



POLYCOM[®]

Grant Assistance Program

Get a Plan...Get a Grant...Get Connected!

What is the Polycom Grant Assistance Program?

► Mission

The purpose of the Polycom Grant Assistance Program is to assist public, private and nonprofit organizations in every aspect of proposal preparation, funding selection and application for telecommunications solutions.



Who Are We?

▶ Program Director

- *Elizabeth Holden*

▶ Administrative Program Manager

- *James Roach*

▶ Channel Relations Manager

- *Jennifer Messinger*

▶ E-Rate Program Manager

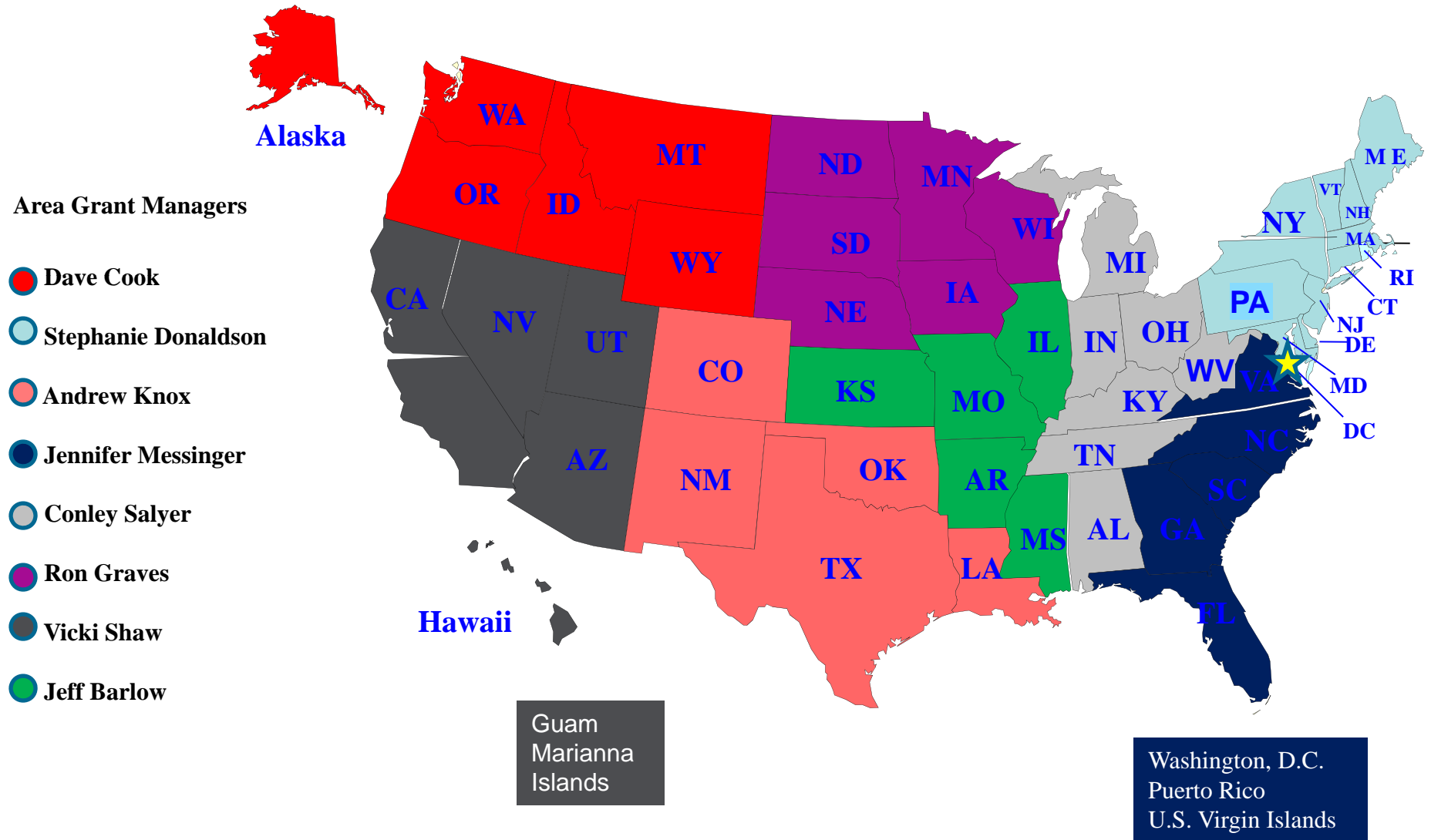
- *Bob Richter*

▶ Area Grant Managers

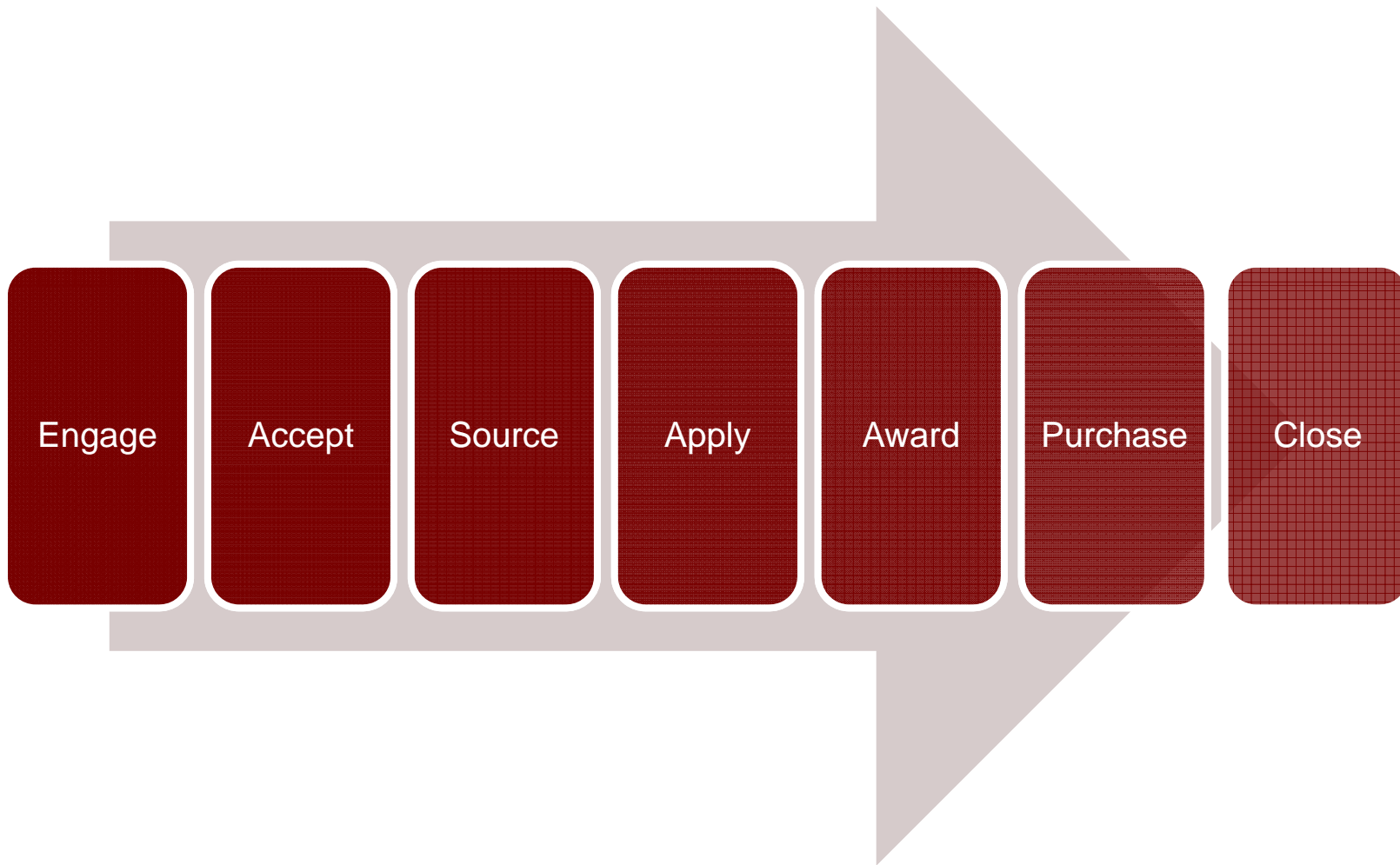
- *Conley Salyer*
(MI,IN,OH,KY,WV, TN, AL)
- *Jennifer Messinger*
(D.C.,VA,NC, SC,GA,FL,P.R., V.I.)
- *Andrew Knox* (CO,NM,OK,TX,LA)
- *David Cook* (AK,WA,OR,ID,MT,WY)
- *Stephanie Donaldson*
(ME,VT,NH,MA,RI,CT,NJ,PA,DE,MD)
- *Jeff Barlow* (KS,MO,IL,AK,MS)
- *Ron Graves* (ND,SD,NE,MN,IA,WI)
- *Vicki Shaw* (CA, NV,UT,AZ,HI,GU,M.P.)

Polycom Grant Assistance Program

Elizabeth Holden Director



The Polycom® 7-Step Grant Assistance Process™



The Polycom® 7-Step Grant Assistance Process™

1 Engage

- Customer meets with Area Grant Manager
- Area Grant Manager explains services and processes
- Area Grant Manager determines whether Grant Ready
 - Grant Ready Assessment and Navigational Tool (GRANT)
- Once Grant Ready, Area Grant Manager accepts Customer into program
- Area Grant Manager conducts a preliminary assistance assessment

Defining Grant Ready



- ▶ An organization is Grant Ready when it has the **capacity** (power to produce), **competency** (knowledge and expertise) and **capability** (ability to perform actions) to successfully navigate the grant application process and meet grant performance requirements.

What Does it Mean to be Grant Ready?

- ▶ Have you conducted a strategic planning process that identifies goals and measures, and an implementation plan?
- ▶ Do you have a viable, fundable project idea aligned with your organizational goals?
- ▶ Does your proposed project have a set of outcomes with performance targets that are measurable?
- ▶ Do you have an evaluation plan for measuring the success of the project to be funded by the proposed grant?
- ▶ Have you conducted a stakeholder analysis, and do you have formal partnerships or collaborations in place?
- ▶ Are your board members, executives and other leaders on board and willing to participate in the grant process?
- ▶ Is there a plan for sustaining the project after the funding has ended?

Stimulus Funding and Grant Readiness

- Approximately 60% of U.S. stimulus funding will flow through to states and localities
 - Know federal AND state/local grant requirements
- Assessing and managing risk
 - Are you a good investment?
 - Do you have matching funds for the project?
 - Have you had any previous grant audit findings?
- Will your project create jobs or prevent reductions?
- Will your project create or expand services to previously un-served or under-served populations?
- Will your project produce more effective and efficient programs or services? How?
- Is your project sustainable after stimulus funds are gone?
- Can you implement your project within 24 months?

The 7-Step Grant Assistance Process

2 Accept

- Area Grant Manager sets up kick-off meeting with Customer, Sales, Channel Partner, and other experts to create the Grant Team
- Area Grant Managers work with the Customer and Grant Team to navigate the Polycom Grant Assistance Program process

The 7-Step Grant Assistance Process

3 Source

- Area Grant Manager identifies appropriate funding source(s) for the Customer if not already known
- Area Grant Manager works with the PGAP Program Manager and Customer to secure a Grant Expert
- Statement of Work (SOW) is established with Grant Expert and Customer

The 7-Step Grant Assistance Process



- Area Grant Manager manages grant work with Customer and Grant Expert to ensure application by deadline

The 7-Step Grant Assistance Process

5 Award

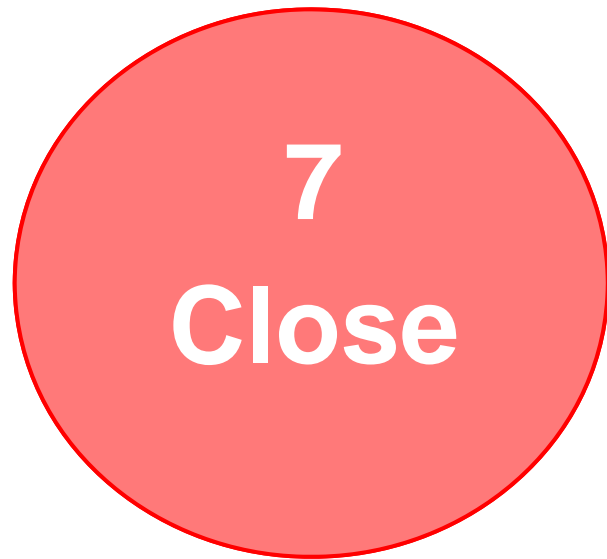
- Customer notified by funding agency of grant award
- Polycom Grant Assistance Program celebrates with the Customer and Grant Team
- Assist Customer in publicizing grant awards
- Area Grant Manager links Customer to Sales team and/or Channel Partner for seamless purchase

The 7-Step Grant Assistance Process

6 Purchase

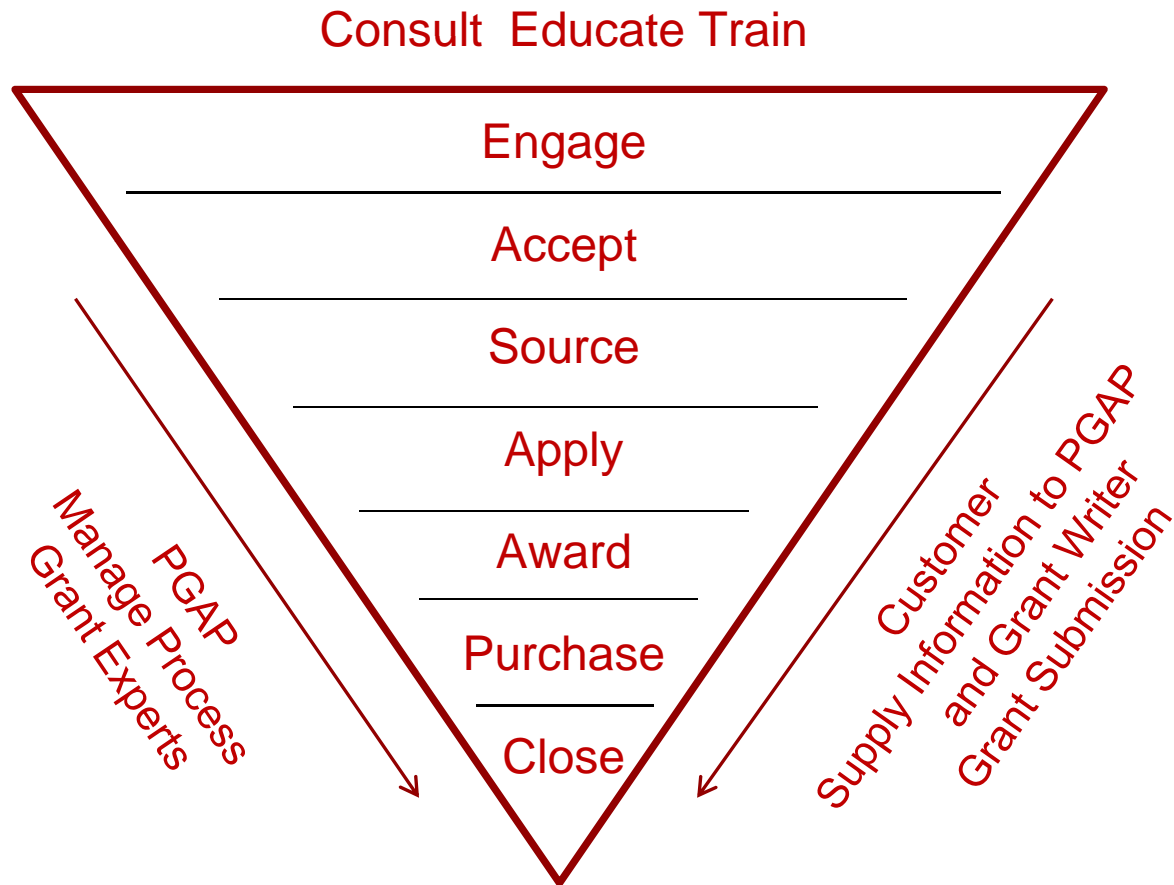
- Area Grant Manager works with Customer and Polycom Sales and/or Channel Partner to ensure seamless purchase and exceptional Customer experience

The 7-Step Grant Assistance Process



- Area Grant Manager closes project once purchase is complete
- Customer can begin process again for future projects!!

The 7-Step Grant Assistance Process



Example of Grant Funded Project

- ▶ Kan-ed / Kansas Board of Regents
- ▶ USDA RUS Distance Learning and Telemedicine Grant
- ▶ Grant Funding Amount: \$421,876.00
- ▶ Included Matching Funds from Kan-ed, Scott County Hospital, Wichita County Health Center, Bob Wilson Memorial Grant county Hospital and Stanton County Hospital
 - Total matching funds: \$455,693.44
- ▶ Collaborative technology solutions developed for training and continuing education, as well as use in health care delivery and remote consultations
- ▶ Installation of custom integrated, interactive tele-video (ITV) classroom; complete deployment and configuration of radiography solutions; and deployment of diagnostic cameras and two complete sets of telemedicine peripherals including otoscopes, dermascopes, ophthalmoscopes and high resolution diagnostic cameras.

Other Resources

- Federal Government Recovery Act portal (www.recovery.gov)
- Catalog of Federal Domestic Assistance www.cfda.gov
- Federal Register: www.access.gpo.gov/su_docs/aces/aces140.html
- Federal Electronic Grants Clearinghouse/Fed Grants: www.grants.gov and www.fedgrants.gov (separate access points to the same database)
- State Single Points of Contact (SPOCs): www.whitehouse.gov/omb/grants/spoc.html
- Federal and state program staff: www.firstgov.gov
- HRSA: <http://www.hrsa.gov/>
- SAMHSA: <http://www.samhsa.gov/>
- Others: www.grantsmart.org, www.schoolgrants.org, www.aahperd.org/NASPE/template.cfm?template=grant_opp.html; www.pelinks4u.org, www.pe4life.org

Other Resources

Training and Marketing

- Webinars & live local seminars on funding sources
- Market specific grant profiles
- Funding newsletter
- Funding resource guide



Questions?



Program and Enrollment information

Web info and program enrollment:

www.polycom.com/grants

