



Grants Management Solutions



The Challenge

Over 20% of federal spending takes the form of grants, which fund state and local governments, non-profit and private organizations, and individuals. Grant-making agencies are responsible for achieving their missions, which can be difficult when grantors do not have direct control of grantees. Even without direct control, agencies must comply with federal law and implement strong financial controls. Agencies must also keep their administrative costs low in order to maximize funds going to the grants and to the mission.

The REI Solution

Grants management isn't just something we do – it's in our DNA.

REI combines more than 25 years of experience implementing advanced technologies with our deep understanding of the business challenges, drivers, and desired outcomes of complex grant programs. Our full lifecycle solutions assist agencies with executing grant processes, monitoring finances, and managing overall performance. We know how the most successful agencies issue complex grants efficiently and get the best results from their grantees – ranging from positive healthcare outcomes to disaster response, or from innovative scientific research to early childhood programs.

Understand Agency, Mission, Grantees, and Beneficiaries



Federal grant programs are complex, and one size does not fit all. REI's first job is to understand your agency – its mission, methods, and expectations. We also know that your success depends upon your grantees; you won't achieve your mission, and beneficiary needs won't be met, if your grantees do not succeed too. At REI, we help you get the best results by building solutions that align your agency mission with grantee needs.

Innovate With Tools and Advanced Technologies



In 1996, REI worked with NASA to support the first federal grant applications on the internet. Today, we continue to provide agencies with technological solutions by helping clients go mobile, host on the cloud, work with enterprise grade technology stacks that suit their environment, and engineer solutions that take advantage of the rapidly evolving technology landscape in a cost effective way. We also offer GovGrants, a SaaS-based solution that supports all phases of the grants management lifecycle.

Improve Processes, Accountability, and Results



REI evaluates and improves grant processes, helps plan and implement organizational change, and minimizes burden on grantees while maximizing agency productivity. We support agencies with our grant analytics solutions to improve grant impact and manage risk, helping agencies report data and results to OMB, Congress, and stakeholders. Our advice and solutions give program managers, financial managers, and executives better control over their grant programs and produce better results, with evidence to prove it.

Make Your Grant Funds Matter with REI

REI supports federal grant-making clients that include DOJ, FEMA, NASA, SBA, HRSA, ACF, USAID, OPIC, and DOE – more than 1,700 programs, 41,000 grants, and \$20 billion in grant awards annually. We automate and streamline discretionary, block, entitlement, and cooperative agreement grants funded by formula or after peer review. Our solutions include careful process design, user-friendly interfaces, tight security, transparency, mission-focused reporting, and reuse of capabilities in order to lower cost and implementation time. We support more than 500,000 tasks using efficient workflows across 1,200 internal users and 6,000 grantees to achieve meaningful results.



Public Sector Success Stories

HHS Health Resources and Services Administration (HRSA)



With REI's help, HRSA grants have served over 22.8 million patients at more than 9,000 health centers, resulting in a 27% increase of patients treated since 2008. With the investment in our web-based solution, HRSA was able to reduce time and effort by 60%, allowing staff resources to focus on making grants available to health centers across the U.S.

National Aeronautics and Space Administration (NASA)



NASA has partnered with REI for 20+ years to automate, improve, and manage its Small Business Innovation and Research (SBIR) grant program. With REI's support, NASA keeps administrative costs at or below 2% of grant value. As a result, DHS and SBA have asked REI to support their SBIR programs too.

Federal Emergency Management Agency (FEMA)



For 15 years, REI has supported FEMA grants systems to deliver immediate disaster relief to individuals and to the public. In 2014, FEMA awarded \$9 billion to over 30,000 recipients to achieve its mission goals for preparedness, protection, response, recovery, and mitigation.

United States Agency for International Development (USAID)



REI's GovGrants platform helps USAID manage grant applications, providing user-friendly forms, efficient workflows, and easy-to-use dashboards for oversight and quality control. As a result, USAID was able to reduce reporting effort from days to minutes.

About REI Systems

REI delivers results every day as we help clients manage their grant programs. We provide turnkey, web-enabled solutions to manage complex business processes – an approach we customize to your needs. We have more than 350 staff focused on grant-making systems and processes, with domain grants expertise in health and social programs, science and technology, homeland security, and business/economic development. Our track record of success in helping agencies achieve their mission through grants has led to client relationships with REI for 20+ years.