HIGHER EDUCATION GRANT FUNDING

Fall 2012

Let Dell assist you in identifying a grant to fund your Higher Education programs and initiatives for Federal Fiscal Year 2013

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HIGHER EDUCATION GRANT FUNDING

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INTRODUCTION: FUNDING TECHNOLOGY WITH GRANTS

The Real World

In a society driven by the proliferation of the Internet and an insatiable appetite for instantaneous information, it's probably not a surprise that public safety agencies, schools, hospitals and non-profit organizations adopt an information and technology-driven approach to accomplish their organizational objectives. After all, this is the real world. Public safety agencies need communications equipment, schools must provide student access to computers, and hospitals are trying to move into the 21st Century with electronic health records.

Grants Fund Projects… Not Products

When it comes to grants, the industry mantra is that "grants fund projects... not products." Grant programs are created with the intended purpose of addressing an identified need, often in new, unique and innovative ways. The simple acquisition of technology in and of itself is not sufficient to achieve the funder's far-reaching objectives. Instead, at least in the context of grantseeking, technology should be viewed as an enabler of projects and a key component in advancing the specific goals and objectives of the funding opportunity. As such, a well-rounded project will typically include budget for personnel, training activities, contract services and a variety of other elements, in addition to the technology necessary to carry out the initiative.

The key questions you must ask yourself are "Why do I need this particular product, or piece of technology?" and "How does the technology and overall project advance the objectives of the grant program?" For instance, the Information Technology Experiences for Students and Teachers (ITEST) program provides funds to increase the number of students interested in Science, Technology, Engineering, and Math (STEM) careers. Part of an ITEST proposal could include distance learning technology that connects students with real-world professionals at NASA. The idea is that providing such immersive experiences will increase students' interest in pursuing STEM careers, and the technology simply enables a school in Oregon to connect with NASA in Florida.

Writing Technology into your Proposal

Understanding how technology can be leveraged in grant-funded projects is only half the battle. Many folks trip up when it comes time to put pen to paper. It may be true that technology is absolutely critical to the overall success of a particular project, however, that does not mean the technology and products associated with the projects should be placed front and center in the proposal. Too often folks will focus on specific technologies and use the product descriptions provided by the vendor. Most funders are more interested in a well-thought out vendor selection process that highlights the specific functionality of the required technology. Certainly, you will need detailed pricing from specific vendors in order to create a budget as well as provide proper justification, but try to avoid allowing the technology to dominate the project narrative. Remember that the grantmaker is providing funding first and foremost to address a particular problem. The narrative should focus on the overall project, how it will meet the objectives of the grant program, and the need you've defined in your proposal.

For grants that focus on innovation, simply leveraging a piece of advanced technological equipment does not in itself make a project innovative. The narrative should explain how the accompanying changes in workflow, process and overall approach of the project is innovative - not just the technology.

Go Get the Money!

Each year, grants fund hundreds of millions of dollars of technology purchases by public sector recipients. But accessing these programs requires a well-rounded project that provides a proper context for the enabling technology.

This funding update provides summary information on some of the most technology-friendly grant programs. Although they may have deadlines that only forecasted for now, and months in the future, planning ahead will pay big dividends in the competitiveness and success of your project. We've also included analysis for each grant on how the program supports technology, in case it's not clear from the summary.

Lastly, Dell offers direct support to its education, healthcare, and government customers in identifying and evaluating grant programs through the Dell Grants Support Program (DGSP). It's a free service you can access by talking to you Dell representative or sending a quick e-mail to DGSP@grantsoffice.com.

Next time you are analyzing the viability of a particular grant program for your technology-enabled project, be sure to keep these resources in mind. Now you have the proper mindset... time to go get the money!

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DELL SOLUTION-GRANT PROGRAM EXAMPLES

	Audio-Visual	Connected Classroom	Distance Learning	Instructional Technology	Virtual Labs	Wireless Networks
Advanced Technological Education (ATE)	X	X				X
Challenge Grants For Two-Year Colleges	X		X			X
Community Facilities Grant Program		X		X	X	
Distance Learning & Telemedicine Program (DLT)			X			X
H-1B Technical Skills Training Grants			X	X		X
Innovative Technology Experiences For Students And Teachers (ITEST)			X		X	X
Strengthening Institutions Program (SIP)	X		X			X
Tribally Controlled Colleges And Universities Program (TCCU)	X	X	X		X	
Trade Adjustment Assistance Community College And Career Training Grants Program (TAACCCT)		X			X	X

These examples are provided for illustrative purposes. The allowable uses of each grant program paired with the focus of your project and application will determine the most fitting technology solutions.

ADVANCED TECHNOLOGICAL EDUCATION (ATE)

Authority: National Science Foundation (NSF)

Summary: With an emphasis on two-year colleges, the Advanced Technological Education (ATE) program focuses on the education of technicians for the high-technology fields that drive our nation's economy. Components of the program development and improvement process might include using modern instrumentation and new technologies to address the knowledge, skills, and competencies needed for the evolving, converging, and emerging technical workplace.

Eligibility: While the eligibility for this program is unrestricted, the ATE program focuses on two-year colleges and expects two-year colleges to have a leadership role in all projects. Examples of eligible applicants include Universities and Colleges; Non-profit, non-academic organizations; State and Local Governments; For-profit organizations; and Unaffiliated Individuals.

Deadline Information: Plan on a September/October deadline in 2013.

Award Amount Range: While award amounts and length of awards vary by project type, in general awards range from $25,000 to $300,000 per year for 3 years.

Potential Dell Solutions:

- Wireless Networks
- Audio-Visual
- Connected Classroom

Analysis

Advanced Technological Education (ATE) projects can encompass a wide variety of technology solutions. The technology needs of your specific ATE program will determine how Dell solutions fit into the grant project. The following examples, although by no means exhaustive, are meant to provide you with ideas for incorporating Dell solutions into your ATE project:

- Utilizing Audio-Visual equipment such Dell projectors or document cameras to outfit an ATE center or deliver a conference or workshop;
- Delivering professional development content for teachers via Connected Classroom; or
- Equipping classrooms with wireless networks to use for business and entrepreneurial skills development lessons.

WHERE TO START:

☐ *Does the project promote the education of science and engineering technicians at the undergraduate level?*

☐ *Does the project have a regional or national (NOT purely local) focus?*

☐ *Does the project include one or more two-year colleges in leadership roles?*

CHALLENGE GRANTS FOR TWO-YEAR COLLEGES

Authority: National Endowment for the Humanities (NEH)

Summary: The goals of this initiative are to enable two-year colleges to strengthen programs in the humanities, especially the study of the world's many cultures and civilizations; to support model humanities curricula at two-year colleges that may be replicated at other institutions; and to encourage two-year colleges to broaden the base of financial support for the humanities. Funds may be used to establish or enhance endowments OR for one-time capital expenditures, such as construction and renovation, purchase of equipment, and acquisitions, that bring long-term benefits to the institution and to the humanities more broadly.

Eligibility: Institutions eligible to apply in this competition are accredited U.S. two-year colleges and community colleges that predominantly award associate degrees that can be earned in two years of study. Both private, independent colleges and government-supported colleges are eligible.

Deadline Information: Plan for a January/February deadline in 2013.

Award Amount Range: Matching grants of up to $500,000 are allowed; however, smaller grants for sharply defined purposes are encouraged.

Potential Dell Solutions:

Wireless Networks • Distance learning • Audio-Visual

Analysis

Dell solutions can be an important component of a variety of Challenge Grants for Two-year Colleges projects. The following are a few examples of how Dell technology might be utilized in a Challenge Grant:

- Distance Learning solutions used to offer enriched world culture and civilization lectures;
- Audio-Visual equipment and Instructional Technology solutions for delivering humanities content in classrooms; or
- Wireless Networks for expanding student access to humanities materials.

Specific technology needs for Challenge Grants for Two-Year Colleges will be determined by your program's structure and may differ from the examples listed here.

WHERE TO START:

☐ *Is the applicant an accredited two-year college or community college that predominantly awards two-year associate degrees?*

☐ *Does the project enhance the role of the humanities on campus?*

☐ *Is the budget request under the maximum award amount specified by the funder (under $500,000)?*

COMMUNITY FACILITIES GRANT PROGRAM

Authority: U. S. Department of Agriculture

Summary: Community Facilities program grants assist in the development of essential community facilities in rural areas and towns of up to 20,000 in population. Grant funds can be used to construct, enlarge, or improve community facilities for health care, public safety, and community and public services. This can include the purchase of equipment required for a facility's operation.

Eligibility: Grants are available to public entities such as municipalities, counties, and special-purpose districts, as well as non-profit corporations and tribal governments in rural towns and areas of up to 20,000 in population.

Deadline Information: December 31, 2013; Applications are generally accepted by the USDA regional offices year-round; however, the earlier the application is submitted in the Federal Fiscal Year it can help ensure that the funding is not exhausted at the time of application. Potential applicants should contact their State USDA office for specific application instructions.

Award Amount Range: Typical award is up to $50,000. The amount of grant assistance for project costs depends upon the median household income and the population in the community where the project is located.

Analysis

The Community Facilities Grant Program can support the various technology and equipment needs of rural and frontier community facilities.

Examples of projects incorporating Dell solutions include:

Potential Dell Solutions:
- Connected Classroom
- Instructional Technology
- Virtual Labs

- Implementing Connected Classroom solutions in adult learner facilities to expand access to educational materials;
- Utilizing Instructional Technology solutions for administrating programs at community learning center; or
- Developing Virtual Labs to involve students in interactive learning activities.

These are just a few examples of how Community Facilities Grant Program funding might support Dell solutions in a project—technology solutions required for the operation of your particular facility will be the best fit for this program.

WHERE TO START:

☐ *Is the applicant located in a rural community?*

☐ *Has the applicant contacted their Rural Development State Office?*

☐ *Is the applicant prepared to provide matching funds of at least 25% of the project costs?*

DISTANCE LEARNING & TELEMEDICINE PROGRAM (DLT)

Authority: United States Department of Agriculture (USDA)

Summary: The Distance Learning and Telemedicine (DLT) Program is specifically designed to meet the educational and health care needs of rural America through the use of advanced telecommunications technologies. Video conferencing equipment necessary to deliver education and health services is allowable.

> **Potential Dell Solutions:**
> • Wireless Networks
> • Distance Learning

Eligibility: To be eligible for a grant, your organization must: (1) Currently deliver or propose to deliver distance learning or telemedicine services for the term of the grant.(2) Be legally organized as an incorporated organization or partnership; an Indian tribe or tribal organization; a state or local unit of government; a consortium; or other legal entity, including a private corporation organized on a for profit or not-for profit basis with the legal capacity to contract with the United States Government; and, (3) Operate a rural community facility or deliver distance learning or telemedicine services to entities that operate a rural community facility or to residents of rural areas at rates calculated to ensure that the benefit of the financial assistance passes through to such entities or to residents of rural areas.

Deadline Information: Plan on an April/May deadline in 2013.

Award Amount Range: Awards can range from $50,000 to $500,000.

Analysis

Dell solutions can be used to support a variety of Distance Learning & Telemedicine projects. One example is a community college installing Wireless Network solutions to support a distance learning program for working adults. Another example might be a healthcare facility and community college communicating via Distance Learning solutions to deliver professional development courses for nursing staff. These examples are just a couple of the many ways in which Dell solutions can support your Distance Learning & Telemedicine Program project.

WHERE TO START:

☐ *Will the project primarily serve low-income communities that are very rural (under 5,000 people) or rural (5,001-10,000 people)?*

☐ *Does the applicant have site locations and addresses for each participating location?*

☐ *Can the applicant supply at least 15% in matching funds?*

H-1B TECHNICAL SKILLS TRAINING GRANTS

Authority: U.S. Department of Labor

Summary: This grant program is designed to provide education, training, and job placement assistance in the occupations and industries for which employers are using H-1B visas to hire foreign workers, and the related activities and equipment necessary to support such training.

Eligibility: Grants may be awarded to a partnership of private and public sector entities. This partnership must include at least two entities from among the following groups:

1. Business-related nonprofit organizations, such as trade associations;

2. Education and training providers, including community colleges and other community-based organizations; and

3. Entities involved in administering the workforce investment system established under Title I of the Workforce Investment Act (WIA), and economic development agencies.

Deadline Information: Fall 2012 and Spring 2013 deadlines are expected.

Award Amount Range: Award amounts generally range from $1 million to $5 million.

Potential Dell Solutions:
Wireless Networks • Instructional Technology • Distance learning

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Analysis

Sample H-1B Technical Skills Training Grants projects incorporating Dell solutions include utilizing Wireless Networks solutions to offer on-the-job training to enrolled workers, offering high-skills occupation programs via Distance Learning to long-term unemployed adults, and administrating eligible training programs with Instructional Technology. H-1B Technical Skills Training Grants can support a broad range of technology solutions that are needed to implement the specific training programs outlined in the grant.

WHERE TO START:

☐ *Does the project focus on high-growth industries and occupations?*

☐ *Does the project fall under one of the two allowable categories (On-the-Job Training or other training strategies)?*

☐ *Is the budget request within the minimum and maximum request for the program ($1 million to $5 million)?*

INNOVATIVE TECHNOLOGY EXPERIENCES FOR STUDENTS AND TEACHERS (ITEST): STRATEGIES PROJECT TYPE

Authority: National Science Foundation (NSF)

Summary: The goal of ITEST Strategies projects is to develop, implement and study strategies that encourage K-12 students to consider and be prepared for careers in the STEM and ICT fields, or that equip teachers with the resources to ensure that their students consider and are prepared for choosing to enter the STEM workforce of the future.

Strategies projects are targeted at students and/or teachers. These projects design, implement, and evaluate models for classroom, after-school, summer, virtual, and/or year-round learning experiences.

Eligibility: All U.S. organizations with an educational mission are eligible for ITEST. Projects that cross multiple grade levels and align with district and individual school professional development plans are encouraged. Investigators are encouraged to create partnerships with (1) K-12 schools, colleges (two or four year), universities, informal science education organizations, government laboratories, and /or community-based organizations to address the needs of the target audiences as appropriate; (2) industry to support career awareness and cultivate interest among student participants.

Deadline Information: 2012 deadline is November 13, 2012. Plan on an October/November deadline in 2013.

Award Amount Range: Strategies projects are up to $1.2 million for up to three years in duration.

Potential Dell Solutions:

- Wireless Networks

- Virtual Labs

- Distance Learning

Analysis

Potential ITEST Strategies projects involving Dell solutions are:

- Connecting STEM and ICT teachers to professional development opportunities via Distance Learning;
- Installing Wireless Network Solutions infrastructure to deliver STEM content to K-12 classrooms; or
- Utilizing laptops enabled with Virtual Labs to connect students to STEM/ICT learning opportunities after school hours.

These projects are simply ideas for incorporating technology into ITEST projects and are not an exhaustive list of the ways in which Dell solutions may be used to support an ITEST-funded program.

WHERE TO START:

☐ *Is the applicant an organization with an educational mission?*

☐ *Does the project focus on STEM or ICT-intensive content for K-12 students or teachers?*

☐ *Has the applicant prepared project-level evaluation plans?*

STRENGTHENING INSTITUTIONS PROGRAM (SIP)

Authority: U.S. Department of Education

Summary: The SIP provides grants to eligible institutions of higher education (IHEs) to help them become self sufficient and expand their capacity to serve low-income students, by providing funds to improve and strengthen the institution's academic quality, institutional management and fiscal stability. The acquisition of equipment for use in strengthening management and academic programs is an allowable use of this funding.

Eligibility: Institutions of higher education (IHE)s are eligible. IHEs must apply for and receive designation as an eligible institution for SIP funding prior to applying for a SIP award. A basic requirement is that an institution must be legally authorized by the state in which it is located to be a junior college or provide an educational program for which it awards a bachelor's degree; and be either accredited, pre-accredited, or making reasonable progress toward such accreditation by a nationally recognized accrediting agency or organization.

Deadline Information: There is a two-part application process for SIP funding. First, an institution must request the designation of Eligible. Plan for the eligibility designation application deadlines in January/February of 2013. Once designated as eligible, plan on a funding application deadline in March/April 2013.

Award Amount Range: The average size of awards is $377,000 per year for up to 5 years.

Potential Dell Solutions:
Wireless Networks • Distance learning • Audio-Visual

Analysis

Dell Solutions can be included in a variety of SIP projects. A few sample projects are:

- Incorporating Instructional Technology and Wireless Networks solutions to improve a college's administrative management;
- Implementing faculty training for classroom technology use with Distance Learning or Connected Classroom-enabled courses; or
- Enhancing core education programs with the use of Audio-Visual equipment.

The ways in which Dell solutions can be incorporated into your SIP project will largely depend on your organization's needs.

WHERE TO START:

☐ *Has the applicant applied for/been designated as an eligible institution?*

☐ *Does the applicant have an enrollment of needy students and low average educational and general expenditures per full-time equivalent?*

☐ *Is the applicant registered on Grants.gov?*

TRIBALLY CONTROLLED COLLEGES AND UNIVERSITIES PROGRAM (TCCU) - TITLE III PART A

Authority: U.S. Department of Education

Summary: This program helps eligible institutions of higher education increase their self-sufficiency by providing funds to improve and strengthen the academic quality, institutional management, and fiscal stability of eligible institutions.

Examples of authorized activities include:

- Construction, maintenance, renovation, and improvement in classrooms, libraries, laboratories, and other instructional facilities, including purchase or rental of telecommunications technology equipment or services, and the acquisition of real property adjacent to the campus of the institution on which to construct such facilities
- Developing or improving facilities for Internet use or other distance education technologies
- Purchase, rental, or lease of scientific or laboratory equipment

Eligibility: Applicants are limited to tribal colleges and universities. Applicants must first apply for and receive designation as an eligible institution.

Deadline Information: There is a two-part application process for TCCU funding. First, an institution must request the designation of Eligible. Plan for the eligibility designation application deadlines in January/February of 2013. Once designated as eligible, plan on a funding application deadline in April/May 2013.

Award Amount Range: The estimated average size of awards is $377,000 per year for up to 5 years.

Analysis

Sample projects incorporating Dell solutions include outfitting a college library with Virtual Labs solutions to enable remote student access; creating video conferencing classrooms with Distance Learning solutions; or utilizing Audio-Visual equipment and Connected Classroom solutions to expand education opportunities.

Potential Dell Solutions:

- Virtual Labs
- Distance Learning
- Audio-Visual
- Connected Classroom

These projects are samples only; the design and goals of the college's particular project will dictate which solutions are the best fits.

WHERE TO START:

☐ *Has the applicant applied for/been designated as an eligible institution?*

☐ *Is the project budget at least $500,000?*

☐ *Does the budget include only allowable expenses?*

TRADE ADJUSTMENT ASSISTANCE COMMUNITY COLLEGE AND CAREER TRAINING GRANTS PROGRAM (TAACCCT)

Authority: U.S. Department of Labor

Summary: This program provides community colleges and other eligible institutions of higher education with funds to expand and improve their ability to deliver education and career training programs that can be completed in two years or less.

One of the core elements for this funding is "Online and Technology-Enabled Learning." Examples of innovative online or technology-enabled learning methods include interactive simulations, personalized and virtual instruction, educational gaming, and strategies for asynchronous and real-time collaboration among learners and instructors.

Additionally, an allowable activity for this funding is purchasing or upgrading classroom supplies and equipment and/or educational technologies that will contribute to the instructional purpose in education and training courses supported by the grant.

Eligibility: Institutions of higher education which offer programs that can be completed within 2 years or less are eligible; this can include public, proprietary, or other nonprofit educational institutions.

Deadline Information: Plan on an April/May deadline in 2013.

Award Amount Range: Up to $500 million in $2.5 to $3.0 million grants to one individual applicant from each State, the District of Columbia, and Puerto Rico, are expected. In addition, up to $350 million in grants of $5 million to $15 million to consortium applicants is expected.

Potential Dell Solutions:
Wireless Networks • Connected Classroom • Virtual Labs

Analysis

TAACCCT grants can support a number of projects that rely on Dell solutions for important technology functions. For example, a two-year college could utilize Dell's Connected Classroom solution to enable real-time collaboration between learners and instructors. Another example is the use of Wireless Networks and Virtual Labs to connect students to course materials utilizing tablets or smartphones.

These examples are just a couple of the ways Dell solutions can enhance a TAACCCT project.

WHERE TO START:

☐ Is the applicant an institution of higher education offering programs that can be completed within two years?

☐ Does the project focus on developing career pathways for TAA-eligible workers and other adult learners?

☐ Is the applicant registered on Grants.gov?

DELL GRANTS SUPPORT PROGRAM HELPS YOU NAVIGATE THE FUNDING LANDSCAPE

Dell has teamed up with Grants Office to help you identify the grant programs that fit with your technology objectives.

Dell Grants Support Program (DGSP) puts you in touch with expert grants development consultants who will work with you to:

- evaluate your needs

- research the best funding opportunities for your project

- Answer any questions you have about the programs and their requirements.

DGSP puts you one step closer to funding your technology-rich project and transforming your organization.

DGSP provides research and consultation resources to healthcare, education, and government customers with no cost or obligation. If you need them, Grants Office proposal development and grant administration services are also available for a fee.

To access these resources today, contact your Dell representative or e-mail DGSP@grantsoffice.com, and a friendly DGSP representative will respond promptly.

This information was provided by Grants Office, LLC, a grants consulting firm, based on its understanding of grant programs and funding guidelines available as of the date this report was generated. It represents Grants Office's interpretation of the programs and is not intended to replace official guidance provided by the funder. Changes to grant programs and deadlines are common and should be expected. Therefore, although every effort has been taken to ensure the accuracy of the information contained herein, we cannot guarantee that it will always be current, accurate or complete. We strongly recommend that you check the official guidance and your Grants Office UPstream™ Online Knowledge Base account frequently to keep up-to-date with changes and modifications to program information and to manage your grant-seeking activities. If you already have an UPstream account, you may access it by visiting www.grantsoffice.com.