

Polycom[®] Grant Assistance Program and the Polycom 7-Step Grant Assistance Process[™]

Frequently Asked Questions

How can I determine if my organization qualifies for grant funding?

Once you enroll in the program, you will be assigned an Area Grant Manager to walk you through the Polycom[®] 7-Step Grant Assistance Process[™] and to help you pinpoint your level of "grant readiness". We will provide you a free assessment utilizing the Grant Ready Assessment and Navigational Tool (GRANT) that can help you understand your grant strengths and weaknesses, and help you prepare for a grant application submission. Your Area Grant Manager will ask you some very basic questions about the size and demographics of your service area, population density, geographical location, and organizational structure in order to determine the best collaborative communications solution for your project.

There is no cost to enroll in the Polycom Grant Assistance Program. Anyone eligible to apply for a grant can complete and submit an enrollment form for the program (www.polycom.com/grants).

Eligible organizations include:

- K-12 schools
- Public and private institutions of higher education
- Community and technical colleges
- Hospitals, critical access clinics and other health care providers
- Community health centers
- State governments
- City and county governments
- Courts and law enforcement agencies
- Workforce development boards
- Tribal governments
- Community and faith-based organizations
- Nonprofit organizations
- Small businesses

What can I do to improve my chances for a grant award?

- Conduct a strategic planning process that identifies goals and measures, and create an implementation plan
- Align your project with larger organizational goals and goals of your funder
- Develop a set of measurable outcomes with performance targets
- Create an evaluation plan for measuring the success of the project to be funded by the proposed grant
- Conduct a stakeholder analysis, and formalize partnerships and collaborations
- Ensure that board members, executives and other leaders are on board and willing to participate in the grant process
- Create a plan for sustaining the project after the funding has ended
- Provide matching funds and/or supplemental funding for the project

How can Polycom help?

We know that finding and getting a grant can be time-consuming and overwhelming. That's why Polycom provides assistance in every aspect of proposal preparation, funding selection and submission of grant applications. We track funding from 26 U.S. Federal grant-making agencies, as well as numerous State and foundation funding sources.

Let Polycom help you find funding to implement voice, video, and data communications solutions. We work with government programs such as the Edward Byrne Memorial Justice Assistance Grant Program (JAG); Improving Literacy through School Libraries Grant Program (LSL); Nurse Education, Practice and Retention Grant Program (NEPR); State Homeland Security Grant Program (SHSGP); Enhancing Education through Technology Grant Program (E2T2);

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Community Based Job Training Grant Program (CBJT); Rural Utilities Service Distance Learning and Telemedicine Grant Program (RUS DLT); E-rate, and many other grant programs.

Our program offers:

- An extensive team of grant and industry experts for one-on-one, customized projects that incorporate technology solutions
- The Polycom 7-Step Grant Assistance Process that ensures you are Grant Ready to submit a successful application
- Complimentary consulting assistance
- Free educational Webinars on grant resources and requirements, and new funding announcements
- Access to a network of experienced grant writers
- The Grant Navigator Newsletter
- Tips and tools for managing and reporting on grants

Why do I need help with the funding application?

You may not need help if you have access to someone with experience determining the most opportune grants and applying for them. But for organizations without experience or guidance, applying for a grant can be a complex process. The application process requires you to submit a substantial amount of information on goals, objectives, demographics, and obstacles like job loss and population emigration, community interest levels, project impact, costs anticipated and more. You will also likely have to

define your management structure and offer a plan for sustaining the proposed program for future years of operation.

In many cases, Polycom can help underwrite a portion or all of the grant writing fees associated with a grant proposal. In addition, the Polycom Channel Partner on your grant team may also help provide support for grant writing fees.

What is my responsibility when I enroll in the Polycom Grant Assistance Program?

You will be expected to identify a contact person for your project, and assist in gathering data, assembling the application and submitting it. The process is lengthy and detailed, but we help you understand what is needed and what to expect at each stage.

What are some of the things that collaborative communications can help me with?

Funding is available for almost any organization that can prove a need for better communications and demonstrate a plan for implementation. The resulting solutions can improve distance learning, telemedicine, law enforcement / telejustice, continuing education services, workforce training, and business operations and communications.

Learn More

To learn more about the Polycom 7-Step Grant Process and how our team can help you apply for this or any other grant, contact the Polycom Grant Assistance Program at grants@polycom.com.

To enroll in the Polycom Grant Assistance Program, go to: www.polycom.com/grants

Polycom Worldwide Headquarters
4750 Willow Road, Pleasanton, CA 94588
1.800.POLYCOM or +1.925.924.6000
www.polycom.com

