

FAQs regarding the Grants Office

(Initially written for distribution by the Midwestern Higher Education Compact [MHEC] Newsletter in May 2020)

What is the Grants Office?

Grants Office is a privately held, national grants services firm based in Rochester, NY. They are experts in grants development. Able to leverage a team of expert researchers, consultants and specialized writers, they are committed to reducing barriers to funding. Grants Office offers solutions that enable public sector and not-for-profit entities to maximize grant funding for their projects. Their strategies and experience allow customers to improve their specific grants development program by reducing costs and decreasing the burden on internal staff, time, and resources. Grants Office provides a wide range of services to public sector, education, and healthcare agencies and private sector companies that serve these community institutions.

What can Grants Office help Higher Education do?

They can add to the capacity of your existing staff and reduce the need to add new full-time team members to achieve your organization's grant development goals. They can also utilize their vast network of resources to help find more grant opportunities for your institution.

The typical Grants Office Higher Education Support Program can offer components such as:

- **Research** – they develop a Funding Opportunity Report for each project idea you have, covering the landscape of grant opportunities that can support the project
- **Alerts** – they can proactively let you know about great federal and state funding opportunities you may want to consider for your organization
- **Consultation** – they can review Funding Opportunity Report with organizational leaders, as well as answer questions, help strategize approaches, and more
- **Proposal Review** – they can review any proposals you are developing for your organization, whether they are being written by staff or outside grants professionals.

What ways can I get in contact with the Grants Office?

You can reach out to the Grants Office directly by phone at (800) 473-5608, by email at engage@grantsoffice.com, or by visiting their website at <http://www.grantsoffice.com/>.

Also, as a Dell Technologies customer, you can utilize our Dell Technologies and Grants Office partnership by reaching out to your Dell Account Executive.

Why should I utilize Dell to engage the Grants Office?

The Dell Technologies Grants Support Program provides public sector K12 school districts, higher education institutions, and state agencies with grants information, customized funder research, and consultation that will help develop project ideas, get technology-rich projects funded, and even expand initiatives that are already in the works. With a few specifics on your concept, Dell Technologies Grants Support Program consultants will develop customized reports on funding opportunities that are the best

fit with the project, **at no cost to you**. Then, if you decide you'd like help with either the grant writing process or a formal review of your internally written grant, you can engage the Grants Office for a fee.

You can gain this valuable consultation and Funding Opportunity Report (and review with Grants Office consultants) for at no cost to you by asking your Dell Technologies Account Executive to submit a support request through our partnership.