



**Notice of Funding Opportunity for the Manufacturing
Cybersecurity Program (“MCP”)**
NOFO No. 2025-CAM-02

Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581-3340
<http://www.masstech.org>

Procurement Team Leader:	Richard Cook
Date Issued:	10/4/2024
Questions Due:	Rolling
Answers to Questions Posted:	Rolling
Responses Due:	6/27/2025 By 5:00pm EST

1. INTRODUCTION

1.1 Overview

The Center for Advanced Manufacturing, a division of the Massachusetts Technology Collaborative ("Mass Tech Collaborative" or "MassTech") is issuing this Notice of Funding Opportunity for the Manufacturing Cybersecurity Program (NOFO No.2025-CAM-02) (the "NOFO") to solicit responses from qualified firms ("Respondents") interested in receiving grant funding to enhance cybersecurity infrastructure to meet requirements from customers, strengthen the security of their networks, and allow them to enter additional markets (the "Project"). This NOFO is a competitive process; Respondent's submissions shall be compared and evaluated pursuant to the evaluation criteria set forth in this NOFO.

Mass Tech Collaborative will be the contracting entity on behalf of the Center for Advanced Manufacturing for the purposes of this NOFO, and (except where the specific context warrants otherwise), the Center for Advanced Manufacturing and Mass Tech Collaborative are collectively referred to as Mass Tech Collaborative or MassTech. MassTech will enter into an **MCP Capital Matching Grant Agreement** with selected Respondents' chosen Collaborating Partners (see Section 2 for application and contracting details), containing certain standard provisions (the "Agreement"), located [HERE](#) under Receiving a Grant from MassTech.

1.2 Mass Tech Collaborative and the Center for Advanced Manufacturing

Mass Tech Collaborative is an independent public instrumentality of the Commonwealth of Massachusetts chartered by the Commonwealth to serve as a catalyst for growing its innovation economy. Mass Tech Collaborative brings together leaders from industry, academia, and government to advance technology-focused solutions that lead to economic growth, job creation, and public benefits in Massachusetts. For additional information about Mass Tech Collaborative and its programs and initiatives, please visit our website at www.masstech.org.

The mission of CAM is to foster the most complete, most connected, and fastest manufacturing ecosystem from innovation through production. CAM increases its impacts on the manufacturing sector by:

- Aligning investments in manufacturing with the state's vision;
- Leveraging existing programs for increased regional impact;
- Supporting new initiatives from the Advanced Manufacturing Collaborative (AMC);
- Ensuring a deep pipeline for all programs; and
- Tracking outcomes and efficacy of its programs.

For more information about CAM and its programs and activities generally, please visit the web site at <https://cam.masstech.org>.

2. The Grant

2.1 Grant Overview

MassTech's Manufacturing Cybersecurity Program (the "MCP") provides up to \$30,000 in capital cost share for cybersecurity infrastructure improvement projects located within the Commonwealth's borders, as part of the state's on-going commitment to the manufacturing industry.

The MCP aims to help Massachusetts-based small to medium sized manufacturers enhance cybersecurity infrastructure to meet requirements from customers, strengthen the security of their networks, and allow them to enter additional markets.

The MCP:

- **Provides CAPITAL:** Through necessary capital equipment purchases, a manufacturer will improve its cybersecurity infrastructure to help to meet cyber requirements including CMMC, ISO 27001, AICPA SOC2, or other mappable, equivalent cybersecurity frameworks.
- **Creates PARTNERSHIPS:** This program aims to make connections between manufacturers and non-profit partners to help build an ecosystem of support for our manufacturers to collaborate and rely on. These partnerships will provide assistance to help with assessments, requirements, equipment acquisition, or other cybersecurity standard compliance support. **Manufacturers must submit the NOFO application as the Respondent, and are required to collaborate with a non-profit, institution of higher education (community college or above), or quasi-public entity, legally organized in Massachusetts to receive funding (a “Collaborating Partner”).** The manufacturer and the collaborating partner should work to define the responsibilities and tasks of the Collaborating Partner which must be outlined as part of the proposal. Any contractual obligations or administrative fees to be paid by the manufacturer for the collaboration should be discussed and agreed to by the manufacturer and Collaborating Partner prior to the submission of the application.

2.2 Grant Requirements and Guidance

<p>Eligible Expenses</p>	<p>Grants are available for capital purchases of cybersecurity infrastructure only. Any capital expenditure to be funded by MassTech under this NOFO must be one that will be accounted for by the recipient of the equipment in its financial records as a capital expenditure under Generally Accepted Accounting Principles (“GAAP”).</p> <p>Such capital expenditures could include expenditures for the purchase of new or used cybersecurity-related equipment such as badge readers, cameras, servers, network switches, or security appliances such as firewalls. The acquisition of land and existing facilities, construction of new buildings, and the renovation of existing buildings are not allowable capital expenditures in this NOFO. Salaries of individuals at the manufacturers, as well as other operating costs including training, are not capital expenditures in this NOFO.</p> <p>Work that has been completed or equipment purchased prior to the application submission date <i>is not</i> allowable for reimbursement with grant funds. Capital equipment may be ordered once the application has been submitted, however the manufacturer will assume all project costs if the application is not selected for an award. If a deposit on the equipment is a commitment to purchase, then it cannot be done prior to application submission.</p> <p>If an awardee’s original project scope changes, MassTech reserves the right to rescind funding upon review of requested changes. If funding is rescinded, any funding that has been spent will be required to be returned.</p>
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Eligible Locations	<p>All equipment must remain in Massachusetts for a minimum of five (5) years after installation. If the manufacturer is acquired or moves out of state prior to expiration of the five (5) years then, at MassTech’s sole discretion, the equipment may need to: (1) be sold by the manufacturer and the proceeds returned to MassTech for use by a nonprofit or academic ecosystem partner, or (2) be returned to MassTech for transfer to an academic or nonprofit partner.</p>
Eligible Applicants and Contracting Specifications	<p>Manufacturers must complete a third-party cybersecurity assessment prior to, but not more than twelve months before, applying to this NOFO.</p> <p>Manufacturers must apply directly for grants as the Respondent to this NOFO, however applications must include a collaboration between the manufacturer and a non-profit, an institution of higher education (community college or above), or other public or quasi-public entity legally organized in Massachusetts (a Collaborating Partner).</p> <p>MassTech will contract directly with the Collaborating Partner, NOT the Respondent. Manufacturers’ project specifications will be set forth in the grant agreement under which the Collaborating Partner will be the prime contractor; grant funds will flow directly to the Collaborating Partner, and the Collaborating Partner will be responsible for ensuring all contractual requirements are met, including invoicing MassTech and reimbursing their manufacturer. Manufacturers are responsible for ensuring their Collaborating Partner understands and accepts these requirements before applying to this NOFO.</p> <p>Equipment purchased with grant funds will be owned by the manufacturer.</p> <p>Manufacturers and their Collaborating Partner should review the template MCP Capital Matching Grant Agreement located HERE, under Receiving a Grant from MassTech, to ensure understanding of the requirements. Collaborating Partners’ exceptions to the MCP Capital Matching Grant Agreement, if any, must be submitted with the application.</p> <p>Grants shall be awarded in a manner that promotes geographic, social, racial, and economic equity.</p>
Duration of Contracts	<p>All cost share funds should be drawn within twelve (12) months of notification of award. Agreements may span multiple fiscal years if the equipment purchased spans multiple fiscal years, but this should be specified in the Application. The fiscal year is from July 1 - June 30.</p> <p>Please indicate how much the proposed funds are expected to be incurred by June 30, 2025, and how much will be drawn in the following fiscal period.</p>

Required Matching Contribution	<p>A minimum of a 1:1 cost share is required. The match can be in the form of cash or in-kind contributions (i.e. contributed or donated labor, employee training, donated equipment, or materials) from the applicant, third parties, other private investments, or federal grants. Fees previously incurred from the required third-party cybersecurity assessment may count towards 1:1 cost share. Any fees required from the non-profit partner can be considered as part of the manufacturer's cost share but cannot be an allowable grant funded cost. Cash and other match from other State sources, such as a state agency or state institution of higher education, cannot be used to satisfy matching requirements.</p> <p>The match should either specifically cover a portion of the actual costs of the grant-funded project or must be necessary and directly related to the accomplishments of the project objectives.</p> <p>The match may be recognized as of the full application date, must be recorded and verifiable from the applicant's records, and cannot be included as contributions to or match for any other project.</p>
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2.3 Evaluation Process and Criteria

Proposals will be reviewed, evaluated, and approved upon receipt of a completed proposal that is responsive to the NOFO's requirements and includes all required application components. As part of the selection process, Mass Tech Collaborative may invite a Respondent to answer questions regarding their application in person or in writing. In its sole discretion, Mass Tech Collaborative may also choose to enter into a negotiation period Respondent(s) and then ask the Respondent(s) to submit an updated Application and budget.

The order of these factors does not generally denote relative importance. Lack of debarment status by both the state and federal government is also required.

Mass Tech Collaborative reserves the right to consider such other relevant factors which will be evaluated based on combinations of criteria that includes but are not limited to:

- Projects that advance the recipient's progress towards meeting a cybersecurity standard such as CMMC, ISO 27001, AICPA SOC2, or other mappable equivalent cybersecurity frameworks
- Likelihood that the proposed enhanced cybersecurity infrastructure will enable the Applicant to enter new or existing markets enabled because of enhanced cybersecurity infrastructure.
- How the collaboration with a partner will help drive support, business connections and growth
- Contributions to geographic, social, racial and economically equitable outcomes

3. APPLICATION PROCESS

3.1 Application and Submission Instructions

Respondents are cautioned to read this NOFO carefully and to conform to its requirements. Failure to comply with the requirements of this NOFO may serve as grounds for rejection of an application.

PLEASE REMEMBER: The grant agreement with MassTech must be signed by the Collaborating Partner, not Respondent, and the Collaborating Partner will be responsible for administering the grant agreement and all obligations thereunder. This requirement should be discussed and agreed to by Respondent and Collaborating Partner prior to submission of the application, and the Collaborating Partner should review MassTech’s **MCP Capital Matching Grant Agreement**, located [HERE](#) under Receiving a Grant from MassTech.

- a. All Applications must be submitted electronically [HERE](#).
- b. **Applications must include:**
 - A description of Respondent (including employee number and industry)
 - The details of Respondent's proposed project. This should include:
 - How the purchased equipment will advance the Respondent’s progress towards meeting a cybersecurity standard such as CMMC, ISO 27001, AICPA SOC2, or other mappable equivalent cybersecurity frameworks
 - How the proposed enhanced cybersecurity infrastructure will enable Respondent to enter new or existing markets
 - How Respondent plans to collaborate with a partner to drive support, business connections and growth
 - Confirmation that a third-party cybersecurity assessment was completed prior to, but not more than twelve months before, the date of application.
 - A project budget based on [this template](#)
 - The Collaborating Partner’s exceptions to the **MCP Capital Matching Grant Agreement**, located [HERE](#), under Receiving a Grant from MassTech.
- c. Any and all responses, applications, data, materials, information and documentation submitted to Mass Tech Collaborative in response to this NOFO shall become Mass Tech Collaborative’s property and shall be subject to public disclosure. As a public entity, the Mass Tech Collaborative is subject to the Massachusetts Public Records Law (set forth at Massachusetts General Laws Chapter 66). There are very limited and narrow exceptions to disclosure under the Public Records Law. If a Respondent wishes to have the Mass Tech Collaborative treat certain information or documentation as confidential, the Respondent must submit a written request to the Mass Tech Collaborative’s General Counsel’s office no later than 5:00 p.m. fourteen (14) business days prior to the required date of application submission. The request must precisely identify the information and/or documentation that is the subject of the request and provide a detailed explanation supporting the application of the statutory exemption(s) from the public records cited by the Respondent. The General Counsel will issue a written determination within ten (10) business days of receipt of the written request. If the General Counsel approves the request, the Respondent shall clearly label the relevant information and/or documentation as “**CONFIDENTIAL**” in the Application. Any statements in an Application reserving any confidentiality or privacy rights that is inconsistent with these requirements and procedures will be disregarded.

3.2 Application Timeframe

The application process will proceed according to the following schedule. The target dates are subject to change. Therefore, Respondents are encouraged to check Mass Tech Collaborative’s website frequently for updates to the schedule.

Task	Date
NOFO Released	10/4/2024
Informational Webinar	10/16/2024 @11:00am EST
Questions Due	Rolling

Question and Answer File Posted	Rolling
Applications Due	6/27/2025 @5:00 PM EST

3.3 Questions

Questions regarding this NOFO must be submitted by electronic mail to proposals@masstech.org with the following Subject Line: "Questions – NOFO No. 2025-CAM-02". Responses to all questions received will be posted on a rolling basis to Mass Tech Collaborative and Commbuys website(s).

3.4 Respondents' Webinar

An informational webinar will be held on 10/16/2024 @11AM. All potential Respondents interested in participating in the informational session must register here:

https://us02web.zoom.us/webinar/register/WN_iBq1LhJBQhKZOrfR0pbXwQ

Mass Tech Collaborative will post summary responses to procedural questions and issues addressed at the webinar [here](#) and the [Commbuys](#) websites.

4.0 GENERAL CONDITIONS

4.1 General Information

- a) If an application fails to meet any material terms, conditions, requirements or procedures, it may be deemed unresponsive and disqualified. The Mass Tech Collaborative reserves the right to waive omissions or irregularities that it determines to be not material.
- b) This NOFO, as may be amended from time to time by Mass Tech Collaborative, does not commit Mass Tech Collaborative to select any organization(s), award any grant funds pursuant to this NOFO, or pay any costs incurred in responding to this NOFO. Mass Tech Collaborative reserves the right, in its sole discretion, to withdraw the NOFO, to engage in preliminary discussions with prospective Respondents, to accept or reject any or all Applications received, to request supplemental or clarifying information, to negotiate with any or all qualified Respondents, and to request modifications to Applications in accordance with negotiations, all to the same extent as if this were a Request for Information.
- c) On matters related solely to this NOFO that arise prior to an award decision by the Mass Tech Collaborative, Respondents shall limit communications with the Mass Tech Collaborative to the Procurement Team Leader and such other individuals as the Mass Tech Collaborative may designate from time to time. No other Mass Tech Collaborative employee or representative is authorized to provide any information or respond to any questions or inquiries concerning this NOFO. Respondents may contact the Procurement Team Leader for this NOFO in the event this NOFO is incomplete.
- d) The Mass Tech Collaborative may provide reasonable accommodations, including the provision of materials in an alternative format, for Respondents with disabilities or other hardships. Respondents requiring accommodations shall submit requests in writing, with supporting documentation justifying the accommodations, to the Procurement Team Leader. The Mass Tech Collaborative reserves the right to grant or reject any request for accommodations.
- e) Respondent's Application shall be treated by the Mass Tech Collaborative as an accurate statement of Respondent's capabilities and experience. Should any statement asserted by Respondent prove to be inaccurate or inconsistent with the foregoing, such inaccuracy or

inconsistency shall constitute sufficient cause for Mass Tech Collaborative in its sole discretion to reject the Application and/or terminate of any resulting Agreement.

- f) Costs that are not specifically identified in the Respondent's response and/or not specifically accepted by Mass Tech Collaborative as part of the Agreement will not be compensated under any contract awarded pursuant to this NOFO.
- g) Mass Tech Collaborative's prior approval is required for any subcontracted services under any Agreement entered into as a result of this NOFO. The selected Respondent will take all appropriate steps to assure that minority firms, women's business enterprises, and labor surplus area firms are used when possible. The selected Respondent is responsible for the satisfactory performance and adequate oversight of its subcontractors. Subcontractors are required to meet the same requirements and are held to the same reimbursable cost standards as the selected Respondent.
- h) Submitted responses must be valid in all respects for a minimum period of sixty (60) days after the deadline for submission.
- i) Mass Tech Collaborative reserves the right to amend the Agreement at any time prior to execution. Respondents should review the Agreement as they are required to specify any exceptions to the Agreement and to make any suggested counterproposal in their Application. A failure to specify exceptions and/or counterproposals will be deemed an acceptance of the Agreement's general terms and conditions, and no subsequent negotiation of such provisions shall be permitted.

4.2 Posting of Modifications/Addenda to NOFO

This NOFO has been distributed electronically using the Mass Tech Collaborative and Commbuys websites. If Mass Tech Collaborative determines that it is necessary to revise any part of this NOFO, or if additional data is necessary to clarify any of its provisions, an addendum will be posted to the websites. It is the responsibility of each potential Respondent to check the Mass Tech Collaborative, the Innovation Institute and Commbuys websites for any addenda or modifications to the NOFO. The Mass Tech Collaborative accepts no liability and will provide no accommodation to Respondents who submit a response based on an out-of-date NOFO.