

# TANDBERG Grant Services Program



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

RYAN C. LUFT  
SOUTHLAND PUBLIC SCHOOLS  
MIDDLE SCHOOL/HIGH SCHOOL PRINCIPAL

## PROGRAM OVERVIEW

Since 2002, TANDBERG has provided customers with the expert services of its award-winning Grant Services Team. With overwhelming demand, the team has continued to expand, adding new members and offering a wider 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 TANDBERG 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 pop up, 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/formula or discount 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.
- **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. For those times when you don't have a writer available, TANDBERG has developed a team of talented, experienced writers with incredible track records.
- **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, helping you through any review Q&As, and giving you advance notice so you'll know when and where to watch for funding announcements.

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“We have partnered with TANDBERG Grant Services on two major grant applications, and the folks at TANDBERG 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 TANDBERG.”

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

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## WE'RE HERE TO HELP YOU SUCCEED!

The TANDBERG Grant Services 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 with reporting and reimbursement requirements and ensuring you are fully compliant with grant requirements.

**Getting Started...is as easy as contacting your TANDBERG Regional Grants Manager!**

## TANDBERG GRANT SERVICES TEAM MEMBERS

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