



Cisco Grants Strategy Team: helping to secure funding for Cisco solutions that support vital community programs.

Program Overview

Cisco is proud to provide customers with the expert services of its Grants Strategy Team. The team offers a wide variety of services, to become the industry benchmark for excellence and proven results. Our effectiveness in helping our customers to successfully win grant funding is unparalleled in the industry.

“One size does NOT fit all” is a philosophy that Cisco has always taken, whether it comes to product development, services or programs. This is because we understand that different environments require different tools for success. Every customer, and every grant, is different. Rather than asking customers to follow a rigid multi-step process, we tailor our services to meet their specific needs. Customers can pick and choose from many value-added options, including:

Needs Assessment, Demographic Profile and Personalized Grants Plan —

Understanding who you are and what you’re trying to accomplish helps us identify grants that are a perfect fit! Rather than limiting you to one funding source, we’ll create a strategic grants roadmap involving multiple sources and extending throughout the year.

Ongoing Funding Notification — Our Grants Team tracks federal, state and foundation grants on a daily basis. As grants that fit your general profile become available, we’ll make sure you’re notified and have ample opportunity to apply.

Non-Competitive Funding Assistance — Our grant experts recognize the myriad of block and formula programs available, and we study and understand the priorities of those programs, and how those funds can be accessed and spent. Our team of experts will help you understand the where, what and how of those funds and how to leverage them.

“I have been overwhelmed at how innovative Cisco Grants Strategy Team has been in achieving our goals of moving our district into the 21st century. If you have not been in contact with Cisco Grants Strategy Team, you are falling behind the standard. Without a doubt, I highly recommend and support any project led by Cisco.”

RYAN C. LUFT
STAPLES-MOTLEY PUBLIC SCHOOLS
MIDDLE SCHOOL/HIGH SCHOOL PRINCIPAL

Prequalification — Once a grant is identified, our team will take you through an in-depth prequalification process, which we believe is the primary factor responsible for our outstanding win rate. We prequalify each and every grant prospect before moving into the application phase, ensuring that you spend your time and resources only where you have the best possible chance of success!

Application Development and Submission — This is where the rubber meets the road! Many organizations have talented grant writers on staff, but may need assistance with a particular grant program. Our Grants Team can assist your writers as they develop grant projects by providing tips and tricks learned during previous funding cycles.

Application Tracking and Funding Notification — Based on years of experience, we'll keep you updated as your grant moves through the review process, letting you know what to expect, assisting you through any review Q&As, and giving you advance notice so you'll know when and where to watch for funding announcements.

We're Here to Help You Succeed!

The Cisco Grants Strategy Team doesn't stop with a funding notification. While we're certainly excited when your grant is funded and share the joy in your good news, we go well beyond that "celebratory phone call". Many grant recipients find the funding and project implementation process confusing and difficult. Based on our many years of experience, we're happy to guide our customers through the paperwork process, helping them understand the reporting and reimbursement requirements and ensuring they are fully compliant with grant requirements.

Getting Started...is as easy as contacting your Cisco Account Manager or emailing us at grant_services@cisco.com.

"We have partnered with Cisco Grants Strategy Team on three major grant applications, and the folks at Cisco are a tremendous resource. We have been able to move our organizations forward significantly with grant funds we would not have, were it not for Cisco."

ROBERT L. MUSGROVE, PH.D.
PRESIDENT, PINE TECHNICAL COLLEGE



Americas Headquarters
Cisco Systems, Inc.
San Jose, CA

Asia Pacific Headquarters
Cisco Systems,(USA) Pte. Ltd.
Singapore

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The Netherlands

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