



GRANTS OFFICE

COMPANY OVERVIEW

THE NATION'S LEADER IN GRANTS INTELLIGENCE

Grants Office will help you become more successful at obtaining grant dollars from federal, state and foundation sources. Whether you work for an organization that applies for grants, or for a company whose goods or services are purchased with grant dollars, you know the challenges and benefits associated with getting projects funded. Navigating this complex process requires a thorough understanding of the funding landscape. Even the most experienced organizations can benefit from the help of the true industry expert.

Grants Office is your source for grants intelligence. Our years of day-to-day experience with every facet of grants have given us unmatched industry knowledge. We have developed a range of services that can help you with every aspect of obtaining and administering grant funding. Through everything we do, we have the ability to simplify the process, enabling you and your organization to do greater things with grant dollars.

For non-profits and municipalities. You may have employees who work full-time at obtaining grants—perhaps you are even one of those people. If so, Grants Office can help you to do that job with greater efficiency and effectiveness than ever before. Through our services, we can help you to find grants more quickly, discover grants you may be overlooking, identify the best grants to pursue, write better grant applications, and administer grant dollars more effectively.

For industry clients. You work hard at helping your customers find grants to purchase your products and services. Grants Office gives you ways to dramatically increase your effectiveness. We track thousands of grants across every industry sector. We understand how funding can be used, and we work with your sales team and your customers to maximize their budgets and minimize their out of pocket expenses. Every step of the way, we support your goal of helping your customers get the most funding and the best equipment and services available.

HOW OUR EXPERIENCE CHANGES THE GRANT PROCESS.

Whether you've successfully obtained grants before or are just beginning to educate yourself on grant funding, it's important to understand how our 14 years of experience in working with grants enhances the process for you.

- **We track thousands of grants.** Grants Office tracks more grants than any other service of its kind. We know what grants are out there, and we provide this information to you through personal contact with our expert grants

development consultants and through web-enabled services such as our UPstream™ Online Knowledge Base and Grants Tracking System.

- **We understand how grant dollars can be used.** Often, grant dollars offered in one sector can be effectively put to use in another. We can help you obtain grants from sources that you may never have considered before.
- **We know the challenges and pitfalls of the process.** We have created services that help you in the ways you need it most: Managing the process. Creating reports. Providing daily updates. Educating departments and customers. By using some or all of our services, you can dramatically increase your results while simplifying your efforts.

QUICK SERVICE SUMMARY

Grants Office simplifies and empowers your efforts at each stage of the grant process. Our services include:

- UPstream™ gives you daily updates on all the latest grants, lets you customize your searches, and helps you manage the grant process for your whole organization.
- Our Get in the Game™ Program helps organizations get up to speed quickly with a fully customized program that takes you from initial planning to creation of a grant proposal.
- GOstream™ lets you add up-to-date grants information to your company or organization web site, helping your customers and members keep track of funding sources relevant to their needs.
- Grantwriting services let you take advantage of the most successful and experienced grantwriters in the industry.
- Grants Administration helps you manage your grant after it's awarded, so you can stay in compliance and put your dollars to use effectively.
- .Info web sites provide detailed information on selected grant programs—like Homeland Security or Firefighter grants—and give your organization the opportunity to sponsor them.

Grants Office can help you to be more effective at obtaining grants. We can simplify the process. We can give you the confidence of knowing the industry's top experts are working for you.





GRANTS OFFICE

INDUSTRY SERVICES

THE GRANT CONSULTATION SERVICES YOU NEED, FROM THE NATION'S PREMIER GRANT EXPERTS

The best way to take advantage of grant funding for your customers in the public sector is by engaging Grants Office. Our Industry Services Division provides the most comprehensive and expert grant consultation services anywhere.

HELP DESK SUPPORT

Our Help Desk Support service provides your whole sales force with grant experts who are available to them and their customers, when they need them. Grants Office Help Desk Support gives your sales team a powerful range of services to use, whether they are at the office or out in the field:

- Telephone access to Grants Office experts to get instant answers to their grant questions.
- Access to the UPstream™ Knowledge Base, with in-depth information on all current grants that may be applicable to your customers.
- Access to exclusive reports providing detailed information on grants available within your industry.
- Conference call support to help walk customers through grant opportunities and the application process.
- Individualized grant research reports completely customized to each of your individual customers' needs.
- Orientation to the Grants Office suite of Help Desk services.

With our Help Desk Support, you can give your customers a whole new level of grant knowledge and expertise. There's no better way to establish your company as the expert resource customers can depend on when they need grant funding.

SALES TRAINING

If you need training on how grants can help your customers get the funding they need for your products and services, Grants Office can create presentations that provide relevant information to your sales teams – no matter what area of public sector they cover. Ask us about how we can support you, whether presenting at a trade show, training your sales team, or providing grants support to your customers.

PLANNING CONSULTATION

How will you know if the products and services you are planning today will be fundable by grants that are available next year? Our Planning Consultation services are the answer.

At Grants Office, we stay constantly apprised of the whole grants landscape. We not only know what grants are available right now—we have an excellent idea what grants will be available a year or more from now. As a result, we can help you to plan for the future: Determining what grant funding will be available in 12-24 months, predicting the marketability of specific products and services, and identifying opportunities that might have otherwise been missed.

CONFERENCE SPEAKING AND WEB CASTS

Do you need to provide the most up-to-date grants knowledge at an upcoming conference? Do you want your customers to think of your company first when they need grant funding?

Then hire Grants Office to speak at your next conference or webcast. Our team is recognized as industry experts in grants, having spoken at hundreds of conferences and seminars across the entire country.

SOLUTION DESCRIPTIONS

Grants Office is the best resource you can offer your customers when they need grantwriting expertise. If your customers choose to write their grant applications themselves, our Solution Descriptions can help them to dramatically improve the odds of getting funded.

Solution Descriptions are documents with grant-friendly text your customers can use in their own grant applications. They'll find all the right words to get them started in describing needs, solutions, technologies and approaches in their own grant narrative. We also include helpful tips for customizing their grant applications.

CUSTOMIZE OUR SERVICES FOR YOUR COMPANY

Grants Office has a full suite of services and will help you create a customized package that meets your objectives. Whether it's a speech at one important conference, or our entire range of services, we will help you to develop the plan that works best for you.





GRANTS OFFICE

GOstream™

GOstream™

THE MOST UP-TO-DATE GRANTS INTELLIGENCE, STREAMED TO YOUR WEB SITE

It's possible to give your customers all the grant information they need, without them ever leaving your web site. Even better, it's possible to provide this data to them, without any concern about keeping it up-to-date.

GOstream™ is the tool that lets you do it. With GOstream™, in-depth information on the latest grants in your category will be streamed directly to your web site in a clean, attractive format. Customers and association members can get the information they need—adding value to your web site, and increasing their loyalty to you.

BECOME THE GO-TO WEB SITE IN YOUR INDUSTRY.

GOstream™ is a valuable and cost-effective way to upgrade your web site and build relationships.

If you're an association:

- **GOstream™** increases the value of your association to members, giving them new and needed services at minimal cost.
- Providing the latest grant information on your web site further establishes your association's relevance and expertise.
- **GOstream™** helps to increase traffic to your site, bringing association members back again and again for the latest grant information.

If you're a business:

- Grant dollars give your customers an alternative resource for funding the purchase of your products.
- **GOstream™** makes your web site a valuable resource for customers, a place they return to often for current information.
- **GOstream™** helps your company to build its reputation as a trusted industry expert.

HOW GOSTREAM™ WORKS.

GOstream™ lets you stream current grants data directly from the Grants Office data-base—the most complete and up-to-date grants information database in the country. Our researchers maintain the database, adding and updating dozens of grant opportunities every day.

PLANNING CONSULTATION

When visitors come to your site, they just click on a link to view relevant grants. They'll be taken to a page with the top grants in your category. You never need to maintain the information—every time a user clicks on the page, a new request is sent for the latest grants that have been added to the database.

Once they click on a grant, they'll receive detailed information on that particular grant: Award amounts, how to apply, deadlines, and more. Everything they need to determine if that grant provides a good opportunity for funding their project.

GOstream™ is currently available for 21 different grant categories. Sub categories are available by request. (list of categories)

Agriculture	Food/Nutrition
Business/Commerce	Health
Community Development	Housing
Consumer Protection	Social Services
Cultural Affairs	Information/Statistics
Disaster Prevention/Relief	Law/Legal Services
Education	Natural Resources
Employment/Training	Regional Development
Energy	Science/Technology
Environment Quality	Transportation

HOW TO GET STARTED

Putting GOstream™ on your web site is quick and simple.

Once you choose the category or subcategory of grants that you want to stream to your web site, we'll provide you with a simple packet of code. You can insert that code into any page where you want GOstream™ to appear.

We'll also give you two files that can be dropped into any directory on your web site.

That's it. You now have the most up-to-date and comprehensive grants data streaming to your web site.





GRANTS OFFICE

.INFO WEB SITES

.INFO WEB SITES

SPONSOR THE GRANT INFO RESOURCE THAT YOUR CUSTOMERS DEPEND ON

Imagine providing your customers with a web site that answered all their questions on grant funding in their specific industry category. Now, imagine if that web site contained articles about just one company—yours.

Grants Office .Info sites make this possible. Our information-rich .Info web sites give your customers valuable and extensive information on grant opportunities within a specific category. By sponsoring a .Info site, you get to promote your products on the site, take part in webcasts, and receive valuable user contact and demographic information.

.Info sites cover a variety of topics—firefighting, school safety, homeland security, distance learning, telemedicine and more. New sites can be created to fit your needs.

HOW IT WORKS FOR YOUR CUSTOMERS

When your customers come to a .Info site, they're greeted with the best grant intelligence in the industry—all completely customized to their particular field of interest.

- **News.** The latest news on grants within their category, updated daily by our dedicated staff.
- **Workshop.** This free, online step-by-step workshop provides everything your customers need to know to apply for applicable grants—from forms, to instructions, to tips on writing the proposal itself.
- **Your company's offerings.** Up to 10 pages telling site visitors about your company's offerings, case histories, recommended packages, and ways to apply grant dollars to your products.
- **Grants Office Resource Guide.** A complete listing of other helpful resources that your customers can tap into.

HOW IT WORKS FOR YOU.

Grants Office .Info sites provide you with a new and valuable tool for building your relationships with customers. By being the sole sponsor of these web sites—and giving customers the information they need—you create trust and loyalty, building confidence in your brand without making people feel like they are “being sold”.

.Info sites work for you in several ways.

- They provide customers with the information they need about your products. .Info sites let you make the connection between grant dollars and the products and services those dollars are used to purchase. They let you connect with potential customers through web casts. If you want to talk to potential customers about specific grants, products and services, we'll invite all registered .Info site members to a web cast that you can be a part of.
- They let you receive customer information. You'll have access to all demographics and contact information customers provide when they register on the site.
- They let you increase your web presence, and drive customers back to your site for more information.

GETTING STARTED WITH .INFO

There are two ways to get a .Info site working for you.

Option 1: Sponsor an existing site. Go to GrantsOffice.com and see what sites are currently available. If you see one you like, talk to us about sponsoring it.

Option 2: Develop a new site. We'll work with you to create a brand new site that's dedicated to the grant category most relevant to your needs. You provide the input, we supply the grant industry expertise. You get exactly the site you want.

With either option, you'll receive the following:

- Your logo on every page.
- Up to 10 pages of information on your products and services.
- Instant access to site statistics and referral reports.
- Access to customer registration data.
- Cross-marketing with other Grants Office web sites and materials.





GRANTS OFFICE

CONTRACT GRANTWRITING

HELPING YOUR CUSTOMERS TO CREATE MORE POWERFUL GRANT PROPOSALS.

The best way to help your customers get more grants is to hire Grants Office to write the grant applications for them.

The reason is simple: Writing and applying for grants is such a complex process. It's easy for your customers to make small missteps that prevent them from getting funded. By retaining Grants Office to work with your customers in writing their grants, you effectively and significantly improve their fundability.

HOW CONTRACT GRANTWRITING WORKS

The process can start one of two ways: You might have a client with a particular need that you believe can be satisfied through grant funding. Or, you may become aware of a grant that offers big opportunities for several of your customers. In either case, we will then work with your clients to write grant applications that can help them to fund their projects. You will continue to be involved throughout the process—through meetings, conference calls and emails—so your client can benefit from your knowledge and technical expertise.

Whether you refer us to one customer or to twenty, grant application support is completely individualized to each customer's particular needs and situation. Both you and your customers will benefit from the years of experience that Grants Office brings to every engagement.

THE MOST THOROUGH GRANT-WRITING PROCESS

Grants Office has a multi-phase process to ensure that your customers receive the best grant proposal possible.

- 1. Understanding needs and opportunities.** Grants Office starts by getting to know you and your customer. Through interviews and through our own research, we develop a complete understanding of your products and services and your customer's projects. This process ensures that all of our activities integrate your company's solutions with your customer's funding interests.
- 2. Identification of grant opportunities.** Our in-depth knowledge of the grants landscape allows us to identify the best available grant opportunities and select the most desirable grants. Our database of grants covers federal, state,

corporate and foundation grants. And our full-time research and consulting staff works directly with our grant-writers to ensure that we have found the best possible grant for your needs.

- 3. Complete review of the Grant Guidance.** Before our grantwriters start working, they become fully acquainted with all submission requirements, whether there's an RFP, PON, BAA or NOFA.
- 4. Matching the grantwriter to the project.** Grants Office has a nationwide network of experienced grantwriters available to work on the selected grant. We carefully choose the writer who best fits your situation, a seasoned professional with a high success rate in writing grants specific to your industry, locality, project or grant program.
- 5. A completely customized grant proposal.** Our grantwriters will work with you and your customers to develop grant proposals that truly reflect the most compelling elements of the project and the customer's needs. Our grantwriters regularly help our clients achieve a high level of success in their grantseeking.

HOW TO GET STARTED

If you have a customer who needs help writing a grant with your products and services in the budget—or if you're aware of a grant that is a big opportunity for helping several of your customers—contact Grants Office. Let us show you how we can help your clients obtain more grant funding with our contract grantwriting services.

