ABOUT
OPENGRANTS

We know exactly what it’s like to be a startup strapped for cash. OpenGrants is the brainchild of a team of startup founders and entrepreneurs. We are passionate about connecting startups to the funding they need.

Our mission is to facilitate the efficient and equitable deployment of public funds by reducing barriers to access, increasing transparency, and empowering accountability.

We do this by providing our users access to OpenGrants, a SaaS platform that serves as a single source of truth for government funding. OpenGrants addresses the needs of the majority of organizations that cannot afford grant specialists or public funding strategists.

OpenGrants is committed to building a community around our service. We invite you to learn more by visiting egeria.io.
A grant is an award, usually financial, given by one entity (typically a company, foundation, or government) to another, often an individual or a company, to facilitate a goal or incentivize performance. Grants are essentially gifts that do not have to be paid back, under most conditions.

-Investopedia
What are Grants?

- Grants are a great tool to give organizations access to capital to fund research, development, marketing and growth.

- Grants are a partnership. A successful award means that you will have a contractual partnership with the granting entity, to achieve a goal of some kind.

- Grants are non-dilutive capital. They are a great financial instrument to inject funding into a company, without giving away equity.

- Grants are a sale. They are very real market validation and a great early signal.

“Grants are a good thing for those that can get them. One of the downsides is that it’s difficult to find grants for which you qualify. If you do find some grants, you’ll find that they’re highly competitive and not at all easy to get.

It’s also important to read the grant rules and the fine print to make sure that you’re not trading away a stake in your company in exchange for grant money.

The internet is fraught with scams and fraudulent offers, and grant offers are no exception. Do your research on grant-makers carefully to ensure that they’re legitimate.”

-Board Effect, Grants for Startups
Can **Fleets** use **Grants?**

Fleets can use grants. The US government deploys millions of dollars every year to support research in a variety of tech verticals including med-tech, blockchain, AI, and mobility.

There are a variety of government agencies and private foundations that fund everything from outreach and education to the deployment of new vehicles.

You should consider grant funding as a strategic way to onboard capital and support the growth of your company.
A cleantech startup focused on diversifying fuel portfolios partnered with the California Energy Commission to do fleet analysis all around the State of California.

They were able to leverage $350k to do an incredible amount of market research all over the state. In the process, they were introduced to valuable customers, partners, and investors. Overall, their grant provided them valuable access to the market, demonstrated early traction, and landed them a pipeline of significant public sector contracts.

This story is just one example of an innovative way startups can use public funding to grow. The grant that was awarded did not have anything to do with this startup’s particular IP, however the work that needed to be done was of significance to the market and the startup. From this, a mutually beneficial, public-private partnership was born.
Where can we find Grants?

Grants can be very hard to find. However, if you want to do the legwork yourself, check out the following spots.

**Grants.gov** - This is the federal repository for grant funding. It is not comprehensive.

**SBA** - Our favorite federally funded organization. They have a pretty strong listing of grants.

**grants.ca.gov** - Comprehensive listing of grants in California.

Start working with funding partners now. Attend meetings and submit comments about their programs. They are as interested in getting funding out as you are about receiving it, but they literally have no idea what to fund. They depend on you for that information.

-Sedale Turbovsky, CEO OpenGrants
Where can we find **Grants**?

opengrants.io
How do you win Grants?

Do your best to build genuine, honest relationships. Winning a grant is a lot like sales. Having a reputation for being decent and honest will increase your chances of winning grant funding.

Your ability to be awarded grant funding is dependent on two very specific points. **Follow the Rules. Be A Good Partner.**

The first one is simple. Follow all instructions exactly. Pay attention to page limits, approved fonts, format, and order.

The second point is a bit more nuanced. Be a good partner. There are a variety of things that you can do to be a good partner. Some of the basics include being in good legal standing, and having a history of past successful projects is always a bonus.

Meet with your prospective granting partner. Submit comments when they request feedback on proposed funding programs. Attend workshops. Make sure they have your company on their radar.
The OpenGrants process is not something new or revolutionary. We have taken best practices published by amazing teams across the world and condensed them into four key steps.

Execution on these steps is what sets teams apart and will ensure that you are putting your best foot forward when it comes to grant applications.

**Our PROCESS**

**01**
Do Your Research
Understand the ecosystem of grantors for your space. Align yourself with their strategic goals.

**02**
Follow The Rules
There are rules and a scoring system. Follow the rules, write for points.

**03**
Be Real
Be honest. Use clear, concise language. Make human connections.

**04**
Be A Partner
Work with your granting partner. Publicize success. Collaborate to solve issues that arise.
Are grants free money?
No. They are non-dilutive, but there is significant opportunity cost and sweat equity involved. Also, many grantors deploy capital via reimbursement with some retention, so you often need capital to take advantage of grant funding.

What about my IP?
Access to IP varies. Have your attorney carefully review your contract. Know that you are under no obligation to do work with an agency until you sign the agreement, so don’t let IP keep you from applying.

How long will this take?
It can take a long time, months or years. Grants are great strategic funding tools, but if you need capital in a hurry, go back to your investors or visit a bank.

Do I need to be a non-profit?
No. However, sometimes it may help to have a non-profit partner.
SHOW ME THE MONEY!