Welcome

Please help yourself to breakfast.
Agenda

8:00 - 8:45am  Registration and Breakfast
8:45 - 8:55am  Welcome
8:55 - 9:25am  Michael Curtis, Executive Director, GrantSolutions
9:25 - 9:55am  Q&A and Discussion
9:55 - 10:00am Closing
Partnering to Enhance Federal Grant Programs

Presented by: Michael Curtis
Agenda

• GrantSolutions: Who We Are
• Lessons Learned Through Partnership
• Looking Forward: Leveraging Collaboration
GrantSolutions

Who We Are
Introducing GrantSolutions

Award-winning, Congressionally designated Center of Excellence.

A grants management service provider that fosters collaborative partnerships to support Federal Grant Program missions.

Committed to advancing good government by providing comprehensive and cost-effective grants solutions that help Federal agencies across the government successfully manage grant programs.

We support Federal agencies throughout the entire grants lifecycle - from forecast and funds planning to closeout.
GrantSolutions is a Partnership
GrantSolutions by the Numbers

$80B+
ANNUAL AWARDS

10
CABINET LEVEL & INDEPENDENT PARTNER AGENCIES

100,000+
USERS

70,000+
ANNUAL AWARD ACTIONS

1,500+
GRANT PROGRAMS

10+
YEARS OF PARTNERSHIPS
Covering the Full Lifecycle

**PRE-AWARD PHASE**
- Fund Opportunities
  - Program Budgeting and Funds Planning
  - Plan and Forecast
  - Create and Approve
  - Publish
  - Find
- Complete Application
- Submit Application

**APPROVAL PHASE**
- Review Applications
  - Receive and Acknowledge
  - Determine Eligibility
  - Source and Select Reviewers
  - Conduct Peer Review
  - Score
  - Rank
  - Approve
- Conduct Business Review
  - Perform Risk Assessment
  - Approve Project Budget
  - Certify SAM Registration
  - Confirm Financial Transactions
  - Review and Approve
  - Obligate Funds
  - Notify Recipients
  - Submit Data to USASpending

**POST-AWARD PHASE**
- Award (NOA)
  - Review and Approve Progress Reports
  - Submit, Review and Approve Financial Status Reports
  - Perform Project Risk Assessments
  - Track Real Property Activities and Costs
  - Monitor Audit Status and Resolution
- Monitor Programs
- Administer Post-Award
  - Process Grant Amendments and Supplements
  - Review and Process Continuation Applications
  - Track Grantor/Recipient Correspondence
  - Reconcile Budget and Award Funds
  - Identify and Process Awards for Close-out
  - De-obligate Funds

**Reporting, Analytics and Business Intelligence**
- Grant Data Analytics
- Executive and Management Dashboards
- Workload Tracking Reports
- Grants Administration Performance Statistics
Mission Aligned Solutions

• **A la carte service menu**
  - Affordable solutions to maximize ROI.
  - Partners choose the services and system components that delivers the best value to their mission.

• **Configurable solutions**
  - Services flexible to program-specific business process without code changes.

• **Leverage existing investments**
  - Partners leverage their existing investments in systems and business process by integrating only those GrantSolutions services and modules they need.
Lessons Learned Through Partnership

Sharing Insights Gained from the Partner Community
A Complex Grants World

- Multiple agencies
- Thousands of programs
- Myriad of IT systems
- Financial and human capital constraints
A Community of Multiple Constituents

The goal is to improve the experience of all grant stakeholders.
Challenges Facing the Grants Community

Fraud & Abuse
- Reduced staff for oversight has the potential to increase fraud and abuse of government grant funds.

Wasteful IT Strategies
- Current IT investment strategies result in duplicative systems of marginal value.

Limited Insight into Program Outcomes
- The public require additional insight into what outcomes are being created by grant investments.
Each Program’s Priorities Differ and Evolve

**Compliance**
- Meet government standards
- Standardize agency processes
- Streamline management oversight

**Productivity**
- Automate manual functions
- Increase transparency into work activities
- Improve efficiencies

**Outcomes**
- Measure ROI of grant investments
- Tell the success stories
- Utilize data to drive program improvement

Programs tackle higher-value activities over time
Standardization & Streamlining Creates Value...

Establish Consistent Agency Processes

- Services must help agencies set standards and create consistent processes to drive agency-alignment.

Consolidate Duplicative IT Systems

- Agencies can re-program resources from duplicative IT to focus on other mission needs.

Create Common Grantee Experience

- Grantees can come to one place to do all their grants work
...but One Size Does NOT Fit All
Mission Objectives are Program-Specific

- Varying Program Sizes
  - Program size and complexity varies. Small programs lack the resources of larger ones, and need different solutions.

- Differing Program Regulations
  - Legislative and administrative policy requirements are different across programs.

- Unique Mission Requirements
  - Different program types, domains, and cultures create unique challenges that can’t always be solved at an Agency level.
Mission Success Achieved Through Balance

✓ Agency-wide configuration options
✓ Comprehensive functionality
✓ Common grantee interface

Consistent agency processes
Reduced duplicative IT
Common grantee experience

Varying program sizes
Differing program regulations
Unique mission requirements

✓ A la carte services
✓ Configurable software
✓ Program system integration
Optimizing Solution Trade-offs

Agency Specific
- Higher Costs
- Variable Standards
- Duplication of Efforts
- Business Units Retain Control
- Recognition of Local Priorities
- Provides Innovation Agility

Collaboration
- Lean, Flat Organization
- Independent of Businesses
- ID Efficiencies Between Business Units
- Understanding of Group Functions & Missions
- Determination of Best Practices

Commodity
- Unresponsive
- No Business Unit Control of Central Overhead Costs
- Inflexible to Business Unit Needs
- Disconnect from Business Units
- Common Systems & Support
- Efficient Knowledge Transfer, Standards, Tools
- Economies of Scale
Collaboration Is Key

• Need all stakeholders at the table – grants, program, grantees, leadership

• Opportunities are needed to share information, receive feedback, and create dialogue

• Communities of motivated Partner stakeholders can make changes on a national level
Looking Forward

Leveraging Collaboration
New & Emerging Requirements

Legislation and policies create new requirements and opportunities

- Uniform Grant Guidance
- DATA Act
- GONE Act (Closeout)
- MGT Act (Gov’t Technology)
- GRANT Act (Grant Modernization)
- GREAT Act (Performance Reporting)
- ???
Reducing Grantee Burden

A better experience for grantees means more energy and resources are focused on the mission

- Standardizing Data Elements
  - Notice of Award
  - Progress Reports
  - Financial Status Reports
- Improving Data Pre-Population
- Streamlining Financial Status Report Submissions
- Promoting Single Sign-On Across the Government
Improving Grantor Efficiencies

Staff sizes are declining – how do we do more with less?

- Rethinking Processes – Digital First
  - How would our grants processes work with a digital-first mentality?

- Advancing Data Integration
  - More and better data sharing across government systems

- Managing With Data
  - Our Partners ask: How efficient are we? Where can we do better?
  - Business Intelligence and dashboards can help
Data-Driven Decision Making

Using data visualizations to support grant program management
Measuring Program Outcomes

Moving from “what gets spent” to “what outcomes are produced”

• Data not Documents
  o Work Plans
  o Detailed Budgets
  o Progress Reports

• External Data Integration
  o Non-traditional data sources help tell the story

• Shifting the Culture
Applying Emerging Technologies

How can leading-edge technologies help grant programs get to the next level?

• Initial Machine Learning / AI Pilot Complete
• Opportunities
  o Managing Workloads
  o Re-thinking Application Evaluation
  o Measuring and Managing Risk
  o Estimating Program ROI
  o Predicting Program Success
What challenges and opportunities do YOU see?

For more information or to find out how you and your organization can collaborate:

Email: information@grantsolutions.gov
Web: GrantSolutions.gov