align all available funding with your technology needs

Trusted advisors to those who protect, serve, and educate

The Cisco Public Funding Office can help your organization better understand the funding opportunities for technology that are now available through COVID stimulus and IIJA funds, grants, bonds, and E-rate. All while providing a customized support experience designed around your specific needs and unique funding sources.

As governments, schools, and communities seek to create more secure and inclusive environments, digital transformation is key. That’s why Cisco and our ecosystem of partners offer innovative solutions and services to power safer, smarter communities. From hybrid learning and work environments that leverage secure real-time video and information sharing, to contactless solutions that increase citizen engagement, we’re committed to helping you build safe and healthy environments. This includes helping communities leverage advanced sensors, AI, and machine learning to better protect and serve citizens, while embedding greater resilience for when unexpected events strike.

Your Success is our Mission

By partnering with Cisco, you’ll get expert advice on navigating the maze of public sector funding programs, plus guidance on how to bring your vision to life. Cisco stands ready to help you evaluate technology friendly grants; support you through the application process; connect you with resources to ensure compliance; and provide details on reporting criteria.

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Why Cisco

As a reliable and trusted technology and business advisor, Cisco helps you better understand and strategically meet the challenges of IT modernization.

By partnering with Cisco, you leverage our decades of experience in the public sector and digital solutions that are changing the way the world works, lives, plays, and learns.

To learn more about available grants funding, please contact your Cisco Account Manager or Public Funding Advisor at grantquestions@cisco.com or scan the QR code to visit the US Public Funding Office website.

Questions?

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helpdesk@grantsoffice.com

Engage with
Cisco's Public Funding Office
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