

Sprint®



2014



Grants Framework Guide



GRANTS OFFICE

Intelligence by Grants Office, LLC | Internal Grants Training for Sprint Sales Force

CONTENTS

CONTENTS 1

INTRODUCTION 2

SPRINT SOLUTION-GRANT PROGRAM REFERENCE TABLES 3

SPRINT TOP OPPORTUNITIES FOR 2014 7

SPRINT GRANT FUNDING PRACTICE 32

STRATEGIES FOR SUCCESS 35

INTRODUCTION

We are now a society driven by the proliferation of the Internet and an insatiable appetite for instantaneous information, often expecting the analysis to already be completed, distilled and presented as the bottom line. It should surprise no one that public safety agencies, schools, hospitals and non-profit organizations adopt this bottom line approach and typically express their needs in terms of the technology and products necessary to accomplish their organizational objectives.

Grants Fund Projects... Not Products

When it comes to grants, the industry mantra is that "grants fund projects... not products". Unfortunately, this approach does not always mesh nicely with the bottom line, real-world perspective. Grant programs are created with the intended purpose of solving some type of dilemma in new, unique and innovative ways. The simple acquisition of technology products in and of itself rarely accomplishes such hearty and far-reaching objectives. In the grants world, technology should be viewed as an enabler of projects. In that respect, technology can be supported by grants insofar as the products are key components of a broader project that advances the specific goals and objectives of the funding opportunity. Furthermore, in addition to equipment, a well-rounded project will typically include a budget for personnel, training activities, contract services and a variety of other elements 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?"

Writing Technology into your Proposal

Understanding how technology can be leveraged in grant-friendly projects is only half the battle. While it may be true that technology is critical to the overall success of a particular project, that does not mean the technology should be placed front and center in the proposal. Too often, applicants focus on specific technologies and 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. Avoid the tendency to allow the technology to dominate the project narrative. Remember that the grantmaker is providing funding to address a particular problem. In order to be competitive, the project must be unique and innovative. The narrative should explain how the accompanying changes in workflow, process and overall approach of the project is innovative, not just the technology.

In Conclusion...

Although it may seem like two worlds colliding, the good news is that grants are indeed a great source of funding for technology. Doing so requires the formulation of a well-rounded project that provides a proper context for the enabling technology. Next time you are analyzing the viability of a particular grant program for your technology-enabled project, be sure to do so with these lessons in mind. Now you have the proper mindset... time to go get the money!

SPRINT SOLUTION-GRANT PROGRAM REFERENCE TABLES

	Connectivity (Core Infrastructure and Network Security)	Asset/Personnel Tracking	Distance Learning	Collaboration	School Safety/Security
Education					
21 st Century Community Learning Centers (21stCCLC)	X		X	X	X
Distance Learning and Telemedicine (DLT) Grants	X		X	X	
Investing in Innovation (i3)	X		X	X	X
Race to the Top (RTTT)	X		X	X	
School Improvement Grants (SIG)	X	X	X	X	
Strengthening Institutions Program (SIP) (Title III, Part A) Increasing Postsecondary Success and Improving Productivity	X	X	X	X	X
Strengthening Institutions Program (SIP) (Title III, Part A) Supporting Programs, Practices, or Strategies for which there is Strong or Moderate Evidence of Effectiveness	X	X	X	X	X
Trade Adjustment Assistance Community College and Career Training Grants Program (TAACCCT)	X		X	X	

H-1B Technical Skills Training Grants	X		X	X	
Youth CareerConnet	X	X	X	X	
Campus Cyberinfrastructure - Infrastructure, Innovation and Engineering Program (CC*IIE)	X	X	X	X	
Grants to Reduce Sexual Assault, Domestic Violence, Dating Violence and Stalking on Campus Program	X	X		X	X

SPRINT SOLUTION-GRANT PROGRAM REFERENCE TABLES

	Connectivity (Core Infrastructure and Network Security)	Asset/Personnel Tracking	Municipal/Widespread Wireless	Communications Interoperability	Video/Sensor Surveillance	Rapidly Deployable Communications	Emergency Management	Remote and In-Car Data Access	Intelligent Transportation Systems
<h3>Municipal/Public Safety</h3> <p>Eligibility for these programs generally includes State and Local units of government including Police, Special Task Forces, Fire. Official eligibility varies by program.</p>									
Assistance to Firefighters Grants (AFG)	X		X	X		X	X	X	
State Homeland Security Grant Program (SHSP)	X	X	X	X	X	X	X	X	X
Urban Areas Security Initiative (UASI)	X	X	X	X	X	X	X	X	X
Coordinated Tribal Assistance Solicitation (CTAS)	X	X	X	X	X	X		X	
Edward Byrne Memorial Justice Assistance Grant (JAG)	X	X	X	X	X	X		X	

SPRINT SOLUTION-GRANT PROGRAM REFERENCE TABLES

	Connectivity (Core Infrastructure and Network Security)	Asset/Personnel Tracking	Networked Electronic Health Records	Regional Information Sharing and Collaboration	Telehealth Applications
Healthcare					
mHealth Tools to Promote Effective Patient-Provider Communication	X	X	X	X	X
Hospital Preparedness Program (HPP) and Public Health Emergency Preparedness (PHEP)	X	X	X	X	X
Advanced Nursing Education Program (ANE)	X	X		X	X
Grants to Expand Care Coordination through the Use of Technology-Assisted Care in Targeted Areas of Need (TCE-TAC)	X	X	X	X	X
Telehealth Network Grant Program	X		X	X	X
Nurse Education Practice and Quality Retention (NEPQR)	X	X		X	X
Community Facilities Grant Program	X	X	X	X	X
Health Care Innovation Awards	X	X	X	X	X

SPRINT TOP OPPORTUNITIES FOR 2014

Education Grants

21ST CENTURY COMMUNITY LEARNING CENTERS (21ST CCLC)

Authority: U.S. Department of Education

Summary: This program supports the creation of community learning centers that provide academic enrichment opportunities during non-school hours for children, particularly students who attend high-poverty and low-performing schools.

Eligibility: Formula awards are made to State Education Agencies (SEAs). Local Education Agencies (LEAs) and nonprofit organization may apply to states for subgrants.

Deadline Information: The timing of LEA applications to SEAs varies by state. Find your SEA contact and 21CCLC website at www2.ed.gov/programs/21stcclc/contacts.html#state.

Potential Sprint Solutions:

Connectivity · Distance Learning · Collaboration · School Safety/Security

Award Amount Range: Amounts to LEAs are determined by each SEA. Find your SEA contact and 21CCLC website at www2.ed.gov/programs/21stcclc/contacts.html#state.

Analysis

21stCCLC grants often embody multiple after school and summer activities, like literacy, English as a second language, tutoring, arts programs, and clubs, which may be offered at several school facilities around a district. Students may be able to interact with a local college professor from a nearby school with a distance learning solution. Training for 21st CCLC faculty and volunteers can be conducted virtually as well through video collaboration to ensure everyone gets the same level of preparation without the need to travel to a single location. As with most grants, the structure of the program within the district(s) will determine what technology is needed to facilitate the operations of the Centers. These examples are by no means exhaustive. Rather, they are provided to help get you thinking about how Sprint solutions can help you make your 21st Century Community Learning Centers more impactful and resource-rich for students and community members.

WHERE TO START:

- Is the applicant a Local Educational Agency (LEA) or nonprofit organization?*
- Does the project focus on providing academic enrichment opportunities during non-school hours?*
- Has the applicant contacted their state contact regarding their state's application process?*

Find your State's contact at

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 Sprint Solutions:

- Connectivity
- Distance Learning
- Collaboration

Eligibility: To be eligible for a grant, your organization must: (a) 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. Many applicants for DLT Grants are informal consortia; (b) Either operate a rural community facility directly, or deliver distance learning or telemedicine services to another organization that operates a rural community facility; (c) Currently deliver or propose to deliver distance learning or telemedicine services for the term of the grant.

Deadline Information: The deadline for applications was August 12, 2013. Similar deadlines are anticipated annually.

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

Analysis: Sprint solutions can be used to support a variety of Distance Learning & Telemedicine projects. One example is a community college installing connectivity 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 Sprint 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 matchina funds?*

INVESTING IN INNOVATION (I3): DEVELOPMENT GRANTS

Authority: United States Department of Education, Office of Innovation and Improvement

Summary: i3 Development Grants provide funding to support the development or testing of practices that are supported by evidence of promise or strong theory and whose efficacy should be systematically studied. Development grants will support new or substantially more effective practices for addressing widely shared challenges. Development projects are novel and significant nationally, not projects that simply implement existing practices in additional locations or support needs that are primarily local in nature. All Development grantees must evaluate the effectiveness of the project at the level of scale proposed in the application.

Potential Sprint Solutions:

- Connectivity
- Distance Learning
- Collaboration
- School Safety/Security

Eligibility: Local Educational Agencies and a partnership between a nonprofit organization and (1) one or more LEAs or (2) a consortium of schools are eligible to apply.

Deadline Information: The deadline to submit the notice of intent for a pre-application was April 16, 2013. The deadline to submit a pre-application was April 26, 2013. Similar deadlines are anticipated annually.

WHERE TO START:

- Is the proposed grant budget under \$300,000?*
- Has the applicant selected one of the required Absolute Priorities?*
- Will the applicant be able to provide the required 15% private sector match?*

Award Amount Range: Development Grants are up to \$3 million. Potential i3 grantees under the U.S. Department of Education's i3 program are responsible for obtaining private-sector matching funds or in-kind donations.

Analysis:

I3 provides a competitive, lucrative, and flexible opportunity for schools to dramatically impact their students' futures by improving their performance in school. The potential for technology to advance that goal extends from using administrative applications like data management to make better and more personalized decisions about where students need extra support or which are most likely to drop out in two years, to providing virtual field trip and computer simulation experiences for students that enhance their understanding

of a subject matter and engage them more closely in their own learning.

RACE TO THE TOP - DISTRICT (RTT-D)

Authority: U.S. Department of Education

Summary: The Race to the Top program, the largest competitive education grant program in U.S. history, is designed to provide incentives to States to implement system-changing reforms that result in improved student achievement, narrowed achievement gaps, and increased high school graduation and college enrollment rates. Applications emphasizing Science, Technology, Engineering and Mathematics (STEM) receive a strong competitive preference.

Eligibility: Local Education Agencies (LEAs) or a consortium of LEAs are eligible to apply. Consortia applications may include LEAs from multiple States. LEAs may apply for all or a portion of their schools, for specific grades, or for subject-area bands. Each LEA may participate in only one Race to the Top District application. At least 40% of participating students across all participating schools must be students from low-income families, based on eligibility for free or reduced-price lunch subsidies.

Potential Sprint Solutions:

Connectivity · Distance Learning · Collaboration

WHERE TO START:

- Is the applicant an individual Local Educational Agency (LEA) or a consortia of LEAs?*
- Are at least 40% of participating students from low-income families?*
- Does the applicant serve a minimum of 2,000 participating students? If not, is the applicant part of a consortium of at least 10 LEAs and at least 75% of the students served by each LEA are participating students?*

Deadline Information: The deadline to submit a letter of intent (optional) was due August 23, 2013. The deadline for applications was October 3, 2013. Similar deadlines are anticipated annually.

Award Amount Range: Award amounts are based on the number of participating students and range from \$10 million to \$30 million.

Analysis: The RTTT-D program encourages technology-based solutions to “personalize” education for students. Personalization can take many forms, including providing students access to online content (especially specialized content that matches students’ interests) and distance learning-based opportunities for students to explore subjects and get personalized consultation they would have access to in their own school environments. Ultimately, the definition of how the school intends to personalize education for its students will determine which technology solutions are most appropriate, as there very few statutory restrictions on what technologies the grants will fund.

SCHOOL IMPROVEMENT GRANTS (SIG)

Authority: U.S. Department of Education

Summary: School Improvement Grants (SIG) are grants to State educational agencies (SEAs) that SEAs use to make competitive subgrants to local educational agencies (LEAs) that demonstrate the greatest need for the funds and the strongest commitment to use the funds to provide adequate resources in order to raise substantially the achievement of students in their lowest-performing schools. School improvement funds are to be focused on each State's "Priority" or "Tier I" and "Tier II" schools.

Eligibility: Each State Educational Agency (SEA) (including the District of Columbia and Puerto Rico), the Bureau of Indian Education, and the outlying areas are eligible to apply to receive a School Improvement Grant. An SEA must allocate at least 95 percent of its school improvement funds directly to Local Educational Agencies (LEAs) in accordance with the final requirements.

Potential Sprint Solutions:

Connectivity · Asset/Personnel Tracking · Distance Learning · Collaboration

Deadline Information: The deadline for an SEA to submit an application was November 15, 2013. Similar deadlines are anticipated annually.

Award Amount Range: In recent years approximately \$535 million was allocated to this program. The total amount available in 2014 has not yet been announced.

Analysis

SIG funds can be used for a wide array of activities and programs that will increase the achievement of students and there are potential Sprint solutions technology applications throughout the vast scope of allowable activities.

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?*

STRENGTHENING INSTITUTIONS PROGRAM (SIP): INCREASING POSTSECONDARY SUCCESS AND IMPROVING PRODUCTIVITY

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. Increasing Postsecondary Success includes projects that increase the number and proportion of high-need students who persist in and complete college or other postsecondary education and training. Increasing Productivity includes projects that are designed to significantly increase efficiency in the use of time, staff, money, or other resources while improving student learning or other educational outcomes

Eligibility: An eligible institution under any Title III, Part A program, must, among other requirements: (A) Be accredited or pre-accredited by a nationally recognized accrediting agency or association; (B) Be legally authorized by the State to be a junior or community college or to provide an educational program for which it awards a bachelor's degree; (C) Be designated as an "eligible institution" by demonstrating that it: (i) has an enrollment of needy students; and, (ii) has low average educational and general expenditures per full-time equivalent (FTE).

Potential Sprint Solutions:

Connectivity · Asset/Personnel Tracking · Distance Learning · Collaboration
· School Safety/Security

Deadline Information: There is a two-part application process for SIP funding. First, an institution must request the designation of Eligible. The eligibility deadline is March 7, 2014. Once designated as eligible, plan on a funding application deadline in late-March/April 2014.

Award Amount Range: Awards are expected to range from \$300,000 - \$450,000.

Analysis: Sprint Solutions can be included in a variety of SIP projects. A few sample projects are: incorporating connectivity and collaboration solutions to improve a college's administrative management, implementing faculty training for classroom technology use with Distance Learning courses, or enhancing core education programs with the use of Audio-Visual equipment. The ways in which Sprint 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?

STRENGTHENING INSTITUTIONS PROGRAM (SIP): SUPPORTING PROGRAMS, PRACTICES, OR STRATEGIES FOR WHICH THERE IS STRONG OR MODERATE EVIDENCE OF EFFECTIVENESS

Authority: U.S. Department of Education

Summary: The purpose of this program is to support projects that have demonstrated evidence of effectiveness. As such, in responding to this priority, applicants are encouraged to demonstrate how each of their primary activities (of which there should be no more than three) proposed in the evidence narrative is supported by either strong or moderate evidence.

Applicants are also encouraged for each primary activity to identify up to two pieces of evidence that it deems are the best indicators that this activity meets the definition of strong or moderate evidence.

Eligibility: An eligible institution under any Title III, Part A program, must, among other requirements: (A) Be accredited or pre-accredited by a nationally recognized accrediting agency or association; (B) Be legally authorized by the State to be a junior or community college or to provide an educational program for which it awards a bachelor's degree; (C) Be designated as an "eligible institution" by demonstrating that it: (i) has an enrollment of needy students; and, (ii) has low average educational and general expenditures per full-time equivalent (FTE).

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?

Deadline Information: There is a two-part application process for SIP funding. First, an institution must request the designation of Eligible. The eligibility deadline is March 7, 2014. Once designated as eligible, plan on a funding application deadline in late-March/April 2014.

Award Amount Range: Awards are expected to range from \$1 million - \$2 million.

Analysis: Sprint Solutions can be included in a variety of SIP projects. A few sample projects are: incorporating connectivity and collaboration solutions to improve a college's administrative management, implementing faculty training for classroom technology use with Distance Learning courses, or enhancing core education programs with the use of Audio-Visual equipment. The ways in which Sprint solutions can be incorporated into your SIP project will largely depend on your organization's needs.

Potential Sprint Solutions:

- Connectivity
- Asset/Personnel Tracking
- Distance Learning
- Collaboration
- School Safety/Security

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

Authority: U.S. Department of Labor (DOL)

Summary: The TAACCCT program provides capacity-building grants to drive innovation and the development of model training programs at America's community colleges and universities. TAACCCT-funded programs will prepare participants for employment in high-wage, high-skill occupations by using innovative and sophisticated teaching and learning strategies that reach large numbers of unemployed or under-employed adults. The overarching goals of the TAACCCT program are to: (a) Increase attainment of degrees, certifications, certificates, diplomas, and other industry-recognized credentials that match the skills needed by employers to better prepare TAA-eligible workers and other adults for high-wage, high-skill employment or re-employment in growth industry sectors; (b) Introduce or replicate innovative and effective methods for designing and delivering instruction that address specific industry needs and lead to improved learning, completion, and other outcomes for TAA-eligible workers and other adults; and, (c) Demonstrate improved employment outcomes.

Eligibility: Eligible institutions are institutions of higher education as defined in Section 102 of the Higher Education Act of 1965 which offer programs that can be completed in not more than 2 years.

Potential Sprint Solutions:

Connectivity · Distance Learning · Collaboration

Deadline Information: The deadline for Single Institution Applicants was June 18, 2013. The deadline for Consortium Applicants was July 3, 2013. Similar deadlines are anticipated annually.

Award Amount Range: Single Institution applicants can apply for awards up to \$2.75 million. Consortium applicants can apply for awards up to \$25 million.

Analysis

TAACCCT grants can support a number of projects that rely on Sprint solutions for important technology functions. For example, a two-year college could utilize Sprint's collaboration solutions to enable real-time collaboration between learners and instructors. Another example is the use of connectivity and distance learning to connect students to course materials utilizing tablets or smartphones. These examples are just a couple of the ways Sprint 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?*

H-1B TECHNICAL SKILLS TRAINING GRANTS

Authority: U.S. Department of Labor (DOL)

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 necessary to support such training. H-1B technical skills training grants are financed by a user fee paid by employers to bring foreign workers into the United States under the H-1B nonimmigrant visa program. This technical skills training program was authorized under Section 414 (c) of the American Competitiveness and Workforce Improvement Act of 1998 (ACWIA), as amended (29 USC 2916a). Grant awards will be made only to the extent that funds are available.

Potential Sprint Solutions:

- Connectivity
- Distance Learning
- Collaboration

Eligibility: Grants may be awarded to a partnership of private and public sector entities as defined in ACWIA. 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 WIA, and economic development agencies.

Deadline Information: A Spring 2014 deadline is expected.

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

Analysis: Sample H-1B Technical Skills Training Grants projects incorporating Sprint solutions include utilizing connectivity 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 collaboration 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)?*

YOUTH CAREERCONNECT

Authority: U.S. Department of Labor (DOL)

Summary: The Youth CareerConnect program is designed to strengthen college- and career-readiness by redesigning the high school experience to focus on providing students with challenging, relevant learning opportunities, and enabling schools to develop new partnerships with colleges and employers to support instruction and to help develop the skills students need to be prepared for jobs now and in the future. It will provide high school students with education and training that combines rigorous academic and technical curriculum focused on specific H-1B in-demand industries or careers that will increase participants' employability in high-growth, in-demand occupations and industries and prepare them for post-secondary education. The ultimate goals for the program are to ensure that participants gain academic and occupational skills by completing the program and graduating from high school; move into a positive placement following high school that includes unsubsidized employment, post secondary education, long-term occupational skills training, or Registered Apprenticeship; obtain an industry-recognized credential in an H-1B industry or occupation for those industries where credential attainment is feasible by program completion in addition to a high school diploma; and earn post-secondary credit towards a degree or credit-bearing certificate issued by an institution of higher education.

Potential Sprint Solutions:

- Asset/Personnel Tracking
- Distance Learning
- Collaboration
- Connectivity

WHERE TO START:

- Does the project use a small learning community?*
- Does the project demonstrate strong partnerships with employers*
- Is the budget request within the minimum and maximum request for the program (\$2 million to \$7million)?*

Eligibility: Eligible lead applicants, who will serve as the fiscal agent, for grants under this program must be a public or non-profit local workforce entity, a local education agency, or a non-profit entity.

Deadline Information: The deadline to submit an application was January 27, 2014. Similar deadlines are anticipated annually.

Award Amount Range: For FY14, approximately \$100 million is available to fund approximately 25 to 40 grants. DOL intends to fund grants ranging

from \$2 million to \$7 million.

Analysis: Analysis: Sample Youth CareerConnect Grants projects incorporating Sprint solutions include developing or enhancing curriculum, academic and occupational skills training, academic supports, such as tutoring, career and post-secondary awareness and exploration activities, exposure to the world of work, such as job shadowing and career awareness activities. Youth CareerConnect Grants can support a broad range of technology solutions that are needed to implement the specific activities outlined in the grant.

CAMPUS CYBERINFRASTRUCTURE - INFRASTRUCTURE, INNOVATION AND ENGINEERING PROGRAM (CC*IIE)

Potential Sprint Solutions:

- Connectivity
- Distance Learning
- Asset/Personnel Tracking
- Collaboration

Authority: National Science Foundation (NSF)

Summary: This program invests in improvements and re-engineering at the campus level to support a range of data transfers supporting computational science and computer networks and systems research. The program also supports Network Integration activities tied to achieving higher levels of performance, reliability and predictability for science applications and distributed

research projects. The Campus Cyberinfrastructure - Infrastructure, Innovation and Engineering (CC*IIE) program welcomes proposals in six areas: (a) Data Driven Networking Infrastructure for the Campus and Researcher; (b) Network Design and Implementation for Small Institutions; (c) Network Integration and Applied Innovation; (d) Identity and Access Management Integration; (e) Campus CI Engineer; and, (f) Regional Coordination and Partnership in Advanced Networking.

Eligibility: Proposals may be submitted by universities and colleges, as well as non-profit, non-academic organizations.

Deadline Information: The deadline to submit an application is March 17, 2014.

Award Amount Range: Award amounts generally range from \$150,000 to \$1,000,000.

Analysis: Analysis: CC*IIE projects can support a broad range of technology solutions that are needed to implement specific network infrastructure improvements that will enable national and global high-performance end-to-end access to dynamic network services; that will address fundamental challenges in networking and infrastructure at smaller institutions; and ultimately help campuses meet the needs of scientific research and education that goes beyond the networking layer in capacity and services, and extends to computing, data services, secure systems, and especially human expertise, collaboration and knowledge sharing.

WHERE TO START:

- Does the project fall under one of the six program areas?*
- Is the budget request within the minimum and maximum request for the program area?*
- Does the budget include travel funds for the project principal investigators and other team members as appropriate from all collaborating institutions to attend one annual Principal Investigators' meeting?*

Municipal/Public Safety

GRANTS TO REDUCE SEXUAL ASSAULT, DOMESTIC VIOLENCE, DATING VIOLENCE AND STALKING ON CAMPUS PROGRAM

Authority: U.S. Department of Justice (DOJ)

Summary: The Campus Program provides seed funding to support activities that develop and strengthen victim services in cases involving sexual assault, domestic violence, dating violence, and stalking on campuses. The Campus Program also aims to strengthen security and investigative strategies to prevent and prosecute these crimes on campuses.

Potential Sprint Solutions:

· Connectivity · Asset/Personnel Training · Collaboration · School Safety/Security

Eligibility: Applicants are limited to institutions of higher education as defined under the Higher Education Amendments of 1998.

Deadline Information: The deadline to submit an application is February 27, 2014.

Award Amount Range: Grants are available up to \$300,000 for individual projects and up to \$500,000 for consortia projects.

Analysis:

This program is designed to strengthen security and investigative strategies to prevent and prosecute crimes on campuses. Necessary equipment can be purchased through the program that support areas from campus victim services to law enforcement to health providers and can support various pieces of technology equipment, data collections, and other coordination equipment necessary to carry out the projects within the program purpose areas.

WHERE TO START:

- Does the project encourage a coordinated community approach that enhances victim safety and assistance and supports efforts to hold offenders accountable?*
- Is the applicant an institution of higher education, either single applicant or consortium?*
- Is the applicant proposing a project that falls within the allowable purpose areas of the program?*

ASSISTANCE TO FIREFIGHTERS GRANT PROGRAM (AFG)

Authority: Federal Emergency Management Agency (FEMA)

Summary: The purpose of AFG is to enhance through financial assistance the safety of the public and firefighters regarding fire and fire-related hazards. The objective of the AFG is to award grants directly to fire departments and EMS organizations that are unaffiliated with a hospital to enhance their ability to protect the health and safety of the public, as well as that of first-responder personnel.

Eligibility: Only fire departments and non-affiliated EMS organizations are eligible to apply for funding.

Deadline Information: The deadline to submit an application is December 6, 2013. Similar deadlines are anticipated annually.

Potential Sprint Solutions:

Connectivity · Municipal/Widespread Wireless · Communications Interoperability · Rapidly Deployable Communications · Emergency Management · Remote and In-Car Data Access

Award Amount Range: The estimated total funding available is \$285,828,075. Awards typically range from \$1 million to \$2.75 million based on project type and population served.

Analysis:

Sprint's Municipal/Widespread Wireless and Rapidly Deployable Communications solutions may be leveraged by AFG applicants to ensure that Fire and EMS personnel in the field have access to connectivity that can support their mobile operations. AFG training projects may include Distance Learning and Collaboration solutions to connect firefighters and/or EMS personnel to remote training centers. As with other grant programs, a variety of technology equipment can be utilized through AFG projects as long as the technology is incorporated into a broader set of objectives and is critical to the project's success.

WHERE TO START:

- Is the applicant a fire department or nonaffiliated EMS organization?*
- Can the applicant provide the necessary matching funds (between 5% and 20% depending on population served)?*
- Is there potential to apply for a regional project with multiple organizations serving more than one local jurisdiction?*

STATE HOMELAND SECURITY PROGRAM (SHSP)

Authority: U.S. Department of Homeland Security

Summary: SHSP supports the implementation of state Homeland Security Strategies to address the identified planning, organization, equipment, training, and exercise needs to prevent, protect against, mitigate, respond to, and recover from acts of terrorism and other catastrophic events.

Eligibility: The State Administrative Agency (SAA) is the only entity eligible to apply to FEMA for SHSP funds on behalf of public entities such as municipalities, counties, and special-purpose districts, as well as non-profit corporations and tribal governments within the State.

Deadline Information: The deadline in FY13 was June 24, 2013. Similar deadlines are anticipated for FY14.

Award Amount Range: State awards are based on formula. Allocations to local governments and agencies will be determined by the State.

Potential Sprint Solutions:

- Connectivity
- Asset/Personnel Tracking
- Municipal/Widespread Wireless
- Communications Interoperability
- Video/Sensor Surveillance
- Rapidly Deployable Communications
- Emergency Management
- Remote and In-Car Data Access
- Intelligent Transportation Systems

WHERE TO START:

- Is the applicant a local unit of government?*
- Has the applicant contacted their State Administrative Agency regarding application details?*
- Does the project support terrorism preparedness by building or enhancing prevention, response, and/or recovery capabilities?*

Analysis

The State Homeland Security Program is a multi pronged program that touches on all aspects of security from prevention to response to recovery from terrorist and natural events. Due to the somewhat unrestricted nature of this funding applications can cover a myriad of potential projects and associated equipment and infrastructure. Typical uses of SHSP funding include (but not limited to):

- Large scale multi jurisdictional interoperable communications projects
- Remote and in-car data access for officers and agents to facilitate justice information sharing and situational awareness
- Emergency management for high threat, high value, key infrastructure and critical assets

Potential Sprint Solutions:

- Connectivity
- Asset/Personnel Tracking
- Municipal/Widespread Wireless
- Communications Interoperability
- Video/Sensor Surveillance
- Rapidly Deployable Communications
- Emergency Management
- Remote and In-Car Data Access
- Intelligent Transportation Systems

URBAN AREAS SECURITY INITIATIVE (UASI)

Authority: U.S. Department of Homeland Security

Summary: The UASI program is intended to provide financial assistance to address the unique multi-discipline planning, organization, equipment, training, and exercise needs of high-threat, high-density Urban Areas, and to assist these Areas in building and sustaining capabilities to prevent, protect

against, mitigate, respond to, and recover from threats or acts of terrorism using the Whole Community approach.

Eligibility: The State Administrative Agency (SAA) is the only entity eligible to apply to FEMA for UASI funds. A total of 25 high-threat, high-density urban areas were eligible for funding under the FY 2013 UASI program.

Deadline Information: The deadline in FY13 was June 24, 2013. Similar deadlines are anticipated for FY14.

Award Amount Range: Approximately \$558,745,566 was available through the UASI program in 2013. A list of state/urban area allocations is available on page 10 of the document found at: http://www.fema.gov/media-library-data/20130726-1916-25045-6176/fy_2013_hsqp_foa.pdf.

Analysis

The UASI program provides financial assistance to address the unique multi-discipline planning, organization, equipment, training, and exercise needs of high-threat, high-density Urban Areas, and to assist them in building and sustaining capabilities to prevent, protect against, respond to, and recover from threats or acts of terrorism. Due to the somewhat unrestricted nature of this funding applications can cover a myriad of potential projects and associated equipment and infrastructure. Typical uses of UASI funding include (but not limited to):

- Large scale multi jurisdictional interoperable communications projects
- Remote and in-car data access for officers and agents to facilitate justice information sharing and situational awareness
- Emergency management for high threat, high value, key infrastructure and critical assets

WHERE TO START:

- Is the applicant a local unit of government?*
- Has the applicant contacted their State Administrative Agency regarding application details?*
- Does the project support terrorism preparedness by building or enhancing prevention, response, and/or recovery*

COORDINATED TRIBAL ASSISTANCE SOLICITATION (CTAS)

Authority: U.S. Department of Justice

Summary: CTAS, combines DOJ's Tribal government-specific competitive grant programs into one solicitation. Tribal governments may apply for funding under multiple Purpose Areas with one CTAS application. Of the 10 current Purpose Areas, the following represent the best technology application potential: (a) Public Safety and Community Policing (COPS); allowable technology includes computer hardware and software, mobile data terminals, and dispatch and communication systems. (b) Comprehensive Tribal Victim Assistance Program (OVC); allowable technology includes equipment/technology including those necessary to establish information-sharing database. Some other Purpose Areas allow for computer hardware/software, telephones, and other technology-based office equipment.

WHERE TO START:

- Is the applicant a federally-recognized Indian Tribal Government?*
- Has the applicant registered with Grants.gov?*
- Has the applicant coordinated with other entities within the tribe to submit one application?*

Eligibility: Only federally-recognized Indian Tribal governments, as determined by the Secretary of the Interior, may apply. This includes Alaska Native villages and Tribal consortia consisting of two or more federally-recognized Indian Tribes.

Deadline Information: The deadline to submit an application is March 24, 2014. Similar deadlines are anticipated annually.

Potential Sprint Solutions:

- Connectivity · Asset/Personnel Tracking · Municipal/Widespread Wireless
- Communications Interoperability · Video/Sensor Surveillance · Rapidly Deployable Communications · Emergency Management · Remote and In-Car Data Access
- Intelligent Transportation Systems

Award Amount Range: Award amounts are based on purpose area; awards can range from \$75,000 to over \$4 million but will generally range from \$100,000 to \$300,000.

Analysis

The CTAS program is designed to meet the most pressing needs of tribal law enforcement. Due to this multifaceted nature of the CTAS program tribal law enforcement organizations can propose a wide array of Sprint equipment, solutions, and software can be positioned within a single CTAS application. Basic, necessary equipment such as mobile technology can be procured through the Public Safety and Community Policing Purpose Area, as well as more advanced technologies like municipal/widespread wireless solutions. Additional Purpose Areas which span from courts to corrections to victims outreach programs can support various pieces of information technology equipment necessary to carry out the projects proposed within the Purpose Areas.

EDWARD BYRNE MEMORIAL JUSTICE ASSISTANCE GRANT (JAG) LOCAL PROGRAM

Authority: U.S. Department of Justice

Summary: The Edward Byrne Memorial Justice Assistance Grant (JAG) Program is the primary provider of federal criminal justice funding to state and local jurisdictions. JAG funds can be used to support state and local initiatives, technical assistance, training, personnel, equipment, supplies, contractual support, and information systems for criminal justice entities.

Potential Sprint Solutions:

- Connectivity · Asset/Personnel Tracking · Municipal/Widespread Wireless
- Communications Interoperability · Video/Sensor Surveillance · Rapidly Deployable Communications · Emergency Management · Remote and In-Car Data access
- Intelligent Transportation Systems

Eligibility: Within each state and territory there are units of local government designated by the DOJ as eligible to apply for a pre-determined allocation amount. The Chief Executive Officer (CEO) of an eligible unit of local government or other officer designated by the CEO must submit the application for JAG funds.

Deadline Information: The FY13 deadline was July 9, 2013. A similar deadline is anticipated for FY14.

Award Amount Range: Determination of a local unit of government's award allocations is based on their proportion of the state's three-year violent crime average.

Analysis

Justice Assistance Grant funding is the premier funding opportunity for law enforcement and public safety entities and can fund a wide array of information technology solutions depending on the agency's or organization's particular needs. Connectivity, asset/personnel tracking, communications interoperability, and rapidly deployable communications solutions can be employed by police in the field in course of their daily duties. Courts, corrections, and agencies tasked with law enforcement and public safety missions can leverage JAG funding as well. The funding can be applied towards necessary technologies for operational efficiency, justice information sharing, and security via video/sensor surveillance.

WHERE TO START:

- Is the applicant listed on the JAG Allocations List provided each year by the Bureau of Justice Assistance (BJA) (www.bja.gov)?*
- Is the applicant registered in OJP's Grants Management System (GMS)?*
- Can the applicant make the contents of the application available for governing body review at least 30 days before the deadline?*

Healthcare

MHEALTH TOOLS TO PROMOTE EFFECTIVE PATIENT-PROVIDER COMMUNICATION, ADHERENCE TO TREATMENT AND SELF MANAGEMENT OF CHRONIC DISEASES IN UNDERSERVED POPULATIONS (R01)

Authority: National Institutes of Health (NIH)

Summary: The purpose of this initiative issued by the National Institute of Nursing Research (NINR) and the Office of Dietary Supplements (ODS) is to stimulate research utilizing Mobile Health (mHealth) tools aimed at the improvement of effective patient-provider communication, adherence to treatment, and self-management of chronic diseases in underserved populations. Mobile technologies such as tablets, smart phones and other networking components are eligible expenses.

Eligibility: Eligible applicants include nonprofit and for-profit organizations, small businesses, state and local governments, institutions of higher education, Indian tribal governments and organizations, U. S. territories or possessions, regional organizations, and others. Please refer to the official program guidance for additional information and restrictions.

WHERE TO START:

- Does the proposed project serve underserved populations?*
- Is the project research-based?*
- Does the project focus on the development, testing and comparative effective analysis of interventions that*

Potential Sprint Solutions:

- Connectivity · Asset/Personnel Tracking · Networked Electronic Health Records
- Regional Information Sharing and Collaboration · Telehealth Applications

Deadline Information: Deadlines are February 5, June 5, and October 5 each year.

Award Amount Range: Requests for direct costs of up to \$50,000 per year for a maximum of \$100,000 direct costs over a two-year project period are allowable.

Analysis: Health care providers can leverage this funding source to more effectively manage and treat patients with chronic diseases. Considering the high costs, both in terms of dollars and poor health outcomes, associated with patients suffering from a chronic disease, the NIH encourages applicants to maximize the benefits of mobile computing devices and telehealth applications to manage the treatment of these patients. Mobile devices, such as smart phones, can be used to provide informal communication between patient and provider, allow for face-to-face video consultation, and incorporate automatic care management alerts such as medication reminders. Furthermore, such a project may incorporate electronic health records to document any type of informal or telehealth-based consultation and track other health statistics.

HOSPITAL PREPAREDNESS PROGRAM (HPP) AND PUBLIC HEALTH EMERGENCY PREPAREDNESS (PHEP) COOPERATIVE AGREEMENTS PROGRAM

Authority: Office of the Assistant Secretary for Preparedness and Response (ASPR)

Summary: The purpose of the 2012-2017 HPP-PHEP cooperative agreement program is to provide technical assistance and resources that support state, local, territorial, and tribal public health

Potential Sprint Solutions:

- Connectivity · Asset/Personnel Tracking · Networked Electronic Health Records · Regional Information Sharing and Collaboration · Telehealth Applications

departments and healthcare systems/organizations in demonstrating measurable and sustainable progress toward achieving public health and healthcare preparedness capabilities that promote prepared and resilient communities.

Eligibility: Eligible applicants for this funding opportunity announcement are limited to those currently funded under the (HPP)/(PHEP) cooperative agreements.

Deadline Information: States typically apply for funding in May. Funding flows to local public health departments and healthcare providers in the summer. The most recent deadline to submit progress reports for continuation funding was May 1, 2013. Similar deadlines are anticipated annually.

Award Amount Range: In 2012, 62 awards were anticipated. Under the PHEP program, the approximate average size of awards is \$10 million. Under the HPP program, the approximate average size of awards is \$5.7 million.

WHERE TO START:

- Do you know who manages the HPP/PHEP allotment for your municipality region?
- Does the project serve a community-wide or regional purpose and is it integral to proper preparation or response to emergencies/disasters?
- How has your facility spent this funding in the past...are your core communications/connectivity a high enough priority to rethink how you utilize these funds?

Analysis: HPP/PHEP funds are intended for health care providers and local public health departments to plan, prepare, and respond to disaster situations. Ensuring community-wide connectivity and interoperable communications is an allowable expense since such efforts require the coordination of health providers, first responders, municipal officials, and other local entities. Such connectivity allows the regional information sharing and collaboration that is necessary to properly respond to natural and manmade disasters. For instance, sharing data from certain electronic health record modules and other IT systems, particularly those associated with hospital bed occupancy is critically important to first responders and public health officials in emergency situations. Such information allows for proper triage and care for any mass casualties. In addition, such efforts usually require a coordinated effort of personnel (providers, volunteers, first responders) and assets (medical equipment, blood supply) that must be properly tracked and made available in a timely fashion.

ADVANCED NURSING EDUCATION PROGRAM (ANE)

Authority: Health Resources and Services Administration (HRSA)

Summary: The purpose of this program is to address the health care needs of persons with multiple chronic conditions (MCC). Eligible applicants should describe how these advanced nursing education programs will be incorporated into an interprofessional education (IPE) model. Projects must engage other graduate health professionals and demonstrate the integration of IPE into the nursing curriculum. Applications that include behavioral health and substance use, and those that focus on the health of veterans and their families are encouraged.

Eligibility: Eligible applicants are collegiate schools of nursing, academic health centers, and other private or public nonprofit entities accredited by a recognized body or bodies or state agency, approved for the purpose of nursing education by the Secretary of Education.

Deadline Information: The deadline to submit an application was January 28, 2014. Similar deadlines are anticipated annually.

Award Amount Range: Applicants may apply for grants of up to \$375,000 per year for 3 years, with a maximum of \$200,000 for the purchase of equipment over the 3 year project period.

Analysis: In meeting the objective of increasing the number of advanced nursing professionals, ANE applicants are required to integrate telehealth and simulation equipment into their projects. In addition, applicants must utilize interprofessional education methodologies where nurses are trained alongside other types of health professionals. Often times distance learning/telehealth equipment is incorporated to achieve the interprofessional education objective. Telehealth equipment may be utilized by faculty at the educational institution to monitor and provide feedback to nurses that are gaining valuable field experience in underserved urban and rural health facilities. The combination of mobile computing equipment and virtualization applications allows nursing students to stay connected while in the field. Considering the various ways that education and training programs may be designed, there is ample opportunity to position many types of Sprint products and solutions as long as they are integral to the proposed project and help achieve the programmatic objectives of the grant program.

Potential Sprint Solutions:

- Connectivity
- Asset/Personnel Tracking
- Regional Information Sharing and Collaboration
- Telehealth Applications

WHERE TO START:

- Has the applicant registered with Grants.gov?*
- Has the applicant identified one specialty program area for their project?*
- Is the project proposed for an appropriate length of time (three years or less)?*

GRANTS TO EXPAND CARE COORDINATION THROUGH THE USE OF TECHNOLOGY-ASSISTED CARE IN TARGETED AREAS OF NEED (TCE-TAC)

Potential Sprint Solutions:

- Connectivity
- Asset/Personnel Tracking
- Networked Electronic Health Records
- Regional Information Sharing and Collaboration
- Telehealth Applications

Authority: Substance Abuse and Mental Health Services Administration (SAMHSA)

Summary: The purpose of the TCE-TAC Program is to expand and/or enhance the capacity of substance abuse treatment providers to serve persons in treatment who have been underserved because of lack of access to treatment in their immediate community due to transportation concerns, an inadequate number of substance abuse treatment providers in their community, and/or

financial constraints.

Eligibility: Eligible applicants are domestic public and private nonprofit entities.

Deadline Information: Plan for a mid-April deadline in FY14.

Award Amount Range: Awards of up to \$280,000 per year for up to 3 years are allowable.

Analysis: Health care providers can leverage TCE-TAC funding to more effectively manage substance abuse patients. The traditional outpatient-based health care model consists of periodic patient visits separated by large chunks of time when the provider and patient are not in communication. Considering the risk of relapse with this particular patient population, TCE-Health IT encourages applicants to maximize the benefits of mobile computing devices and telehealth applications to manage the treatment of this particular patient population. Mobile devices, such as smart phones, can be used to provide informal communication between patient and provider, allow for face-to-face video consultation, and incorporate automatic care management alerts such as medication reminders. Furthermore, such a project may incorporate electronic health records to document any type of informal or telehealth-based consultation and track other health statistics.

WHERE TO START:

- Is the applicant a nonprofit entity?*
- Is the grant project budget limited to \$280,000 annually?*
- Does the project leverage technology to enhance or expand patient/provider communication for underserved substance abuse treatment patients?*

TELEHEALTH NETWORK GRANT PROGRAM (TNGP)

Authority: Health Resources and Services Administration (HRSA)

Summary: The primary objective of the TNGP is to demonstrate how telehealth programs and networks can improve access to quality health care services for medically underserved populations in urban, rural, and frontier communities. TNGP networks are used to: (1) Expand access to, coordinate, and improve the quality of health care services; (2) Improve and expand the training of health care providers; and/or, (3) Expand and improve the quality of health information available to health care providers, and patients and their families, for decision-making.

Potential Sprint Solutions:

- Connectivity · Networked Electronic Health Records · Regional Information Sharing and Collaboration · Telehealth Applications

Eligibility: The applicant can be either a rural or urban nonprofit entity that will provide services through a telehealth network (TNGP-TH) or a tele-homecare network (TNGP-THC). Each entity participating in the networks may be a nonprofit or for-profit entity. Tribes and tribal organizations and faith-based and community based organizations are eligible to apply.

Deadline Information: Plan for a March/April deadline in 2014.

Award Amount Range: Awards of up to \$250,000 per year for up to 4 years are allowable.

Analysis: Health care organizations can use TNGP funding to implement telehealth projects in rural and underserved communities. While TNGP must include telemedicine applications, it may also use distance learning equipment to improve the training of health professionals. Applicants may propose a traditional hub-spoke telehealth network where an urban hospital serves as the hub and provides access to their wide array of specialists to small rural and critical access hospitals. Telehealth equipment can allow a rural site to access urban-based specialists that may be able to determine whether a transfer is necessary or the patient can remain in the rural facility with a recommended treatment. TNGP also allows for the implementation of telehomecare networks, where the spokes are not fixed sites, but homes in rural and underserved areas.

WHERE TO START:

- Is the applicant a rural or urban nonprofit entity?*
- Does the applicant have a successful track record in implementing telehealth technology and have a network of partners in place and committed to the project as of the date of application?*
- Does the project involve a network of at least 2 (for tele-homecare projects) or 3 (for*

NURSE EDUCATION, PRACTICE, QUALITY AND RETENTION (NEPQR) - INTERPROFESSIONAL COLLABORATIVE PRACTICE (IPCP)

Authority: Health Resources and Services Administration (HRSA)

Summary: The goal of the NEPQR-IPCP program is to support the development of collaborative practice environments that deliver patient and population-centered quality health care that is safe, efficient, effective and equitable. In addition, the NEPQR-IPCP program aims to promote interprofessional team work and team-based care by increasing the number of nurses skilled in interprofessional collaborative practice. Grants will be awarded for projects that create and/or expand practice environments comprised of nursing and other professional disciplines engaged in collaborative practice innovations.

Eligibility: Eligible applicants are accredited schools of nursing, health care facilities, or a partnership of such a school and facility.

WHERE TO START:

- Is the applicant an accredited school of nursing, health care facility, or a partnership of such a school and facility?*
- Is the project focused on Interprofessional Collaborative Practice (IPCP)?*
- Will the project substantially benefit rural populations; underserved populations; and/or help meet public health nursing needs in the State or local health departments?*

Potential Sprint Solutions:

Connectivity · Networked Electronic Health Records
· Regional Information Sharing and Collaboration · Telehealth Applications

Deadline Information: The deadline for applications was February 3, 2014. Similar deadlines are anticipated annually.

Award Amount Range: Awards of up to \$500,000 per year for up to 3 years are allowable.

Analysis: Applicants may leverage NEPQR funding for everything from nursing training and continuing education to more formalized academic learning. NEPQR supports projects that increase the number of students entering the nursing profession and attaining advanced degrees as well as programs aimed at improving the quality of nursing practice and long-term retention of personnel. In addition, applicants must utilize interprofessional education methodologies where nurses are trained alongside other types of health professionals. Often times distance learning/telehealth equipment is incorporated to achieve the interprofessional education objective. Telehealth equipment may be utilized by faculty at the educational institution to monitor and provide feedback to nurses that are gaining valuable field experience in underserved urban and rural health facilities.

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

Community Facilities funding may be leveraged by rural and tribal health care facilities for construction, renovation and acquisition of vital equipment necessary for operations. Many health care organizations are utilizing this funding source to acquire mobile computing hardware and software (e.g. Virtualization) to implement electronic health records. EHRs are considered vital to improving health outcomes by avoiding medication errors associated with illegible physician handwriting, and the integration of computerized checks that avoid negative health outcomes associated with different types of allergies and drug interactions. In addition, telehealth equipment may be considered essential in rural areas where transportation is a legitimate barrier to health care access. Because Community Facilities funding is relatively flexible, it is possible to position many types of Sprint products and solutions as long as they are integral to the proposed project and help assist in the development of an essential rural community facility.

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?*

Potential Sprint Solutions:

- Connectivity
- Telehealth Applications
- Asset/Personnel Tracking
- Networked Electronic Health Records
- Regional Information Sharing and Collaboration

HEALTH CARE INNOVATION AWARDS

Authority: U.S. Department of Health and Human Services (HHS)

Summary: This program will fund applicants who propose new payment and service delivery models that will provide better health, better health care, and lower costs through improved quality for Medicare, Medicaid, and Children's Health Insurance Program (CHIP) enrollees.

Eligibility: Interested parties of all types who have developed innovations that will drive significant improvement in population health, quality of care and total cost of care are welcome to apply. Eligible applicants include, but not limited to: (a) provider groups, (b) health systems, (c) payers and other private sector organizations, (d) faith-based organizations, (e) states, (f) local governments, (g) public-private partnerships, and, (h) for-profit organizations.

Deadline Information: The FY13 deadline was August 15, 2013. A similar deadline is anticipated for FY14.

Award Amount Range: Awards are expected to range from \$1 million to \$30 million.

Analysis: Health Care Innovation Awards (HCIA) may be leveraged by health care organizations (including for-profits) in order to accomplish three primary goals: advance health care (delivery), improve health (status) and reduce costs. Administered by the Center for Medicare and Medicaid Services (CMS), the primary purpose is to support innovations in care delivery and payment modeling that addresses publicly insured individuals (Medicaid, Medicare, Child Health Insurance Program). As such, some infrastructure activities are allowable, including health information technology acquisition and health personnel training. For instance, a home health agency may leverage HCIA funds to conduct a new chronic disease management program that capitalizes on smart phones, tablets and other mobile devices to assist patients in following treatment plans and living healthier lifestyles. An applicant may utilize these mobile health tools to provide informal communication between patients and providers, deliver patient education content relevant to their conditions, as well as activate alerts such as medication reminders.

WHERE TO START:

- Is the applicant prepared to implement the service delivery models at the start of the three-year cooperative agreement period?*
- Is the applicant prepared to submit a fully developed new Medicare, Medicaid, or CHIP payment model by the end of the cooperative agreement period?*
- Has the applicant demonstrated that they can implement a model that improves quality of care and reduces cost within the first six months of the award and delivers net savings to CMS within three years?*

Potential Sprint Solutions:

- Connectivity · Distance Learning · Asset/Personnel Tracking
- School Safety/Security · Collaboration



SPRINT GRANT FUNDING PRACTICE

Why a Grants Assistance Program?

Competition for grant dollars is increasing. Many public sector organizations don't have the money to make needed improvements to their infrastructure and capabilities, and most cannot engage in deficit spending. Budgets are tight, and grants are increasingly necessary for organizations that need to make program and technology investments. Providing your customer with current and appropriate funding opportunities builds your credibility with the customer and your standing as a valued partner in their operations.

Educating your customers about availability of grant funds improves sales in three important ways:

1. Providing information that helps your customers bring in funding for any purpose advances customer loyalty and goodwill.
2. Your customers will be more likely and able to initiate or expand the purchase of your products and services if they have grant funds to use for that purpose.
3. Educating your customers about grants over the long-term will lead to an increased percentage of grant funds from a particular program that will be used for your products and services vs. your competitors, increasing your share of wallet.

Sprint Grant Funding Practice

Sprint's grants assistance program is a national, multi-faceted approach designed to help Sprint customers obtain grant funds, thereby increasing their ability to invest in Sprint solutions. There are dedicated Grants Development Consultants that will support Sprint needs. The objective is to effectively allocate these valuable resources to generate the greatest return for Sprint and your public sector customers.

The Grants Support team has prioritized the best funding opportunities for Sprint and your Grants Development Consultants will continue to monitor and communicate about relevant funding opportunities throughout the next year.

Helpdesk Support

Grants Office's Help Desk will provide information and assistance with:

-
- ◆ Identifying Grants Support Program tools and other resources to help customers as they prepare proposals;
 - ◆ Locating the best funding sources for a particular project;
 - ◆ Strategizing how to present grants information to your customer; and
 - ◆ Working through proposal development issues on conference calls with the customer.

Getting Started

No matter where you are in the sales cycle, no matter what time of year, and regardless of whether there is an election forthcoming, a grants conversation with a public sector customer always makes sense. Grants assistance is a simple process of giving the customers relevant, timely information and putting them in touch with the resources they need to apply for grants that include Sprint solutions.

Ultimately, the goal is to encourage the customer to create a pipeline of grant applications that will produce budget for Sprint products.

Helpdesk Grants Assistance Process

1. Meet with the customer to discuss projects and priorities within their organization and identify projects with an Sprint sales opportunity. Fill out the ICT form and email it to the Grants Office Helpdesk, or call the Helpdesk to request a research report of funding opportunities for your client.
2. Deliver the research report of funding opportunities to the customer.
3. Schedule a consultative conference call for you, the Grants Office Grants Development Consultant and the customer to review the funding opportunities identified in the research report.
4. Follow-up with the customer as you normally would and stay informed of their grantseeking activities.
5. Provide the customer with product descriptions, specifications, pricing, and any other information they need to incorporate into their proposal.

Sprint Information Collection Tool (ICT)

The Sprint Information Collection Tool (ICT) is an instrument you can use at any time to request research from Grants Office. The ICT is available from the Sprint Grants Assistance Program administrator. You can use this ICT as a reference while meeting with your customer or fill it out whenever it is convenient. Once you submit the ICT, Grants Office will immediately begin researching relevant grant programs to fund the project(s) described in the ICT. The ICT gives the Grants Development Consultant an overview of the project and the need your customer has for funding.

Initiate the grants support process

Once you have decided to offer grants support to a customer, simply gather the basic background information outlined in the ICT and submit it to Grants Office. Consult the “Select the Best Prospects for Grants Support” section of this guide for tips on how to decide which customers you provide support to.

Research Reports: Based on the information in the ICT, a Grants Development Consultant (GDC) will compile a customized research report of funding opportunities that may be viable to fund the project. The GDC will send the research to you for you to share with the customer.

Consultative Session

During the consultative conference call the Grants Development Consultant will:

- ◆ Discuss the grant programs identified in the research report and how each program aligns with the customer’s project goals and objectives;
- ◆ Identify the most viable funding opportunities for the customer’s project; and
- ◆ Outline the next steps in seeking funding for the project.
- ◆ In the event that your customer requires third-party grant writing assistance, the Grants Development Consultant will discuss their requirements and determine how Grants Office can work with them to submit a high-quality proposal.

Follow-up

Follow up with the customer as you normally would and stay informed of their grantseeking activities. You want to be aware when the customer decides to apply for a grant in order to offer your assistance.

Assist with the grant proposal

As soon as the customer begins the proposal development stage ask what Sprint product information they will require. Based on the grant program, there will be varying degrees of product detail needed to complete the application. At the very least, complete pricing will be required.

TO CONTACT THE GRANTS OFFICE HELPDESK:

EMAIL SPRINT@GRANTSOFFICE.COM

CALL (585) 473-1430

FAX (585) 473-1436

Available Grantwriting Assistance and Support

Grants Office provides grantwriting services and is your first stop for grant writing referrals. Each year, we write hundreds of grant proposals for public sector agencies and nonprofit organizations nationwide. For Sprint customers that do not have the staff or the time to write their own grant proposals, Grants Office has a network of 60+ grantwriting consultants around the country ready to assist them.

You can refer customers to Grants Office simply by calling the Help Desk. A Grants Development Consultant will discuss the customer's specific needs and contract directly with the agency to prepare its application.

STRATEGIES FOR SUCCESS

In order to maximize the Sprint grants assistance program, you should keep the following recommendations in mind:

- ◆ Select the best prospects for grants support,
- ◆ Motivate customers to apply for grants,
- ◆ Make the Sprint project an agency-wide grant-seeking priority, and
- ◆ Build a community-wide and inter-organizational collaborative.

Select the Best Prospects for Grants Assistance

Before you start sending grants information to every account in your roster, consider segmenting your prospects to maximize available funding. Consider prioritizing your outreach efforts to those customers with a clear level of interest in a specific Sprint solution that meets a programmatic objective. Also factor in the level of executive sponsorship or engagement you have within the organization. Sharing grants information of value might help you develop relationships with decision makers outside of the IT organization.

Motivating Customers to Apply for Grants

Producing grant proposals takes time and resources, whether they are written by inside staff or an outside firm. The customer will need to be sufficiently motivated, so that they are willing to devote these resources to developing proposals.

IN ANY GRANTS CONVERSATION WITH A CUSTOMER, YOU WILL HAVE THREE OBJECTIVES:

1. Identify and engage with individuals in the organization who can sign off on grantseeking for the organization;
2. Learn about the customer's mission and strategic plans; and
3. Educate the customer about appropriate funding opportunities.

There are several approaches to accomplishing this:

1. Help them develop a timeline for preparing the proposals that should include your contribution of price quotes for Sprint solutions;
2. Refer them to Grants Office to contract for grants development support; and/or
3. Put them in touch with another organization that you know is already preparing an application.

This will allow public sector organizations that lack comfort or experience with the grantseeking process to share in the benefit the funding may provide.

Making the Sprint Project an Organization-wide Priority

Typically, public sector organizations are eligible for only one grant from a funding program. In that case, the Sprint project may be competing within the organization with other projects that could be eligible for funding under the program. As a result, it is important to take steps to motivate the business unit and information technology leaders to advocate for the project throughout the organization.

Grants that are statutorily created to fund technology-centered projects are less likely to have as much agency-wide competition, since they will be primarily targeted at IT projects.

Sprint Account Manager Expectations

- ◆ Discuss current projects and priorities with your customers to identify those that might qualify as opportunities.
- ◆ Schedule conference calls between yourself, Grants Office and your customer to gather information about projects and organizations eligibility.
- ◆ Present research to the customer. Allow them to review the material and set a date for a conference call to review the report with Grants Office.
- ◆ Stay in contact with your customer regarding their project; keep Grants Office informed about your prospect.

Building Collaboratives

Funders like to support projects that have a broad impact and whose success can be disseminated to other areas. Building community-wide and inter-organizational collaboratives allows the customer to demonstrate a capacity for both:

- ◆ Community-wide projects have a broad impact, across agencies and constituent groups, and
- ◆ Inter-organizational projects allow for easy transfer of knowledge and experience gained by one participant to all the others.

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