



**Notice of Funding Opportunity 2025-JAII-04 for the  
Regional Robotics Ecosystem Grant Program**

**NOFO No. 2025-JAII-04**

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

**Procurement Team Leader: Peter Haas**

<b>NOFO Issued:</b>	<b>2/3/2025</b>
<b>Questions Due:</b>	<b>Rolling</b>
<b>Answers to Questions Posted:</b>	<b>Within one week of receipt</b>
<b>Responses Due:</b>	<b>Rolling</b>

## 1. Introduction

### 1.1 Overview

The Robotics Department at the Innovation Institute, a division of the Massachusetts Technology Collaborative ("Mass Tech Collaborative" or "MassTech"), is issuing this Notice of Funding Opportunity for funding from the Regional Robotics Ecosystem Grant Program (the "NOFO") to solicit responses from potential ecosystem partners that can contribute to the growth and diversification of the Massachusetts robotics ecosystem. The Innovation Institute will provide strategic support to "regional robotics ecosystem partners" on a competitive basis via this ecosystem support grant program in order to expand capacity for robotics research, commercialization, and talent development in geographically diverse regions of the Commonwealth. This NOFO seeks innovative project proposals aimed at increasing the geographic and programmatic diversity of the robotics ecosystem across the Commonwealth, making robotics more accessible in underserved regions or expanding robotics applications to new industry sectors.

Mass Tech Collaborative will be the contracting entity on behalf of the Innovation Institute for the purposes of this NOFO, and (except where the specific context warrants otherwise), the Innovation Institute and Mass Tech Collaborative are collectively referred to as Mass Tech Collaborative or MassTech. Mass Tech Collaborative will enter into a **Subaward Grant Agreement** with selected Respondents containing certain standard provisions (the "Agreement"), located [HERE](#)

### 1.2 Massachusetts Technology Collaborative (Mass Tech Collaborative)

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](http://www.masstech.org).

Established in 2004 as a division of Mass Tech Collaborative, the Innovation Institute works to support key industry clusters and to improve conditions for growth in the Commonwealth's Innovation Economy. The 'Innovation Economy' can be described as the economy that transforms knowledge into new ideas, ways or patterns of thinking, products, processes and services that fuel economic growth, create employment and wealth, and generate significant improvements in the region's standard of living. The Innovation Institute provides targeted, expert services, often accompanied by investments, to support the growth and enhance the competitiveness of key industry clusters in the Commonwealth's knowledge economy. For more information about the Innovation Institute and its activities and investments, please visit the web site at [www.masstech.org/innovation-institute](http://www.masstech.org/innovation-institute).

## 2. The Grant Opportunity

### 2.1 Background/Overview of the Massachusetts Robotics Ecosystem

Massachusetts is a national leader in robotics innovation, hosting more than 400 robotics companies, more than 70 dedicated R&D labs, and a strong network of academic and industry leaders. This thriving ecosystem, anchored by Boston and enriched by venture capital, a startup community, and educational institutions, forms the backbone of the Commonwealth's robotics sector. However, further steps are needed to broaden the market and geographic diversity of robotics to secure Massachusetts' leadership

and expand access statewide. For more information about the Massachusetts Robotics Ecosystem, please see [From Innovation to Integration](#), an ecosystem report published by the MassTech Robotics Department.

## 2.2 Scope

Proposals should meet at least one of the following three interest areas.

### 1. *Sector Expansion*

While Massachusetts has a vibrant robotics ecosystem that spans over 15 sectors, many robotics startups encounter challenges finding a solid product-market fit. Established industries, such as healthcare and logistics, are highly competitive, creating high barriers to success for new entrants. By widening the robotics landscape to include emerging sectors, we can unlock new applications and commercial opportunities. Some examples include textile manufacturing, assistive technology, and embodied AI for a variety of purposes. The goal is to expand the robotics ecosystem into these new fields, creating more viable pathways for startups to achieve sustainable growth and to diversify the Massachusetts robotics landscape.

### 2. *Regional Distribution*

Despite its statewide economic potential, much of the robotics ecosystem is concentrated around Boston and the 495 belt. Smaller clusters exist in Worcester, Lowell, Pittsfield, and other regions. However, these clusters require further support and resources to achieve critical mass. By expanding these existing hubs and establishing new ones, MassTech aims to enhance statewide access to robotics education, training, commercialization and employment opportunities.

Proposals are encouraged to define the scale and geographic scope of the region they intend to impact. MassTech is especially interested in projects that:

Grow Existing Clusters: Support and amplify robotics activities in areas like Worcester and Lowell, which already have foundational assets but lack the density and resources of Boston.

Create New Clusters: Foster new robotics communities in underserved regions, including the Berkshires, Pioneer Valley, and Southeast Massachusetts, where innovation and job growth in robotics can provide broad economic benefits.

MassTech does not prescribe specific regional definitions, favoring a flexible approach that allows applicants to define the target area based on their project's potential impact. Applicants proposing localized initiatives must demonstrate a compelling need and show how their projects align with the Commonwealth's broader goals of equitable economic growth.

### 3. *Collaboration and Community Building*

MassTech values initiatives that focus on building a collaborative robotics ecosystem that reaches beyond the proposing organization. Projects should aim to foster a sense of community and interconnection among local and regional players, promoting partnerships between educational institutions, industry, government, and local organizations. Ultimately, the objective is to create a more resilient and interconnected robotics ecosystem that will benefit all Massachusetts residents.

## **2.3 Eligibility Requirements**

Eligible applicants must be not-for-profit organizations, which include economic development agencies, industry associations, and educational institutions. While for-profit businesses are not eligible to be recipients of an award, the commitment and participation of industry will be evaluated as an essential element of any proposal.

## **2.4 Distribution of Funds**

The Innovation Institute welcomes the opportunity to make seed investments for pilots and new, and novel projects through the Regional Robotics Ecosystem Grant program. For larger-scale projects, individual awards can range up to \$150,000. On a limited and exceptional basis, applicants may approach the Innovation Institute to discuss larger funding amounts justified by a truly unique opportunity to address a compelling need. This NOFO is on a rolling basis until funds are expended. Please note that awards granted through this NOFO are primarily funded from the American Rescue Plan Act (ARPA), State and Local Fiscal Recover Funds. As such, all funds must be fully expended by December 31, 2026.

## **3. Evaluation Guidelines**

Applications will be reviewed against the specific criteria listed below to determine the extent to which they meet the objectives of the Regional Robotics Ecosystem Grant Program as outlined above.

Applicants should meet the following criteria and describe the extent to which:

- The project demonstrates knowledge and understanding of the local, regional, and/or statewide robotics ecosystem.
- The proposed project is part of, integrated into, and/or aligned with broader, comprehensive strategies for economic development within the robotics ecosystem.
- The project identifies and addresses ways to enhance prevailing economic conditions and expand economic opportunity for a targeted region, sector, or community.
- The funds will be used to build capacity in the robotics ecosystem and support the conditions for business formation, and/or job creation.
- The work outline represents a compelling concept for addressing a priority unmet need that contributes to or supports a robotics ecosystem in the Commonwealth. In addition, the applicant represents the likelihood of a high degree of success for the proposed project and a commitment to evaluating and assessing prospects for longer-term sustainability, as necessary and applicable.
- The plan for the use of funds articulates milestones and can produce measurable outcomes in the given timeframe.
- A plan exists to monitor the project's progress.
- The project provides a clear decision-making process along with the appropriate project governance.

## **4 APPLICATION PROCESS**

### **4.1 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.

**Applications must be delivered electronically to:** [proposals@masstech.org](mailto:proposals@masstech.org), [haas@masstech.org](mailto:haas@masstech.org), and [rameshwar@masstech.org](mailto:rameshwar@masstech.org) (please include the NOFO number in the subject heading)

Required Submissions- All Applications must include the items listed below:

- 1) Application Cover Sheet ([Attachment A](#))
- 2) Application, which shall include:
  - a. A description of the entity responding to the NOFO (including descriptions of proposed subcontractors, if any) and the entity's qualifications to perform the project.
  - b. A detailed project description highlighting the project's goals, activities, and anticipated impact on the robotics sector in Massachusetts, which addresses the evaluation criteria outlined in Section 3.
  - c. A high-level timeline and a set of concrete deliverables or key milestones to achieve the project's objectives.
  - d. A high-level description of the project's budget outlining key budgetary categories and associated timelines.
- 3) Utilizing the Budget Template ([Attachment C](#)), provide the total not-to-exceed costs for the project based on projected hours, proposed hourly rates, and any other appropriate costs. List additional fees, overhead charges, or reimbursable expenses, if any. As a general policy, the Mass Tech Collaborative does not pay mark-ups on reimbursables or out-of-pocket expenses. The Mass Tech Collaborative also does not pay for word processing, overtime, or meals. For travel costs, the Mass Tech Collaborative pays the IRS rate per mile.
- 4) Respondent's W-9
- 5) Authorized Application Signature and Acceptance Form ([Attachment B](#)). **By executing the Authorized Respondent's Signature and Acceptance Form and submitting a response to this NOFO, Respondents certify that they (1) are in compliance with the terms, conditions and specifications contained in this NOFO, (2) acknowledge and understand the procedures for handling materials submitted to the Mass Tech Collaborative as set forth in subsection 4.1.1 below, (3) agree to be bound by those procedures, and (4) agree that the Mass Tech Collaborative shall not be liable under any circumstances for the disclosure of any materials submitted to the Mass Tech Collaborative pursuant to this NOFO or upon the Respondent's selection.**
- 6) Exceptions to the *Subaward Grant Agreement*, located at [HERE](#), if any.

**4.1.1** 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

## **4.2 Application Timeframe**

Applications will be received on a rolling basis until funds are expended. **Please note** that awards granted through this NOFO are primarily funded from the American Rescue Plan Act (ARPA), State and Local Fiscal Recover Funds. As such, all project funds must be fully expended by December 31, 2026.

<b>Task</b>	<b>Date:</b>
NOFO Released	<b>2/3/2025</b>
Questions Due	<b>Rolling</b>
Answers to Questions Posted	<b>Within one week of receipt of question</b>
Applications Due	<b>Rolling</b>
Notification of Award	<b>Rolling</b>

**4.3 Questions**

Questions regarding this NOFO must be submitted by electronic mail to [proposals@masstech.org](mailto:proposals@masstech.org) with the following Subject Line: "Questions – NOFO No. 2025-JAII-04 ". Responses to all questions received will be posted within a week of receipt to Mass Tech Collaborative and Comm-Buys website(s).

**5.0 GENERAL CONDITIONS**

**5.1 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 firm(s), award any contracts for services 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.
- 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.
- j. The MassTech Collaborative embraces a workplace where the values of diversity and inclusion support varying perspectives and backgrounds to produce a richer environment. MassTech expects Respondents as well as all our consultants, contractors and vendors, to demonstrate a similar commitment and, pursuant to 2 C.F.R. § 200.321(a), take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible. If Respondent will be subcontracting under this NOFO, affirmative steps must include at least the following six steps: 1. Placing qualified small and minority businesses and women's business enterprises on NOFO lists; 2. Assuring that small and minority businesses and women's business enterprises are solicited whenever they are potential sources; 3. Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises; 4. Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; 5. Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce; and 6. Requiring all subcontractors to take the same affirmative steps as listed in numbers 1 through 5.
- k. Respondent shall not discriminate against any qualified employee or applicant for employment because of race, color, national origin, ancestry, age, sex, religion, physical or mental handicap, or sexual orientation. Respondents shall comply with all applicable Federal and State statutes, rules and regulations prohibiting discrimination in employment including but not limited to: the Americans with Disabilities Act, as amended (42 U.S.C. §§ 12101 et seq.), Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. § 794), Title VI of the Civil Rights Act of 1964, as amended (42 U.S.C. §§ 2000d et seq.), the Age Discrimination Act of 1975, as amended (42 U.S.C. §§ 6101 et seq.), M.G.L. c. 151B, M.G.L. c. 272 §§ 92A, 98, and 98A, M.G.L. c. 111 § 199A, 42 U.S.C. 9918 (c) and 45 C.F.R. 80.
- l. Byrd Anti-Lobbying Amendment (31 U.S.C. 1352) – Respondent's that are awarded an amount exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of

Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

- m. Debarment and Suspension- (Executive Orders 12549 and 12689) – Respondents understand that a contract award may not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM).
- n. Respondent's must be able to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).
- o. As appropriate and to the extent consistent with law, Respondents should, to the greatest extent practicable, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States. The requirements of this section must be included in all contracts and sub awards awarded hereunder.
- p. Respondent understands and agrees that the Executive Office of Economic Development ("EOED") staff and authorized representatives may evaluate any subcontractors with whom Mass Tech Collaborative executes a contract or other form of legal agreement in order to complete the activities funded under this NOFO, through ongoing monitoring. As deemed appropriate by EOED, EOED's staff and authorized representatives may also conduct further reviews and site-visits during the contract term, which may include fiscal reviews. EOED staff shall use interviews, inspection of files, site visits and direct observation to identify program areas of concern so that contractors can improve their productivity, efficiency, quality, and management capacity.
- q. The awarded Respondent shall maintain and utilize systems and procedures to prevent, detect, and correct fraud, waste, and abuse in activities funded under this NOFO.
- r. Pursuant to 2 C.F.R. § 200.303, the awarded Respondent shall establish effective control over, and accountability for, all funds, property, and other assets funded under this NOFO and assure that they are used solely for authorized purposes.
- s. The awarded Respondent shall maintain an accounting system and supporting fiscal records adequate to audit and otherwise verify that assistance payments and administrative costs meet Federal and State requirements.
- t. The Awarded Respondent shall use its best efforts to ensure that it will not knowingly use contract funds to purchase, or enter into contracts to purchase, any equipment, services, or systems that use prohibited telecommunications equipment or services as a substantial or essential component of a system subject to 2 CFR § 200.216.

## **5.2 Posting of Modifications/Addenda to NOFO**

This NOFO has been distributed electronically using the Mass Tech Collaborative and COMMBUYS websites. If the 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 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.



**Attachment A**  
**Application Cover Sheet**

Name of Respondent			
Mailing Address	City/Town	State	Zip Code
Telephone	Fax	Web Address	
Primary Contact for Clarification		Primary Contact E-mail Address	
Authorized Signatory		Authorized Signatory E-mail Address	
Legal Status/Jurisdiction (e.g., a Massachusetts Corporation, LLC, LLP, etc.)		Respondent's UEI No.	

**Attachment B**  
**Massachusetts Technology Collaborative**  
**Authorized Respondent's Signature and Acceptance Form**

The undersigned is a duly authorized representative of the Respondent listed below. The Respondent has read and understands the NOFO requirements. The Respondent acknowledges that all of the terms and conditions of the NOFO are mandatory, and that Respondent's response is compliant with such requirements.

The Respondent understands that, if selected by the Mass Tech Collaborative, the Respondent and the Mass Tech Collaborative will execute an Agreement specifying the mutual requirements of participation. The undersigned has either (*please check one*):

specified exceptions and counter-proposals to the terms and conditions of the [Subaward Grant Agreement](#); or

agrees to the terms and conditions set forth therein;

The undersigned acknowledges and agrees that the failure to submit exceptions and counter-proposals with this response shall be deemed a waiver, and the Agreement shall not be subject to further negotiation.

Respondent agrees that the entire bid response will remain valid for sixty (60) days from receipt by the Mass Tech Collaborative.

I certify that Respondent is in compliance with all corporate filing requirements and State tax laws.

I further certify that the statements made in this response to the NOFO, including all attachments and exhibits, are true and correct to the best of my knowledge.

Respondent: \_\_\_\_\_  
(Printed Name of Respondent)

By: \_\_\_\_\_  
(Signature of Authorized Representative)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Attachment C**  
**Budget Template**

**SEE EXCEL SPREADSHEET**