



K-12 EDUCATION GRANT FUNDING



Fall 2012

Let Dell assist you in identifying a grant to fund your K-12 programs and initiatives for Federal Fiscal Year 2013



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INTRODUCTION: FUNDING TECHNOLOGY WITH GRANTS

The Real World

In a society driven by the proliferation of the Internet and an insatiable appetite for instantaneous information, it's probably not a surprise that public safety agencies, schools, hospitals and non-profit organizations adopt an information and technology-driven approach to accomplish their organizational objectives. After all, this is the real world. Public safety agencies need communications equipment, schools must provide student access to computers, and hospitals are trying to move into the 21st Century with electronic health records.

Grants Fund Projects... Not Products

When it comes to grants, the industry mantra is that "grants fund projects... not products." Grant programs are created with the intended purpose of addressing an identified need, often in new, unique and innovative ways. The simple acquisition of technology in and of itself is not sufficient to achieve the funder's far-reaching objectives. Instead, at least in the context of grantseeking, technology should be viewed as an enabler of projects and a key component in advancing the specific goals and objectives of the funding opportunity. As such, a well-rounded project will typically include budget for personnel, training activities, contract services and a variety of other elements, in addition to the technology 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?" For instance, the Information Technology Experiences for Students and Teachers (ITEST) program provides funds to increase the number of students interested in Science, Technology, Engineering, and Math (STEM) careers. Part of an ITEST proposal could include distance learning technology that connects students with real-world professionals at NASA. The idea is that providing such immersive experiences will increase students' interest in pursuing STEM careers, and the technology simply enables a school in Oregon to connect with NASA in Florida.

Writing Technology into your Proposal

Understanding how technology can be leveraged in grant-funded projects is only half the battle. Many folks trip up when it comes time to put pen to paper. It may be true that technology is absolutely critical to the overall success of a particular project, however, that does not mean the technology and products associated with the projects should be placed front and center in the proposal. Too often folks will focus on specific technologies and use 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. Certainly, you will need detailed pricing from specific vendors in order to create a budget as well as provide proper justification, but try to avoid allowing the technology to dominate the project narrative. Remember that the grantmaker is providing funding first and foremost to address a particular problem. The narrative should focus on the overall project, how it will meet the objectives of the grant program, and the need you've defined in your proposal.

For grants that focus on innovation, simply leveraging a piece of advanced technological equipment does not in itself make a project innovative. The narrative should explain how the accompanying

changes in workflow, process and overall approach of the project is innovative - not just the technology.

Go Get the Money!

Each year, grants fund hundreds of millions of dollars of technology purchases by public sector recipients. But accessing these programs requires a well-rounded project that provides a proper context for the enabling technology.

This funding update provides summary information on some of the most technology-friendly grant programs. Although they may have deadlines that only forecasted for now, and months in the future, planning ahead will pay big dividends in the competitiveness and success of your project. We've also included analysis for each grant on how the program supports technology, in case it's not clear from the summary.

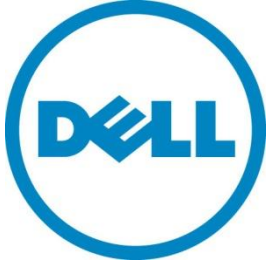
Lastly, Dell offers direct support to its education, healthcare, and government customers in identifying and evaluating grant programs through the Dell Grants Support Program (DGSP). It's a free service you can access by talking to your Dell representative or sending a quick e-mail to

DGSP@grantsoffice.com.

Next time you are analyzing the viability of a particular grant program for your technology-enabled project, be sure to keep these resources in mind. Now you have the proper mindset... time to go get the money!

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DELL SOLUTION-GRANT PROGRAM REFERENCE TABLE



	Assistive Technologies	Dell Learning Platform	Distance Learning	Education Data Management	Personalized Instruction	Professional Development	Student Computing	Virtualized Desktop
21st Century Community Learning Centers			X			X	X	X
Community Facilities Grant Program	X	X	X	X	X	X	X	X
Distance Learning & Telemedicine Program (DLT)			X					
Innovative Technology Experiences for Students and Teachers (ITEST)			X			X	X	
Investing in Innovation (i3)		X	X	X	X	X	X	X
Promise Neighborhoods Program		X	X				X	X
Race to the Top - District (RtT-D)		X	X	X	X	X	X	X

These examples are provided for illustrative purposes. The allowable uses of each grant program paired with the focus of your project and application will determine the most fitting technology solutions.

21ST CENTURY COMMUNITY LEARNING CENTERS

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.

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.

Potential Dell Solutions:

Student Computing/Virtual Desktop • Professional Development • Distance Learning

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. Computing centers can offer networked computer access to a wide range of resources for students, families and community members, while Dell's virtual desktop solution ensures that each visitor starts with a clean, secure desktop when they sit down. Training for 21st CCLC faculty and volunteers can be conducted virtually as well through video conferencing or stored video resources, 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 Dell 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 www2.ed.gov/programs/21stcclc/contacts.html#state



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

The Community Facilities Grant Program can support the various technology and equipment needs of rural and frontier community facilities.

Examples of projects incorporating Dell solutions include: implementing Dell Learning Platform in K-12 schools to expand access to educational materials, utilizing Education Data Management for evaluation and analysis of student progress, or Professional Development resources for teachers.

These are just a few examples of how Community Facilities Grant Program funding might support Dell solutions in a K-12 project—technology solutions required for the operation of your particular facility will be the best fit for this program.

Potential Dell Solutions:

- Assistive Technologies
- Student Computing
- Virtualized Desktop
- Dell Learning Platform
- Personalized Instruction
- Distance Learning
- Professional Development
- Education Data Management

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?*

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 Dell Solution:

- Distance Learning

Eligibility: To be eligible for a grant, your organization must: (1) Currently deliver or propose to deliver distance learning or telemedicine services for the term of the grant; (2) 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; and (3) Operate a rural community facility or deliver distance learning or telemedicine services to entities that operate a rural community facility or to residents of rural areas at rates calculated to ensure that the benefit of the financial assistance passes through to such entities or to residents of rural areas.

Deadline Information: Plan on an April/May deadline in 2013.

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

Analysis

Despite the relatively small size of this federal program (in the \$20-30 million range), DLT grants provide an excellent opportunity for small, rural schools to leverage video conferencing technology to greatly expand their course offerings.

Beyond just providing Chinese courses at schools that can't afford an instructor of Chinese, for example, the distance learning networks developed through DLT grants provide rural students with opportunities to expand their exposure to the wider world and develop a drive to want to learn more about the world and their place in it.



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?

INNOVATIVE TECHNOLOGY EXPERIENCES FOR STUDENTS AND TEACHERS (ITEST): STRATEGIES PROJECT TYPE

Authority: National Science Foundation (NSF)

Summary: The goal of ITEST Strategies projects is to develop, implement and study strategies that encourage K-12 students to consider and be prepared for careers in the science, technology, engineering, and mathematics (STEM) and information and communications technology (ICT) fields, or that equip teachers with the resources to ensure that their students consider and are prepared for choosing to enter the STEM workforce of the future.

Strategies projects are targeted at students and/or teachers. These projects design, implement, and evaluate models for classroom, after-school, summer, virtual, and/or year-round learning experiences.

Eligibility: All U.S. organizations with an educational mission are eligible for ITEST. All U.S. organizations with an educational mission are eligible for ITEST. Projects that cross multiple grade levels and align with district and individual school professional development plans are encouraged. Investigators are encouraged to create partnerships with (1) K-12 schools, colleges (two or four year), universities, informal science education organizations, government laboratories, and /or community-based organizations to address the needs of the target audiences as appropriate; and (2) industry to support career awareness and cultivate interest among student participants.

Deadline Information: 2012 deadline is November 13, 2012. Plan on an October/November deadline in 2013.

Award Amount Range: Strategies projects are up to \$1.2 million for up to three years in duration.

Potential Dell Solutions:

Student Computing • Distance Learning • Professional Development

Analysis

ITEST projects consciously encourage understanding and use of technology by students, but more importantly, the program creates a context within which students, teachers, administrators, guidance counselors, university faculty, and parents can empower students to major in, and eventually enter careers in, science and technology. That often includes access to a wide range of STEM and ICT resources, video conferencing and distance learning-enabled experiences with college representatives and professionals in the field, and technology-rich training and professional development opportunities.

WHERE TO START:

- Is the applicant an organization with an educational mission?*
- Does the proposed project focus on STEM or ICT-intensive content for K-12 students or teachers?*
- Has the applicant prepared project-level evaluation plans?*

INVESTING IN INNOVATION (I3): DEVELOPMENT GRANTS

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

Summary: The purpose of this program is to provide competitive grants to applicants with a record of improving student achievement and attainment in order to expand the implementation of, and investment in, innovative practices that are demonstrated to have an impact on improving student achievement or student growth, closing achievement gaps, decreasing dropout rates, increasing high school graduation rates, or increasing college enrollment and completion rates.

Eligibility: Local Educational Agencies, partnerships between nonprofit organizations and one or more LEAs, or consortia of schools are eligible to apply.

Deadline Information: Plan on a pre-application deadline of March/April 2013 and if invited to compete for funding a full-application deadline of August 2013.

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.

Potential Dell Solutions:

- Student computing
- Personalized instruction
- Virtual desktop
- Education data management
- Dell Learning Platform
- Distance learning
- Professional development

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?*

Analysis:

Along with Race to the Top Districts, 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.

I3 will fund projects that tie all the interventions you are proposing (including learning technologies and other equipment and software) to addressing data-supported needs that are specific to the student population to be served. As with all grants, make sure the need drives the technologies you deploy and that you have a process in place for evaluating the outcomes of the project.

PROMISE NEIGHBORHOODS PROGRAM

Authority: U.S. Department of Education

Summary: The purpose of Promise Neighborhoods is to improve the educational and developmental outcomes of children in our most distressed communities and to transform those communities.

21st century learning tools, such as technology (e.g., computers and mobile phones) used by students in the classroom and in the community to support their education is an allowable cost when incorporated into an initiative that serves the overall purpose of this funding.



Eligibility: Eligible organizations include nonprofit organizations, institutions of higher education, and Indian tribes. To be eligible for an award, an eligible organization must: 1) Operate or propose to work with and involve in carrying out its proposed project, in coordination with the school’s LEA, at least one public elementary or secondary school that is located within the identified geographic area that the grant will serve; and 2) Currently provide at least one of the solutions from the applicant's proposed continuum of solutions in the geographic area proposed to be served; and 3) Be representative of the geographic area proposed to be served.

WHERE TO START:

- Has the applicant registered with Grants.gov?*
- Has the applicant identified one of the three Absolute Priorities to pursue?*
- Has the applicant identified the Competitive Preferences for which they are seeking additional points?*

Deadline Information: Plan for a June/July deadline in 2013.

Award Amount Range: Planning Grants are up to \$500,000 for 1 year. Implementation Grants are between \$4 and \$6 million per year for up to 3 years with potential for an additional 2 years.

Analysis:

Promise Neighborhoods supports a continuum of solutions to data-supported needs in distressed communities. Technology solutions in support of these efforts must extend beyond schools to provide resources and opportunities to the entire neighborhood. Community-based nonprofit organizations that receive these grants often already have space where the neighborhood gathers. These centers are ideal for extending school and community-based resources

to the neighborhood, from such basic resources as computer access to more advanced tools such as distance learning or the Dell Learning Platform. Keep in mind that different centers around the neighborhood may be better suited than others for different programmatic and technology offerings.

Potential Dell Solutions:

Student Computing • Distance Learning • Virtual desktop • Dell Learning Platform

RACE TO THE TOP - DISTRICT (RttT-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 consortiums 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.

Deadline Information: Plan on a September/October deadline in 2013.

Award Amount Range: Award amounts are based on the number of participating students and range from \$5 million to \$40 million.

Potential Dell Solutions:

- Student computing
- Personalized instruction
- Virtual desktop
- Education data management
- Dell Learning Platform
- Distance learning
- Professional development

Analysis:

RTTT-D is a new program from the Department of Education, so the awards they make in 2012 will go beyond the initial guidance to help define the program and specifically what technology it will fund. The program guidance, though, 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), individual cloud-based educational tracking through the Dell Learning Platform, and distance learning-based opportunities for students to

explore subjects and get personalized consultation they would not 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.

WHERE TO START:

- Is the applicant an individual Local Educational Agency (LEA) or 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?*



GRANTS OFFICE

DELL GRANTS SUPPORT PROGRAM HELPS YOU NAVIGATE THE FUNDING LANDSCAPE

Dell has teamed up with Grants Office to help you identify the grant programs that fit with your technology objectives.

Dell Grants Support Program (DGSP) puts you in touch with expert grants development consultants who will work with you to:

- evaluate your needs
- research the best funding opportunities for your project
- answer any questions you have about the programs and their requirements.

To access these resources today, contact your Dell representative or e-mail DGSP@grantsoffice.com, and a friendly DGSP representative will respond promptly.

DGSP puts you one step closer to funding your technology-rich project and transforming your organization.

DGSP provides research and consultation resources to healthcare, education, and government customers with no cost or obligation. If you need them, Grants Office proposal development and grant administration services are also available for a fee.

This information was provided by Grants Office, LLC, a grants consulting firm, based on its understanding of grant programs and funding guidelines available as of the date this report was generated. It represents Grants Office's interpretation of the programs and is not intended to replace official guidance provided by the funder. Changes to grant programs and deadlines are common and should be expected. Therefore, although every effort has been taken to ensure the accuracy of the information contained herein, we cannot guarantee that it will always be current, accurate or complete. We strongly recommend that you check the official guidance and your Grants Office UPstream™ Online Knowledge Base account frequently to keep up-to-date with changes and modifications to program information and to manage your grant-seeking activities. If you already have an UPstream account, you may access it by visiting www.grantsoffice.com.