GRANTS OFFICE
empowering communities

From Crisis to Capital

Unlocking Grant Opportunities for Emergency Preparedness and Response

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Today's Presenters



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Public Sector



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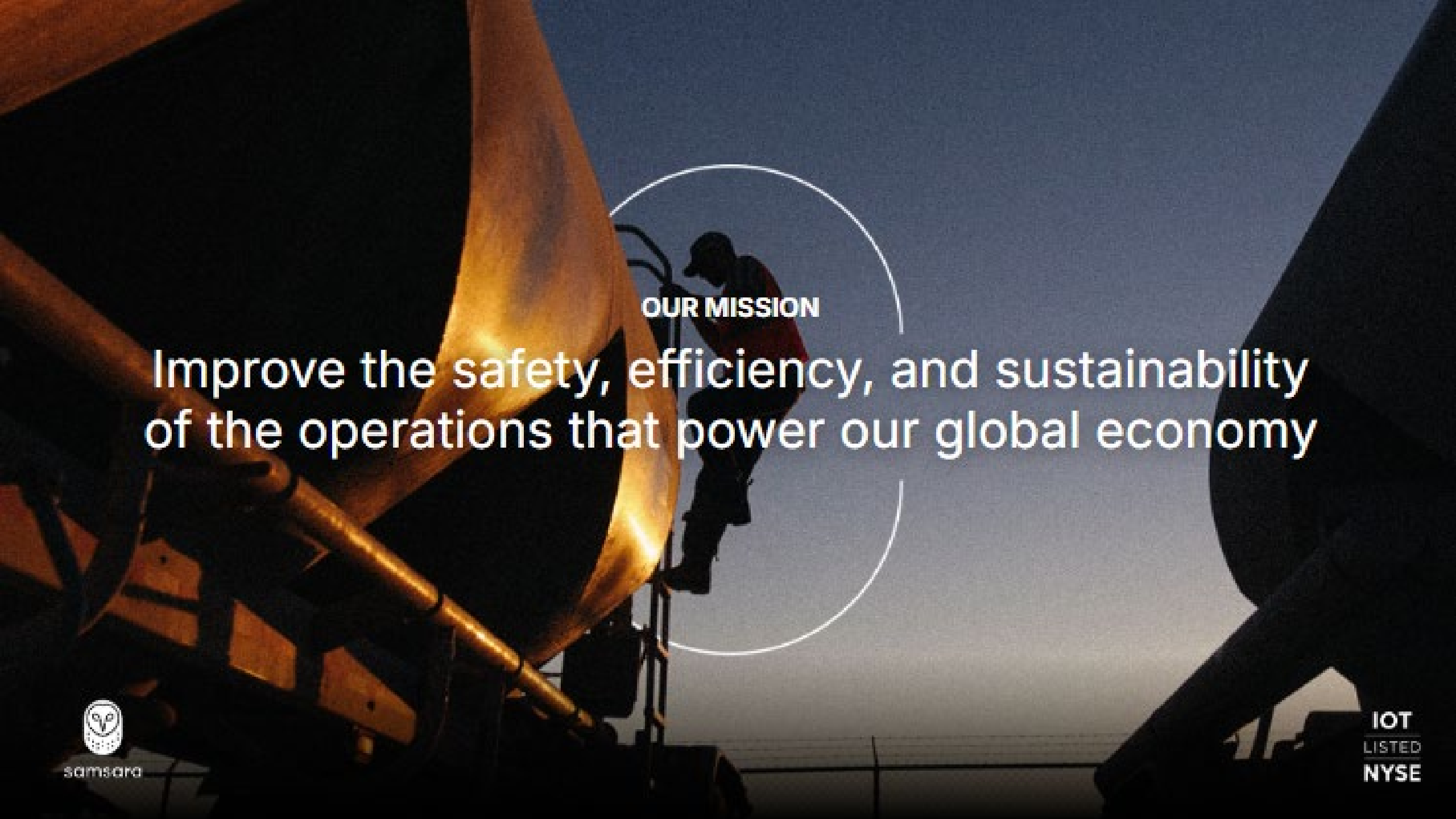
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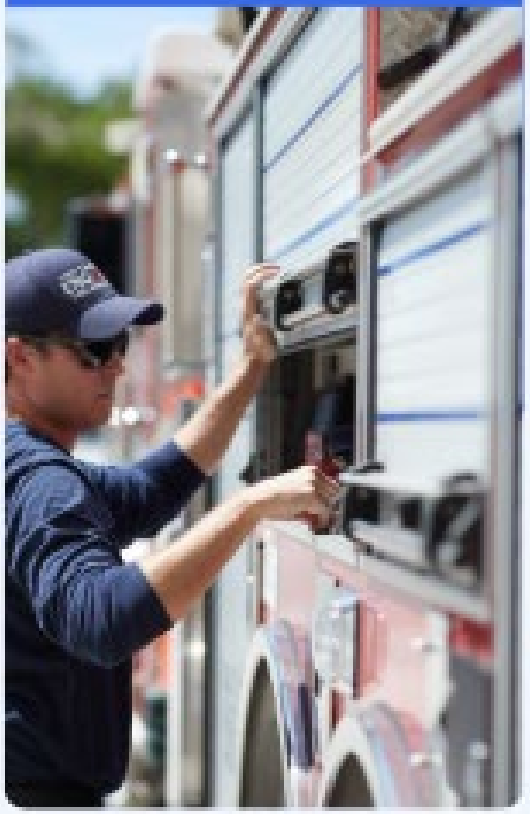

OUR MISSION
Improve the safety, efficiency, and sustainability of the operations that power our global economy
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IOT
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Purpose-built to deliver service to the public

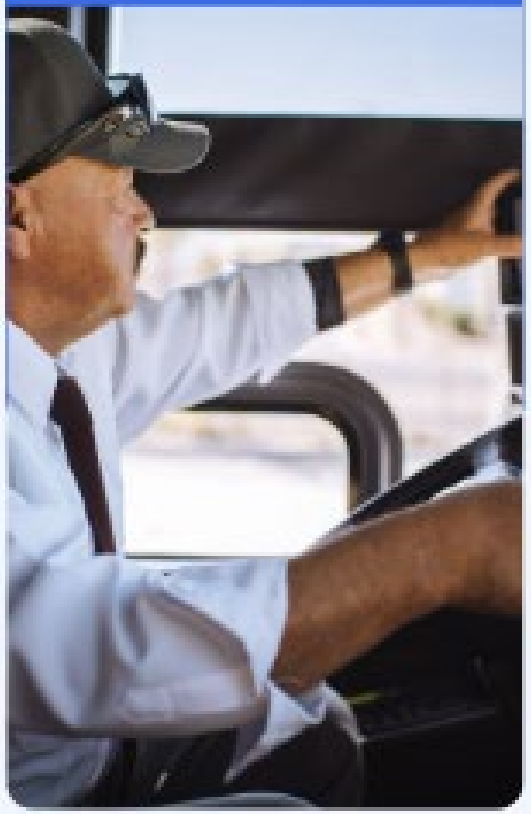
Public works



Emergency response



Transit authority



Student transport



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The leading platform for safety and efficiency

Operations | Drivers | Maintenance | Compliance | Facilities | Dispatch | CXO

Single pane of glass

AI Dash Cams	AI Multicam	Recognition & Rewards	Maintenance	Route Planning
Training & Qualifications	Worker Safety	Asset Tracking	Fuel & Idling	Digitized Workflows

Data From Samsara | 350+ Integrations | OEM data



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Monroe County improves emergency preparedness and saves thousands in maintenance costs

15%
IMPROVEMENT IN OUTAGE RESPONSE TIME

25%
REDUCTION IN MAINTENANCE DRIVE TIME

81,000	220	322
CITIZENS	ASSETS	VEHICLES

MONROE COUNTY FLORIDA

Safety & Risk

Maintenance & Utilization



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We surveyed leaders across the US Public Sector.



250
emergency management personnel in the US surveyed

76K+
vehicles and equipment managed

63M
citizens served

Leaders want technology to improve all aspects of emergency management.

Top areas of emergency response and management leaders want to see improved by technology in the next 5 years:



Emergency planning, modeling, and scenario testing



Real-time coordination across agencies and teams



Post incident review, reporting, and lessons learned

Samsara: Empowering faster, safer disaster response.

Samsara provides critical fleet technology to maintain visibility, communicate instantly, and protect teams when it matters most.



Tools to act fast

SOS alerts, Weather Intelligence, wearables, and live location sharing to protect teams.



Reliable technology for critical moments

Automatic network failover and FirstNet® integration for uninterrupted comms.



Trusted in times of crisis

Monitor fuel, equipment, and assets remotely to ensure readiness.

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Tested by and proven in the most complex public sector operations



























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CITY OF NEW ORLEANS

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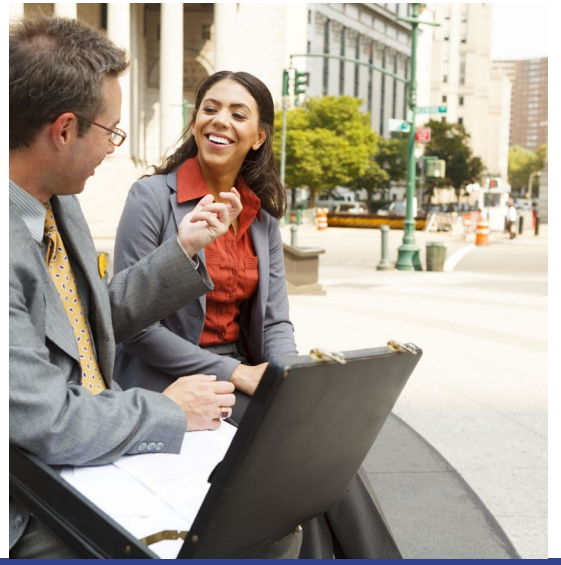
An Overview of Grant Funding

Top Sources of Grant Funding in the United States

- **Federal:** 26 grantmaking agencies administer grant funding through the annual federal discretionary budget
- **State**: States administer grant programs from their own budget, as well as federal pass-through funding
- **Foundations**: Private, corporate, and community foundations make grants at the national, regional, and local levels









Federal Sources of Funding

















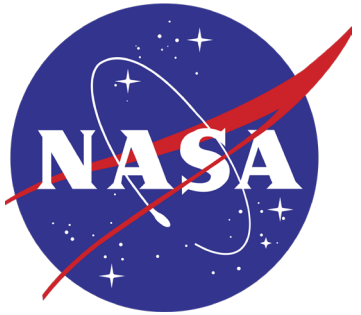














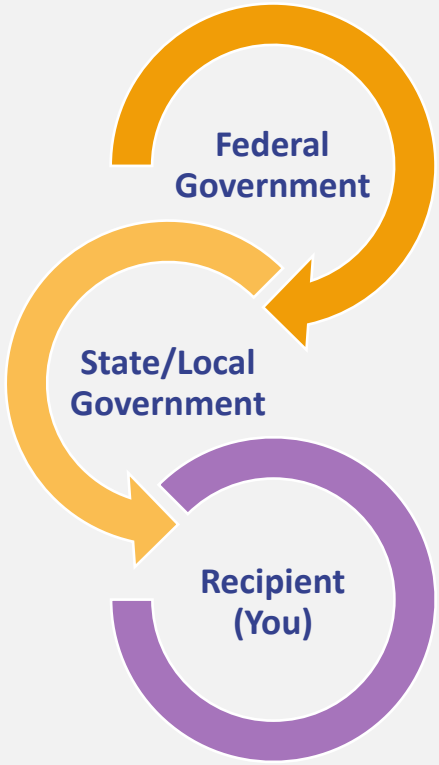
How does the funding flow?

Direct Funding



VS

Indirect Funding



Evaluating Grant Fit

Top 5 Considerations

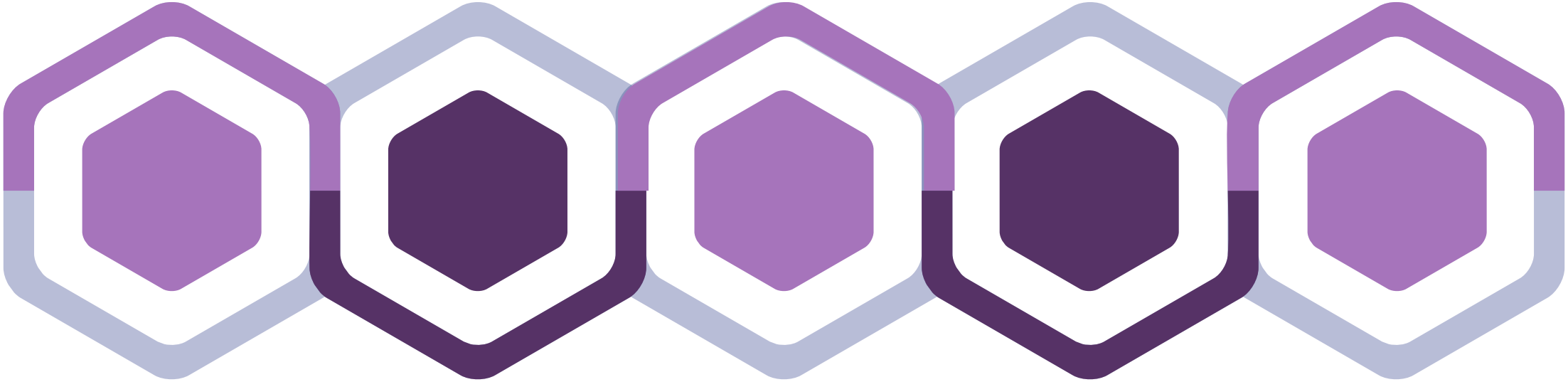
Time before submission date

Funding priorities

Partnership requirements

Cost-share/ Match component

Post-award requirements



Design by PresentationGO.com

A Grant "Fits Best" When There is Alignment



Design by PresentationGO.com

Example Federal Funding Opportunities

Homeland Security Grant Programs

Provides funding for the execution of the Prevention, Protection, Mitigation, Response, and Recovery mission areas and the realization of a secure and resilient Nation.

2025 National priority areas include:

- Enhancing the protection of soft targets/crowded places
- Supporting Homeland Security Task Forces and fusion centers
- Enhancing and integrating cybersecurity resiliency
- Enhancing election security
- Border Crisis Response and Enforcement Support

Programs Include:

- State Homeland Security Program (SHSP)
- Tribal Homeland Security Program (THSGP)
- Urban Areas Security Initiative (UASI)
- Nonprofit Security Grant Program (NSGP)
- Operation Stonegarden Grant Program (OPSG)
- Transit Security Grant Program (TSGP)
- Port Security Grant Program (PSGP)
- Intercity Bus Security Grant Program (IBSGP)

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

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

Anticipated June 2026

Eligibility Notes

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

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

Anticipated January 2026

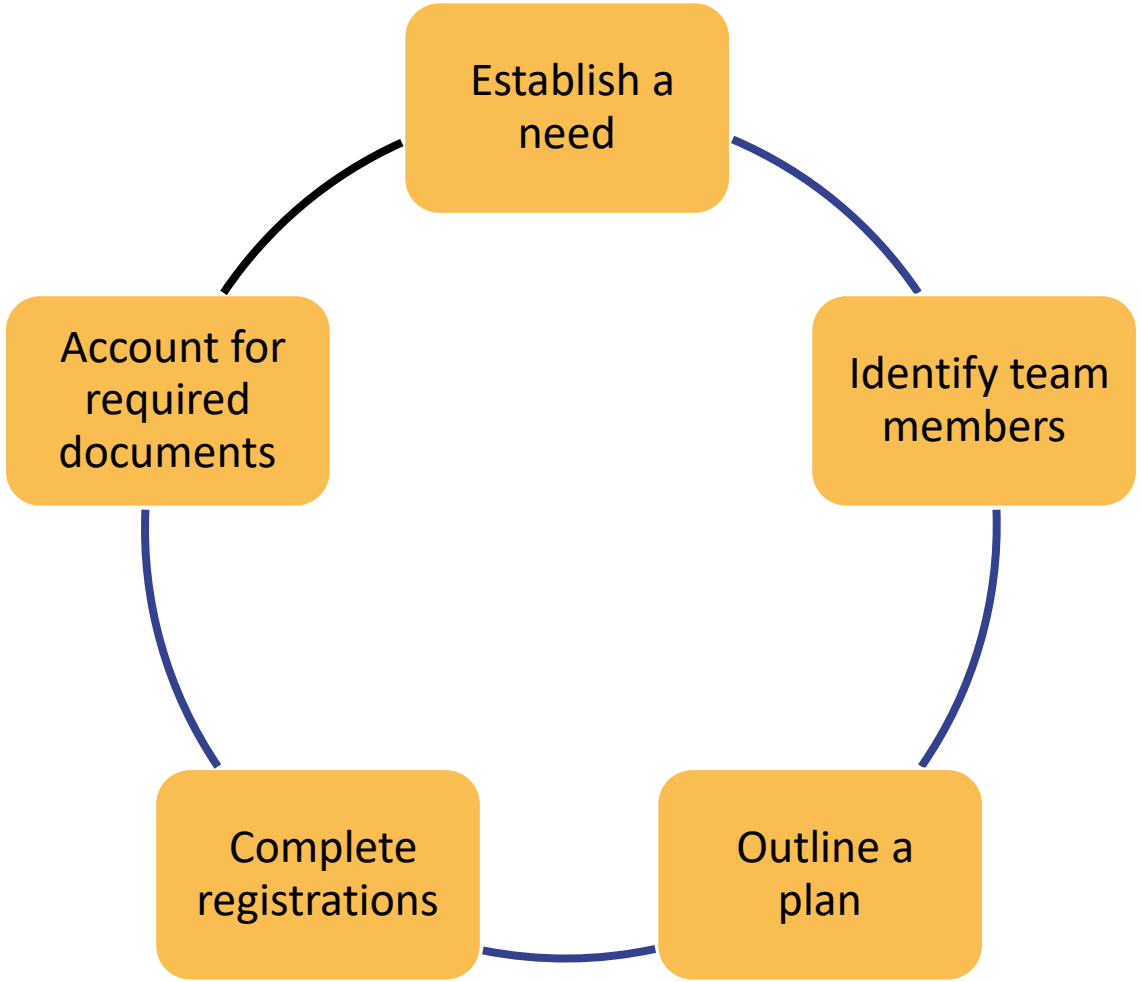
Eligibility

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

Grant Readiness Tips & Tricks



Get Your Organization Grant Ready!



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

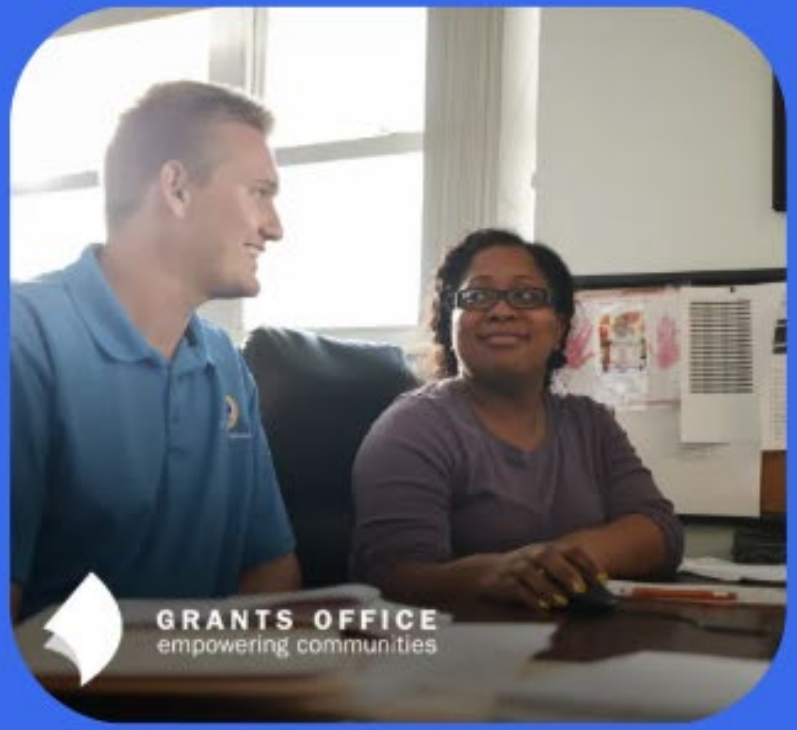


Formalize partnership with a Memorandum of Understanding (MOU)

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.

Samsara Grants Program



Learn more by **scanning the QR code.**

Join to access:

- ➔ Expert grant consultants for project development guidance
- ➔ Customized funding research aligned to your goals
- ➔ Best practices for expanding or launching new initiatives

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GO BEYOND 26

PUBLIC SECTOR

MAY 12, 2026 • CHICAGO, ILLINOIS

Join public service leaders at Go Beyond, Samsara's single-day summit, to learn how our Connected Operations Platform drives efficient service delivery, improves safety, and maximizes taxpayer dollars.

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attendees

1 day
of learning and inspiration

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Questions?

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