



## Cisco Sponsored Grants Office Services for Broadband Service Providers

If you have been qualified to receive Grants Office support, Cisco will sponsor a one-on-one consultative session with Grants Office, LLC. Grants Office is a Rochester NY based company with over 14 years of experience in all facets of grantseeking and proposal development. The consultation will provide you with access to a grants professional with expertise in the ARRA broadband funding opportunities.

Typically a one hour conference call, this consultative session will assist you in identifying and increasing your understanding of the key components of the funding opportunities for broadband initiatives in the American Recovery and Investment Act. Discussions will be focused specifically on your projects and topics may include:

- Examining how well your project fits the guidelines of the programs
- Determining which of the grant programs aligns most closely to your project
- Identifying which aspects of your project should be highlighted in your proposal
- Addressing possible shortcomings of your project and how you can overcome them
- Mapping the necessary steps to take prior to submission
- Answering any questions you have

Following the session, Grants Office will provide you with a "Project Assessment and Next Steps Report" to recap and summarize the discoveries from the consultative session. The purpose of this report is to provide you with a pathway to moving forward with proposal development. The information will be based on the current status of your project planning and proposal development and will provide a list of steps to be completed for a successful proposal and submission.

Once you have received your "Project Assessment and Next Steps Report", you will gain unlimited access to the Grants Office Helpdesk for the duration of the proposal development phase. The Helpdesk is staffed with Grants Development Consultants armed with the latest information and available program guidance materials for the Broadband Technology Opportunity Program and the Distance Learning, Telemedicine & Broadband Program. The Consultants will be available to answer any questions you have while developing your proposal.

In the event that your organization does not have the internal resources to develop a quality grant proposal, your organization will have the option of contracting directly with Grants Office for grantwriting services at a special discounted rate developed for Cisco partners. Utilizing their pool of professional grantwriters, Grants Office can work one-on-one with you to craft a quality, highly competitive application.

Note: Grants Office charges a one-time, flat-rate fee upfront for proposal development. The fee for proposal development to the Broadband Technology Opportunity Program and the Distance Learning, Telemedicine & Broadband Program will be based on the complexity of the application process and will be available for quote once the program guidance documents are released by NTIA and RUS respectively.