

# **Applicant's Webinar: NICE RAMPS Funding Opportunity**

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May 14, 2025

# Notes and Reminders



**Attendees are muted:** Due to the number of attendees, all participant microphones and cameras are automatically muted.



**Submitting Questions:** Please enter questions and comments for presenters in the Zoom for Government Q&A. Chat has been disabled for this event.



**Webinar Recording:** This webinar and the engagement tools will be recorded. An archive will be available at [www.nist.gov/nice/webinars](http://www.nist.gov/nice/webinars).



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Susana  
Barraza



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Rodney  
Petersen



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Patricia  
Wilburg



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Christina  
Dinh



# Welcome and NICE Overview

Susana Barraza  
NICE Program Manager

# NICE Mission

To energize, promote, and coordinate a robust community working together to advance an integrated ecosystem of cybersecurity education, training, and workforce development.



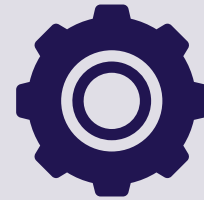
# NICE Values



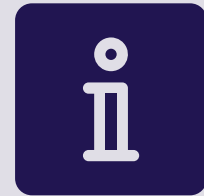
Foster  
Communication



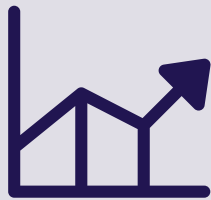
Facilitate  
Collaboration



Share & Leverage  
Resources



Act Based on  
Evidence



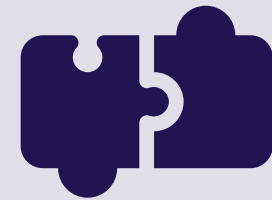
Evaluate &  
Improve



Challenge  
Assumptions



Stimulate  
Innovation



Model Inclusion



# Strategic Alignment with Key Strategies

Rodney Petersen  
Director of NICE

# NICE Strategic Plan

Goal #1: Promote the Discovery of Cybersecurity Careers and Multiple Pathways

Goal #2: Transform Learning to Build and Sustain a Diverse and Skilled Workforce

Goal #3: Modernize the Talent Management Process to Address Cybersecurity Skills Gaps

Goal #4: Expand Use of the Workforce Framework for Cybersecurity (NICE Framework)

Goal #5: Drive Research on Effective Practices for Cybersecurity Workforce Development







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# **Regional Alliances and Multistakeholder Partnerships to Stimulate (RAMPS) Cybersecurity Education and Workforce Development**

Susana Barraza  
NICE Program Manager

# 2016 Pilot Program

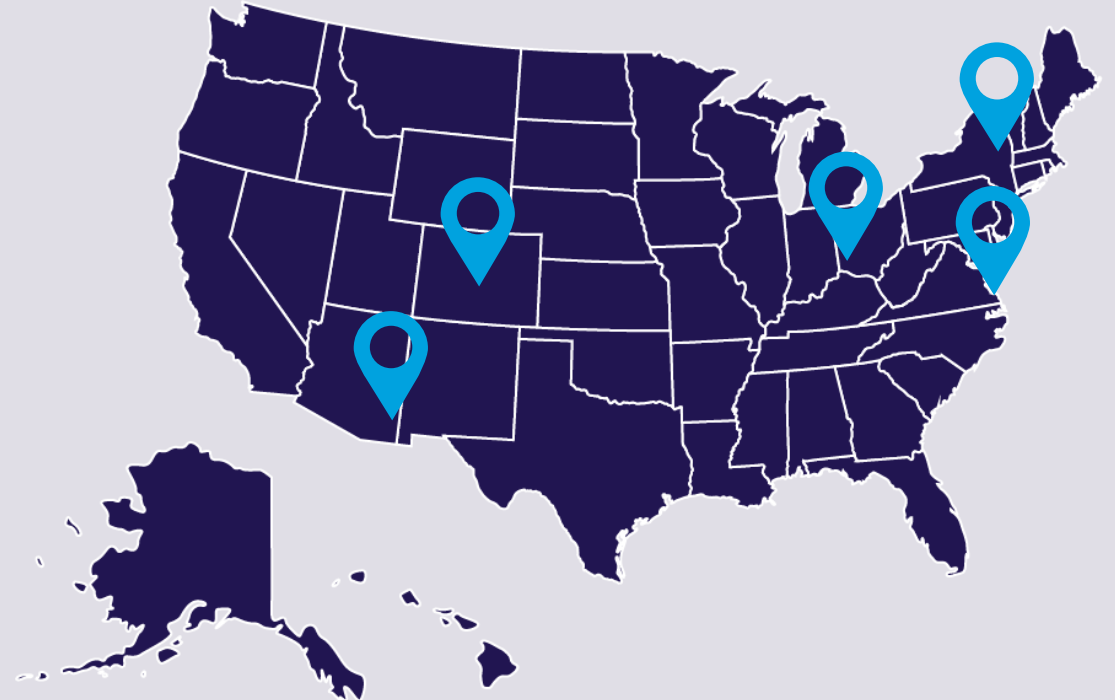
**Southwest Region:** Arizona Statewide Cyber Workforce Consortium

**Western Region:** Cyber Prep Program

**Central Region:** Cincinnati-Dayton Cyber Corridor (Cin-Day Cyber)

**Mid-Atlantic Region:** Hampton Roads Cybersecurity Education, Workforce, and Economic Development Alliance (HRCyber)

**Northeast Region:** The Partnership to Advance Cybersecurity Education and Training (PACET)



# A Roadmap for Successful Regional Alliances and Multistakeholder Partnerships to Build the Cybersecurity Workforce

NISTIR 8287

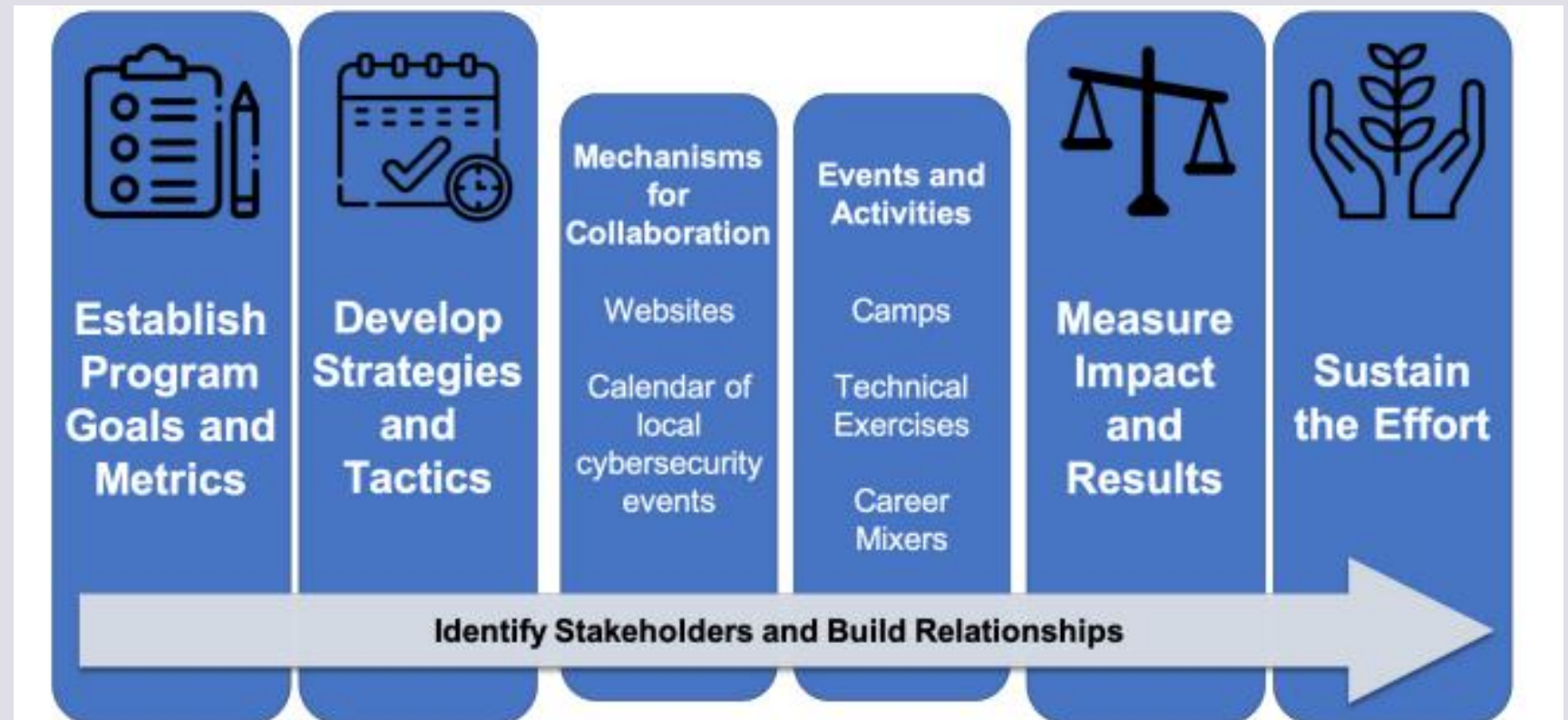
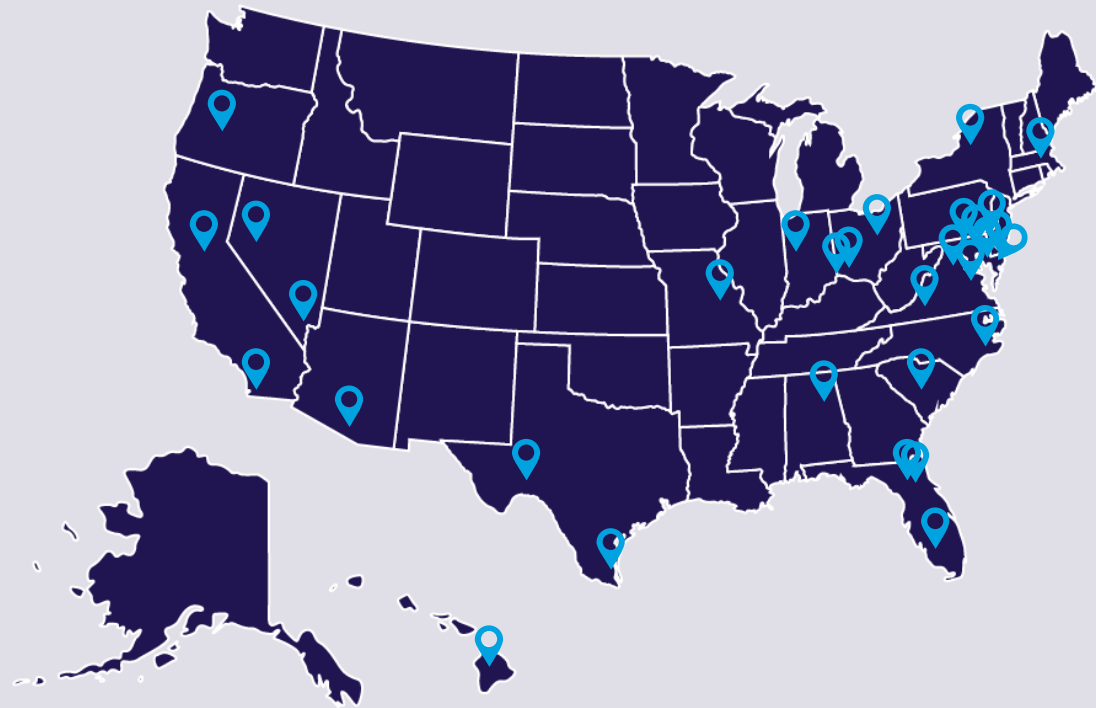


Figure 1 - RAMPS Roadmap Graphic

<https://doi.org/10.6028/NIST.IR.8287>

# 2023/2024 RAMPS Communities



NEWS

**NIST Awards \$3.6 Million for  
Community-Based Cybersecurity  
Workforce Development**

NEWS

**NIST Awards \$3 Million for  
Community-Based Cybersecurity  
Workforce Development**

# RAMPS Notice of Funding Opportunity

Eligible Applicants: all non-Federal entities

- non-profit organizations
- for-profit organizations incorporated in the United States
- state, local, territorial, and Indian tribal governments
- accredited institutions of higher education

*\*individuals and unincorporated sole proprietors are not considered “non-Federal entities” and are not eligible to apply under this NOFO*

*\*\*Foreign public entities and foreign organizations are not eligible to apply under this NOFO. Although Federal entities are not eligible to receive funding under this NOFO, they may participate as unfunded collaborators.*

# Applicants Project Must

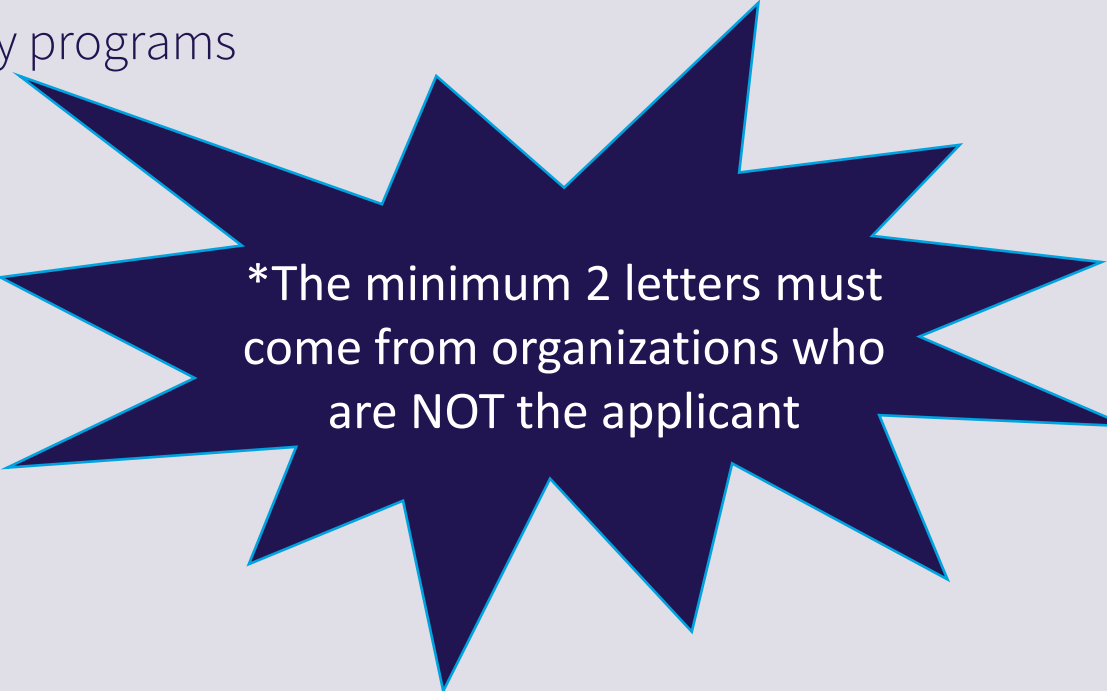
- Describe planned initiatives that align to the goals and objectives of the NICE Strategic Plan or help support the strategies of the NICE Implementation Plan.
- Advance uses of the NICE Framework, including through demonstration of how the stakeholders intend to use the NICE Framework.
- Identify the workforce needs of the local economy and assess such workforce in accordance with the NICE Framework, including ideas for how the multistakeholder organization would leverage the CyberSeek job heat map and career pathways.
- Identify opportunities available and recruit employers to support paid internships, externships, apprenticeships, or cooperative education programs in conjunction with education and training providers in the local community.

# Applicants Project Must (cont.)

- Identify how it would collaborate with one or more Center of Academic Excellence in Cybersecurity (CAE), Advanced Technological Education (ATE) programs, or Federal CyberCorps Scholarship for Service (SFS) institutions located in the region.
- Define metrics that will be used to measure the success of their efforts. Metrics should include but not be limited to the number of CAE and ATE programs that participate in the program, outcomes of workforce demand and supply assessment, increases in diversity and inclusion, outcomes of recruitment activities, timeliness of milestones reached, etc.

# Program Requirements

- Plan to establish a multistakeholder education and workforce partnership that includes, at minimum:
  - One institution of higher education or nonprofit training organization\*
  - One local employer or owner or operator of critical infrastructure\*
- Partnerships are encouraged to have participation from one or more:
  - Federal Cyber Scholarship for Service programs
  - National Centers of Academic Excellence in Cybersecurity programs
  - Advanced Technological Education programs
  - Elementary and secondary schools
  - Training and certification providers
  - Economic development organizations
  - Other community organizations



\*The minimum 2 letters must come from organizations who are NOT the applicant





# Application Contents and Evaluation Criteria

# Application Content – Required Forms

- SF 424, Application for Federal Assistance
  - SF-424A, Budget Information - Non-Construction Programs
  - SF-424B, Assurances - Non-Construction Programs
- CD-511, Certification Regarding Lobbying
- SF-LLL, Disclosure of Lobbying Activities (if applicable)

# Application Content - Technical Proposal

- Project Narrative (15 pages maximum)
  - Executive Summary (no more than 2 pages)
  - Project Approach and Project Execution Plan
  - Project Impacts and Evaluation
  - Qualifications
  - Dissemination Plan
- Resume(s) of Key Personnel (2 pages per person)

# Application Content - Technical Proposal (cont.)

- Budget Narrative and Justification
  - Information needed for each budget category is as follows:
    - Personnel, Fringe Benefits, Travel, Equipment, Supplies, Contractual (i.e., Contracts or Subawards, Other Direct Costs, Indirect Costs)
- Indirect Cost Rate Agreement
- Letters of Commitment
- Current and Pending Support Form

# Evaluation Criteria

- Rationality of Execution and Strength of Partnerships (35 points)
- Project Impact and Dissemination of Results (35 points)
- Staff and Institution Capability to Perform the Work (15 points)
- Match of Budget to Proposed Work (15 points)



# Review and Selection Process

Patricia Wilburg

Program Manager for ITL Grants

Federal Program Officer

# Administrative Review of Applications

- Applications received by the deadline will be reviewed to determine eligibility, completeness, and responsiveness to this NOFO and to the scope of the stated program objectives.
- Applications determined to be ineligible, incomplete, and/or nonresponsive may be eliminated from further review.

# Merit Review

- At least three (3) independent, objective reviewers, who may be Federal employees or non-Federal personnel, will evaluate, and score each eligible, complete, and responsive application based on the evaluation criteria.
- Based on the numerical average of the reviewers' scores, a rank order will be prepared and provided to the Evaluation Panel for further consideration.



# Evaluation Panel

- The evaluation panel may contact applicants via e-mail to clarify contents of an application.
- The evaluation panel will provide a final adjectival rating and written evaluation of the applications to the Selecting Official for further deliberation.

# Selection



- The Selecting Official, the Director of NICE or designee, will make final award recommendations to the NIST Grants Officer based on the recommendation provided by the Evaluation Panel.

# Anticipated Announcement and Award Date

- NIST expects to complete its review, selection of successful applicants, and award processing by September 2025.
- NIST expects the earliest start date for awards under this NOFO to be October 2025.

# Federal Award Notices

- Successful applicants will receive an award package from the NIST Grants Officer.

# Notification to Unsuccessful Applicants

- Unsuccessful applicants will be notified by e-mail and will have the opportunity to receive a debriefing after the opportunity is officially closed.
- Applicants must request within 10 business days of the email notification to receive a debrief from the program office.

# Application Process Tips and Administrative Requirements

Christina Dinh  
NIST Grants Management Specialist

# Ready, Set, Submit!

## Preparation & Submission

Link: <https://sam.gov/content/home>

Help Desk: Monday - Friday from 8am - 8pm EST U.S. calls: 866-606-8220

- 100% FREE to register
- Create an activate your account
- Get a Unique Entity ID
- Register to SAM.gov before Grants.gov
- **Start Early: the process takes about 10 days but may take up to 6 weeks! Same goes for renewals!**
- **If you already have an active account, make sure that the account is not expiring any time soon.**
- **Make sure all Certifications and Representations are completed. *Financial Assistance General Certifications and Representations is a requirement to receive Financial Assistance.***

sam.gov/content/home

An official website of the United States government Here's how you know

Sign In

Home Search Data Bank Data Services Help

**SAM.GOV**

Official U.S. Government Website  
100% Free

The Official U.S. Government System for:

- Contract Opportunities
- Contract Data (Reports ONLY from fpls.gov)
- Wage Determinations
- Federal Hierarchy (Departments and Subtiers)
- Assistance Listings
- Entity Information (Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fpls.gov))
- Entity Reporting (SCR and Bio-Preferred Reporting)

Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders? [View FASCSA Orders](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Entity Status](#)

Already know what you want to find?

Select Domain... e.g. 1606N020Q02



Link: <https://www.grants.gov/applicants/applicant-registration>

Help Desk: 1-800-518-4726 (24/7 excluding holidays) or [support@grants.gov](mailto:support@grants.gov)

- 100% FREE to register
- [User Guide](#)
- [Applicant FAQs](#)
- NOFO link:  
<https://grants.gov/search-results-detail/358792>

The screenshot shows the Grants.gov website interface. At the top, there is a navigation bar with the Grants.gov logo and the tagline 'FIND. APPLY. SUCCEED.'. Below the navigation bar, there is a breadcrumb trail: 'GRANTS.GOV > Forms >'. The main content area features an 'Informative status' section with an information icon and a reminder: 'Reminder: Federal financial assistance award recipients are a crucial part of safeguarding Federal funds and maintaining a secure cyber environment. Check out our [latest blog post](#) to learn more.' Below this, there is a promotional box titled 'Your Team. Your Workspace.' with the text: 'Applying for a funding opportunity is easier and more efficient when your team collaborates. Grants.gov Workspace makes it possible.' and a blue button that says 'Apply for a Grant Using Workspace'. On the right side of the page, there is a red cloud-shaped callout containing the text 'Help | Register | Login'.

# On-Time Submission

**Deadline to submit full applications is *July 1, 2025, by 11:59 p.m. Eastern Time***

**SAM.gov registration must be completed before the deadline**

**Application must be free of Grants.gov errors; corrective submissions must be made BEFORE the submission deadline and will overwrite previous submissions**

**Submit early to allow time to correct any unexpected errors or submission issues**

- Depending on the size of the file, transmittal may take SEVERAL MINUTES to HOURS.
- Don't wait until the deadline date to submit. The system may be slow due to last minute submissions.
- Documents should be uploaded individually

# Tips for Success



- Understand submission process in NOFO
- Understand all required information and documents needed for submission as listed in the NOFO
- SAM.gov registration must be active to apply in Grants.gov
- Designate the proper roles in the systems (ie: Authorized Rep in Grants.gov)
- Utilize “workspace” feature in Grants.gov to draft applications
- Limit application to file size / character limits / page limits
- Late applications will not be accepted
- Use correct UEI and EIN
- Make sure you are using compatible software (ex: Adobe Reader)
- **Register to SAM.gov and Grants.gov early!**

# Administrative Requirements

Uniform Guidance 2 C.F.R Part 200

Department of Commerce Financial Assistance Standard Terms and Conditions, November 12, 2020

# NIST FY25 RAMPS AWARDS



Anticipated Amounts: In Fiscal Year 2025 (FY25), NIST anticipates funding up to **16 awards** for up to **\$200,000 in federal funding** per award and with a project period of performance of up to **2 years**.

Cost Sharing Requirements: Non-federal cost share **IS** required. Specifically, non-federal cost share, including in-kind contributions, in an amount equal to not less than **50 percent of the Federal funds** provided, is required for awards issued pursuant to this NOFO. (Please refer to page 9 of the NOFO for additional details.)

\*Please note that any cost share/non-federal amounts listed in the budget is subject to the same audit requirements as the federal funding amounts.

# SF424- Application for Federal Assistance



Application for Federal Assistance SF-424	
<b>16. Congressional Districts Of:</b>	
* a. Applicant <input type="text"/>	* b. Program/Project <input type="text"/>
Attach an additional list of Program/Project Congressional Districts if needed.	
<input type="text"/>	<input type="button" value="Add Attachment"/> <input type="button" value="Delete Attachment"/> <input type="button" value="View Attachment"/>
<b>17. Proposed Project:</b>	
* a. Start Date: <input type="text"/>	* b. End Date: <input type="text"/>
<b>18. Estimated Funding (\$):</b>	
* a. Federal	<input type="text"/>
* b. Applicant	<input type="text"/>
* c. State	<input type="text"/>
* d. Local	<input type="text"/>
* e. Other	<input type="text"/>
* f. Program Income	<input type="text"/>
* g. TOTAL	<input type="text"/>

**SF424 (Application Form)**  
Estimated funding must include non-Federal Share

When completing the SF424 (application form) do not forget to enter the required non-Federal cost share amount.

\*Please ensure consistency of all numbers for the SF-424 and the budget form and budget narrative.

# BUDGET FORM (SF424A)



## SECTION B - BUDGET CATEGORIES

6. Object Class Categories	GRANT PROGRAM, FUNCTION OR ACTIVITY				Total (5)
	(1) Year 1	(2) Year 2	(3)	(4)	
a. Personnel	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
b. Fringe Benefits	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
c. Travel	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
d. Equipment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
e. Supplies	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
f. Contractual	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
g. Construction	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
h. Other	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
i. Total Direct Charges (sum of 6a-6h)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/>
j. Indirect Charges	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	\$ <input type="text"/>
k. TOTALS (sum of 6i and 6j)	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>
7. Program Income	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>	\$ <input type="text"/>

Use Columns (1) and (2) to reflect the cost for each cost category for each year of the project. These costs should reflect the total Federal share plus non-Federal cost share for each category.

Authorized for Local Reproduction

Standard Form 424A (Rev. 7-97)  
Prescribed by OMB (Circular A-102) Page 1A

SF-424A should reflect the costs for each object class category, to include indirect charges, for the first year and second year of the award. These costs should reflect the total Federal share plus **non-Federal cost share** for each category.

\*Refer to page 10 & 11 of the NOFO for additional details

# BUDGET NARRATIVE REQUIREMENTS



- There is no set format for the Budget Narrative and Justification; however, justification must be provided for the specific cost categories you identified in the SF-424A budget form. Please review the NOFO for the specific information needed for each budget category. (page 14-15 of the NOFO)

\*\*The total dollar amounts listed under each budget category in the Budget Narrative must match the dollar amounts listed on the SF424A and budget form\*\*

- The written justification must include the necessity and the basis for the cost and **must also identify the Federal and non-Federal portion of each cost**, to include indirect costs, as applicable.

\*\*Cost calculations and written justification must be provided for all costs in the Budget Narrative. Be clear on the breakdown of the requested federal vs. cost share amounts for each cost category\*\*

- The budget narrative and justification must align to the same object class categories and amounts listed on the SF-424A form.
- Best estimates are acceptable.
- All proposed costs must be reasonable, allocable, and allowable under [2 C.F.R. Part 200 Subpart E, Cost Principles](#)



# Budget Narrative Content – Personnel & Fringe Costs



## a. Personnel

- Name or TBD
- Salary rate
- Job title
- Commitment of effort on the proposed (average number of hours per week or percentage of time)
- Description of the role and the work to be performed

**Consultants/contracted personnel must be listed under the Contractual budget category.**

## b. Fringe Benefits

- Identified separately from salaries and wages.
- Based on rates determined by organizational policy.
- Costs included as fringe should not be charged under another cost category.

# Budget Narrative Content- Travel & Equipment Costs



## c. Travel

- Include: destination; travel dates and duration of trip; names of travelers or number of people traveling; transportation rate; lodging rate; subsistence rate (per diem); and description of how travel is directly related to the project.
- For travel that is yet to be determined or destinations that are not known, provide best estimates based on prior experience.
- Become familiar with the Fly America Act if proposing foreign travel

## d. Equipment

- Defined as: property with an acquisition **cost of \$5,000 or more and expected service life of more than one year** (unless the organization has established lower levels).
- Items that do not meet the threshold for “equipment” may be placed under the Supplies budget category.
- Identify each piece of equipment, the cost, and provide a description of how it will be used and why it is necessary for the successful completion of the project.
- Prorate costs for equipment that will be used for other purposes besides project-related effort.

# Budget Narrative Content – Supplies and Contractual Costs



## e. Supplies

- Identify each supply item and provide a breakdown of costs by quantity or unit.
- Describe the necessity of the cost for the completion of the project.

## f. Contractual or Subawards

- Treat each contract or subaward as a separate line item.
- Describe the services provided and the purpose.
- Describe the necessity of the contract or subaward.

Contracts are for obtaining goods and services for the Non-Federal Entity's own use and creates a procurement relationship with the contractor.

Subaward is for the purpose of carrying out a portion of a Federal award and creates a Federal assistance relationship with the subrecipient

## g. Construction

Not an allowed cost under this program.

## h. Other Direct Costs

- Costs that do not easily fit into the other cost categories (e.g. conference registration costs).
- Identify the cost and provide a breakdown of the cost by quantity or unit.
- Describe the necessity of the cost for the completion of the project.
- Only allowable costs can be charged to the award.

# Budget Narrative Content – Indirect Costs



## i. Indirect Costs

Indirect costs include business expenses that are not readily identified but are necessary for general operation and conduct of activities.

If indirect costs are included in the proposed budget, provide a copy of the approved negotiated agreement if this rate was negotiated with a cognizant Federal audit agency.

If the successful applicant includes indirect costs in the budget and has not established an indirect cost rate with a cognizant Federal audit agency, the applicant will be required to obtain such a rate in accordance with Section B.06 of the [Department of Commerce Financial Assistance Standard Terms and Conditions, dated November 12, 2020](#)

Alternatively, applicants that do not have a current negotiated (including provisional) indirect cost rate may elect to charge a de minimis rate of 15 percent of modified total direct costs (MTDC). Applicants proposing a 15 percent de minimis rate pursuant to 2 C.F.R. § 200.414(f) should note this election as part of the budget portion of the application

# Cost Share / In-kind Contributions



The applicant's share of expenses may include cash, services, and third-party in-kind contributions, as described at [2 CFR §200.306](#).

The source and detailed rationale of the cost share, including cash, full- and part-time personnel, and in-kind donations, must be documented in the Budget Narrative and Justification submitted with the application and will be considered as part of the review under the evaluation criterion found in Section V of the 2025-NIST-RAMPS-01 NOFO.

## Examples of In-Kind that can be used as the required Cost Share would be:

- An organization donating an employee's time to the project. The employee is paid by their own organization and not charged to the federal award. The employee would need to track their time for this project, and it should be reflected in the accounting records. The expense for the employee's time on the project would qualify as an In-Kind contribution and can be attributed to the non-federal cost share.
- Work or Event Space is donated. The In-kind amount would be the prevailing rate for the space or what you would have paid if it was rented.
- Donated items are eligible as In-Kind and should use the fair market value of goods and services and must be documented

# Unallowable Costs- Funding Restrictions



## Unallowable Costs

- Profit and fees
- Application writing and/or development
- Any cost disallowed by 2 CFR Part 200

## Funding Restrictions

Construction activities are not an allowable cost under this program. In addition, a recipient or a subrecipient may not charge profits, fees or other increments above cost to an award issued pursuant to the NOFO.

Applications for product development and/or commercialization are not considered responsive to the NOFO.

# Reporting Requirements



## Reporting Requirements:

- **Financial Reports.** Each award recipient will be required to submit an SF-425, Federal Financial Report on a semi-annual basis for the periods ending March 31 and September 30 of each year. Reports will be due within 30 days after the end of the reporting period. A final financial report is due within 120 days after the end of the project period.
  - *\*Please note that cost share should also be reflected in the financial reports and should be drawn down at the same rate as other federal funds.*
- **Performance (Technical) Reports.** Each award recipient will be required to submit a technical progress report on a semi-annual basis for the periods ending March 31 and September 30 of each year. Reports will be due within 30 days after the end of the reporting period. A final technical progress report is due within 120 days after the end of the project period. **In addition** to the information prescribed in [2 C.F.R. § 200.329](#), **the final** performance report shall include:
  - An assessment of efforts made by the regional alliance or partnership to carry out the project.
  - The metrics used by the regional alliance or partnership to measure the success of the efforts of the regional alliance or partnership under the cooperative agreement.



# Award Payments



- Award funds are paid electronically through the Automated Standard Application for Payment (ASAP) system managed by the US Treasury.
- Successful applicants will be required to enroll and create a profile, if not enrolled already. See [www.asap.gov](http://www.asap.gov) for more information.

# Questions?

Subject Area	Point of Contact
Programmatic and Technical Questions	Susana Barraza Phone: 240-457-2638 E-mail: <a href="mailto:Susana.Barraza@nist.gov">Susana.Barraza@nist.gov</a> with '2025-NIST-RAMPS-01' in subject line
Technical Assistance with Grants.gov Submissions	<a href="https://grants.gov">grants.gov</a> Phone: 800-518-4726 E-mail: <a href="mailto:support@grants.gov">support@grants.gov</a>
Grant Rules and Regulations	Nuria Martinez E-mail: <a href="mailto:nuria.martinez@nist.gov">nuria.martinez@nist.gov</a> Email: <a href="mailto:nofo@nist.gov">nofo@nist.gov</a> with '2025-NIST-RAMPS-01' in subject line E-mail: <a href="mailto:nofo@nist.gov">nofo@nist.gov</a>

# Helpful Information

## Deadline to Apply:

Tuesday, July 1, 2025, by 11:59  
p.m. Eastern Time.

## Link to opportunity on Grants.gov:

[https://grants.gov/search-  
results-detail/358792](https://grants.gov/search-results-detail/358792)

## LEARN MORE

- 2016 RAMPS Pilot Programs and NIST Publication on Roadmaps to Successful RAMPS
  - Learn more at [nist.gov/nice/ffo](https://nist.gov/nice/ffo)
- 2025 RAMPS Program:
  - Webinar recording
  - Grants.gov information
  - ASAP.gov information
  - [nist.gov/news-events/events/2025/05/applicants-webinar-2025-nice-ramps-funding-opportunity](https://nist.gov/news-events/events/2025/05/applicants-webinar-2025-nice-ramps-funding-opportunity)
- NICE Webinar: Community-Based Partnerships for Cybersecurity
  - View recording: [nist.gov/nice/webinars](https://nist.gov/nice/webinars)

**Thank you**

**NLST** }  **NICE**