



# *DC AGA Spring Training*

March 29, 2023

# Overview of the Grants QSMO & Federal Grants Ecosystem

# Grants QSMO: Transforming the Grants Management Landscape



Grants QSMO works across the grants ecosystem to **empower and enable applicants, recipients, and federal awarding agencies to efficiently and effectively deliver on the grants mission.**



**EASE BURDEN AND  
DRIVE EFFICIENCIES**



**RESPOND TO  
CUSTOMER NEEDS**



**LEVERAGE DATA AS  
A STRATEGIC ASSET**

## **WE ARE NOT**

- ⊗ A policy-making office
- ⊗ A grant-making organization
- ⊗ The standards lead for grants management
- ⊗ An HHS exclusive initiative or public organization

# Today's Federal Grants Ecosystem



State, local & tribal governments



Colleges & universities



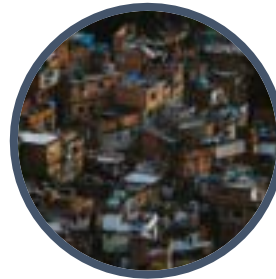
Non-profit organizations



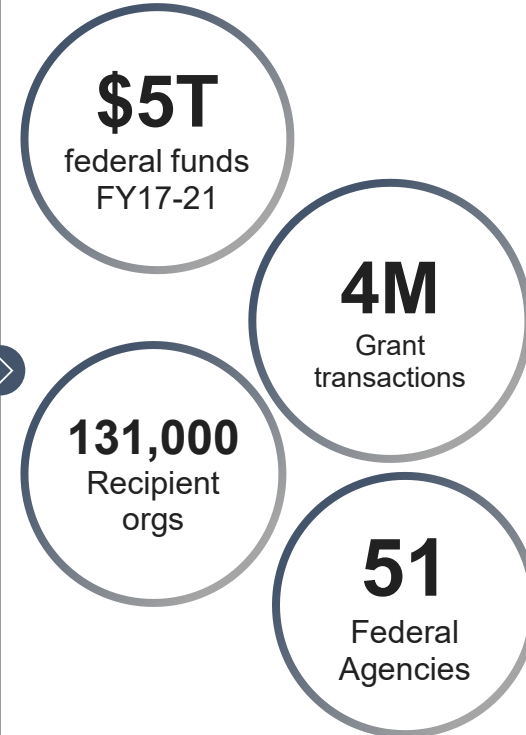
Scientific researchers



For-profit, small businesses & private institutions

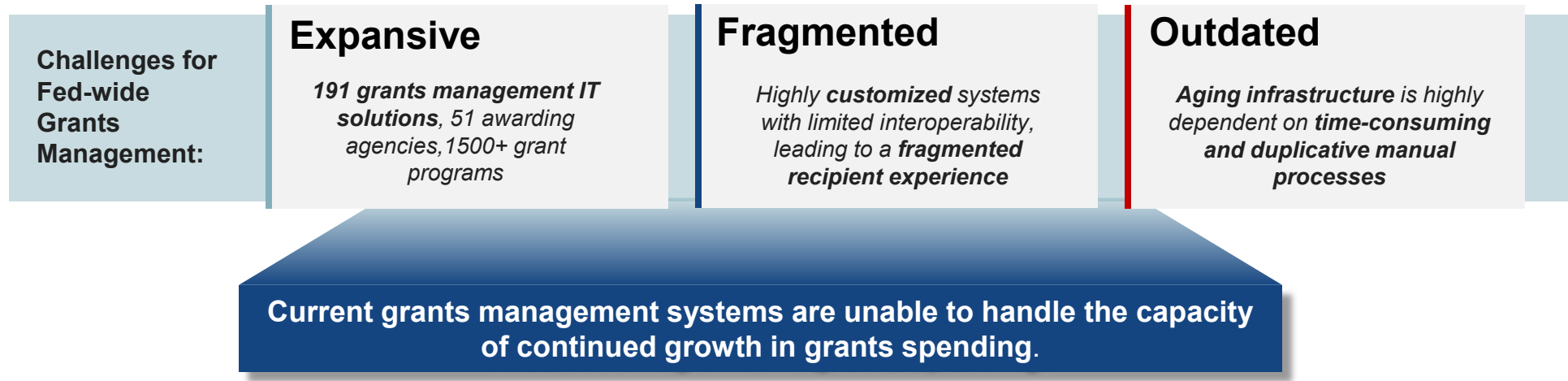


Foreign entities



Source: USASpending.gov, FY17-21

# Federal-wide Grants Management Challenges

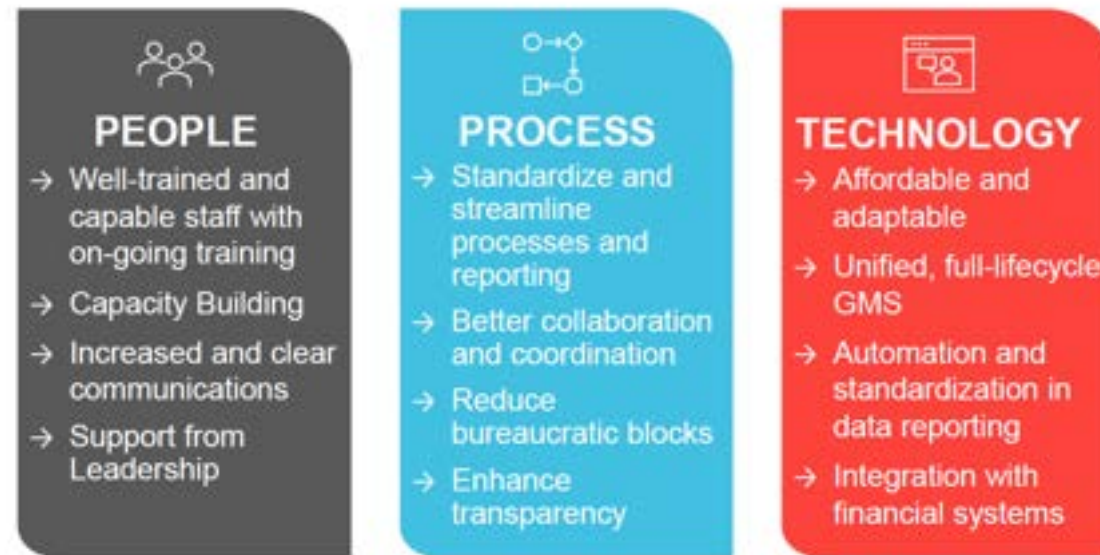


Data Insights

# Addressing Challenges Across Grants Management

## Suggestions from Survey Respondents – Priorities for Effort to Improve

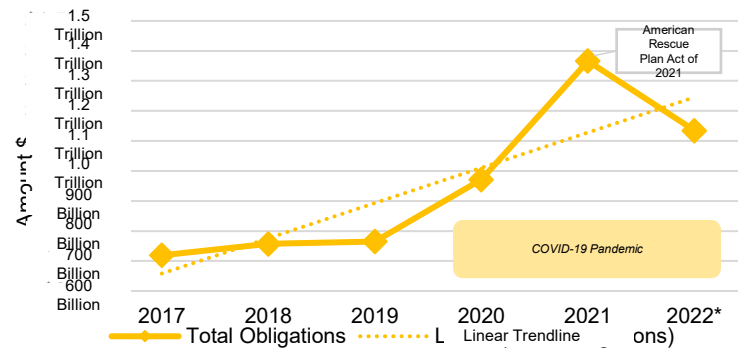
6.4. What should be the highest priorities/best ways to improve grant management?



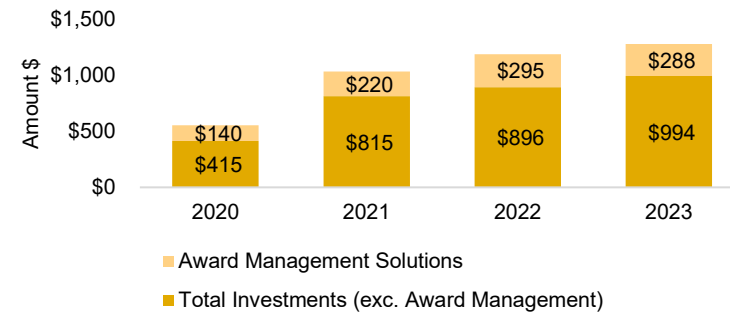
\*2023 Annual Grants Management Survey: Current State of Grants Management (Trachtenberg School of Public Policy & Administrations at The George Washington University, National Grants Management Association (NGMA), REI Systems) [https://www.reisystems.com/wp-content/uploads/2023/03/2023\\_-\\_Annual-Grants-Management-Survey\\_Results.pdf](https://www.reisystems.com/wp-content/uploads/2023/03/2023_-_Annual-Grants-Management-Survey_Results.pdf)

# Insights from Grants Data and Recent Trends

Growth in grants obligations\* has been fueled by the COVID-19 pandemic and recent legislation



Grants IT investment spending continues to increase year-over-year, with more than \$1.2B in planned modernizations for FY23



## Legislation



Legislation such as the American Rescue Plan Act of 2021 and Infrastructure Investment and Jobs Act (IIJA) has fueled growth in grants

## Grants Volume



In addition to increases in grants obligations, grants transactions are also rising, with an average annual increase of 3%

## Recipient Burden



86% of grants obligations went to recipients who receive grants from more than one sub-agency (FY21)

## Grants Systems & Solutions



While grants IT investment spending continues to increase, system consolidation and modernizations have not kept pace with growth rates in other areas within the grants ecosystem (e.g. recipients, programs, spending, etc.)

\*Preliminary Data: requires further validation

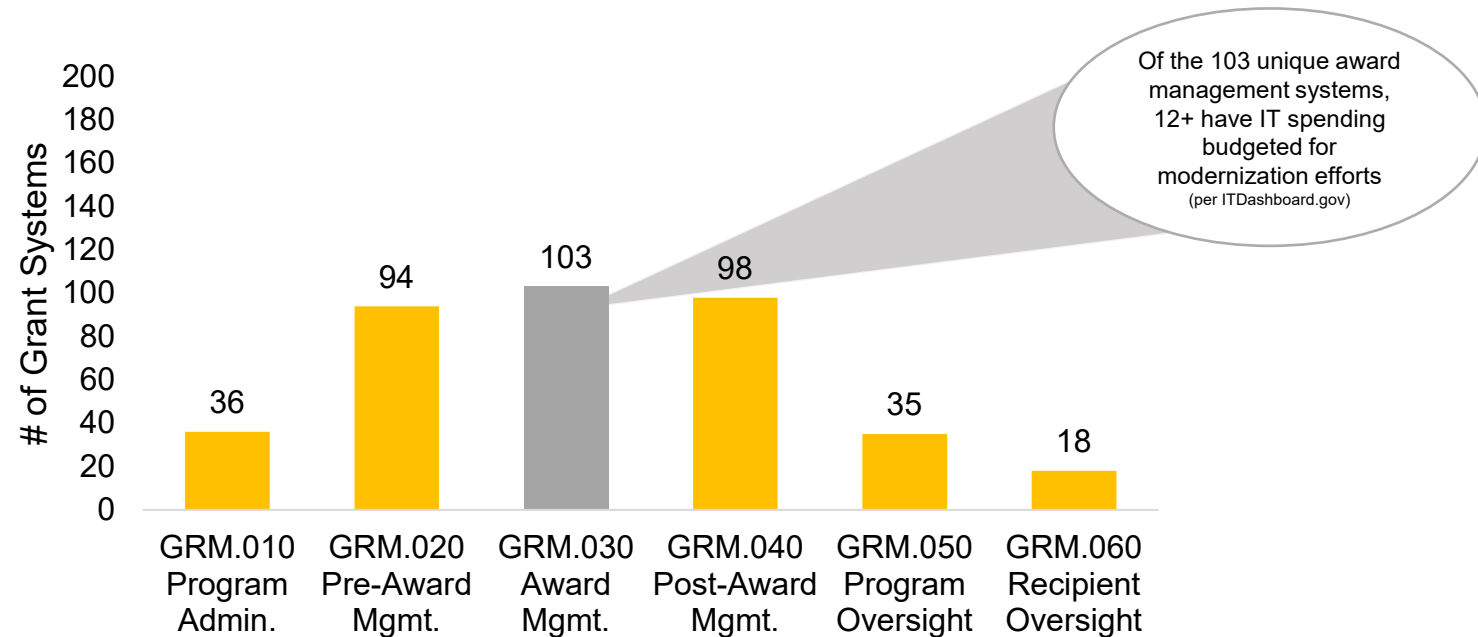
\*\*Obligation: "When awarding funding, the U.S. government enters a binding agreement called an obligation. The government promises to spend the money, either immediately or in the future. An agency incurs an obligation, for example, when it places an order, signs a contract, awards a grant, purchases a service, or takes other actions that require it to make a payment" (USASpending.gov)

Sources: USASpending.gov (FY17-22), ITDashboard.gov



# System Usage Across the Grants Lifecycle

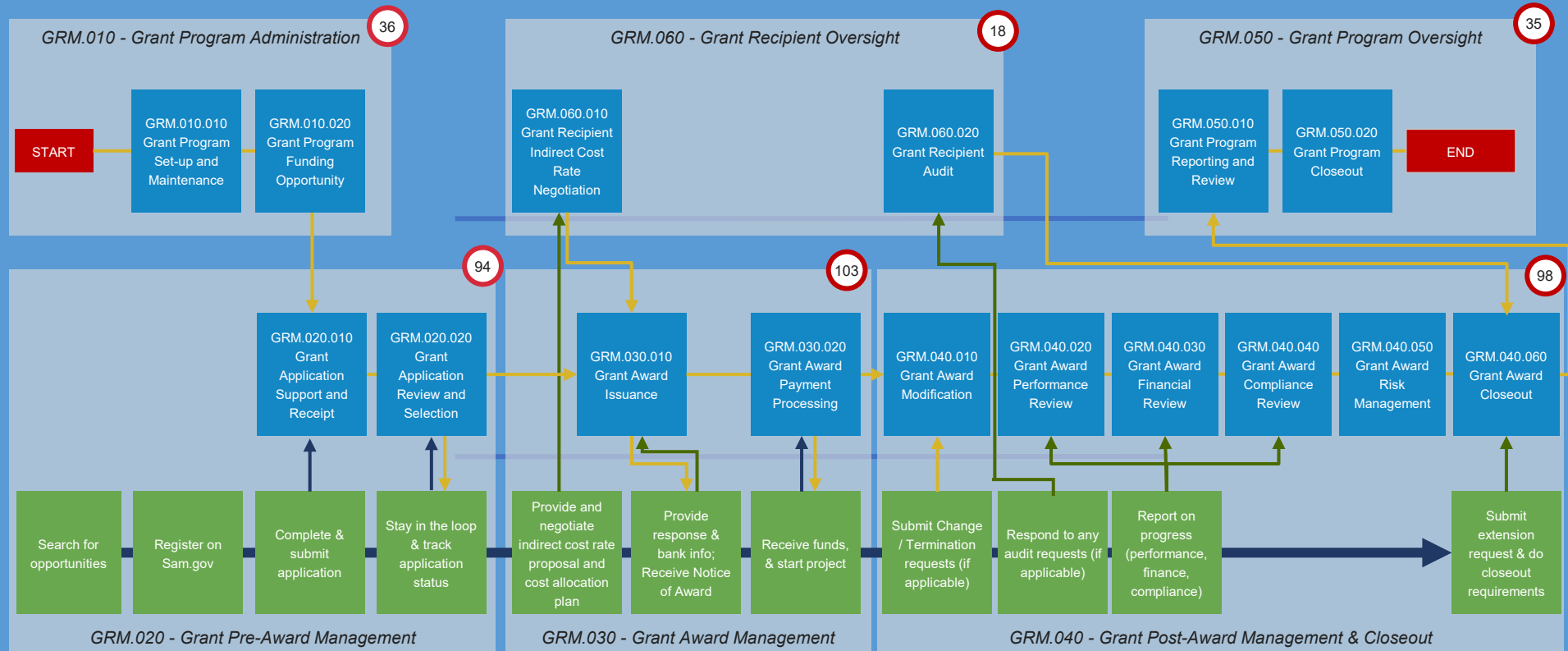
Current analysis shows 191 (and counting) unique grant systems used by Federal awarding agencies, with some systems shared across the FIBF grants lifecycle and others only associated with one phase. Some agencies reported manual processes (e.g. email, MS Office, etc.) which are not included in this analysis.



- Systems are defined as a tool or software that an agency uses to manage grants (does not include manual processes, Financial Management systems, or websites).
- Phases are based on the [Federal Integrated Business Framework \(FIBF\)](#) for Grants Management
- System counts are based on the Grants QSMO IT Demand Survey as of 1/10/22 in which the 79% of agencies that responded identified which phase(s) of the grants lifecycle their system addressed (many systems were noted to address more than one phase of the lifecycle); updates have been made based on ongoing agency one-on-ones
- Total Unique System Count does not sum to total systems across grant lifecycle because some systems provide capabilities across multiple FIBF activities

# Systems Used Across Federal Business Lifecycle for Grants Management

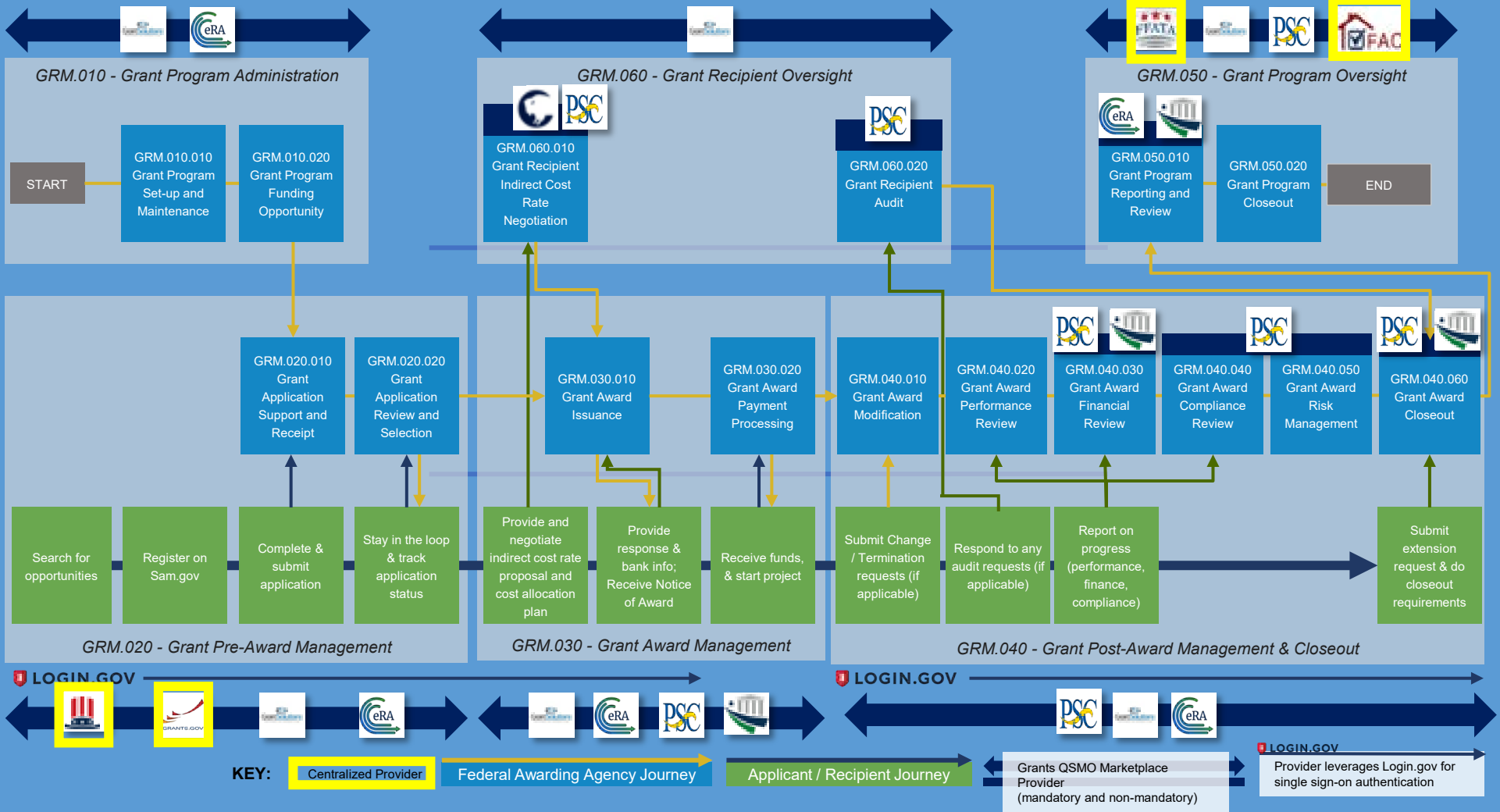
191+ Unique Systems in Use by Federal Awarding Agencies Across the Grant Lifecycle



**KEY:** (X) Number of systems for Federal Integrated Business Framework (FIBF) core function (e.g., GRM.XX)

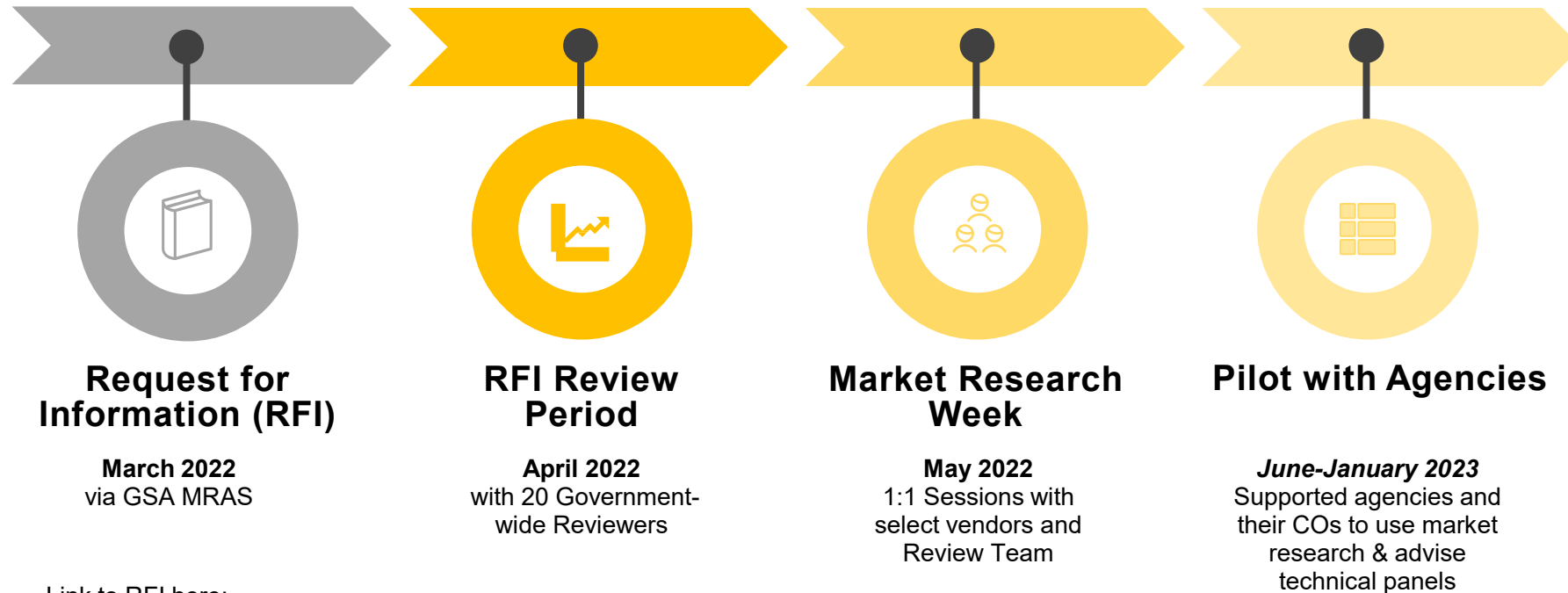
Federal Awarding Agency Journey (Yellow Arrow)      Applicant / Recipient Journey (Green Arrow)

# Federal Service Providers Used Across Federal Business Lifecycle for Grants Management



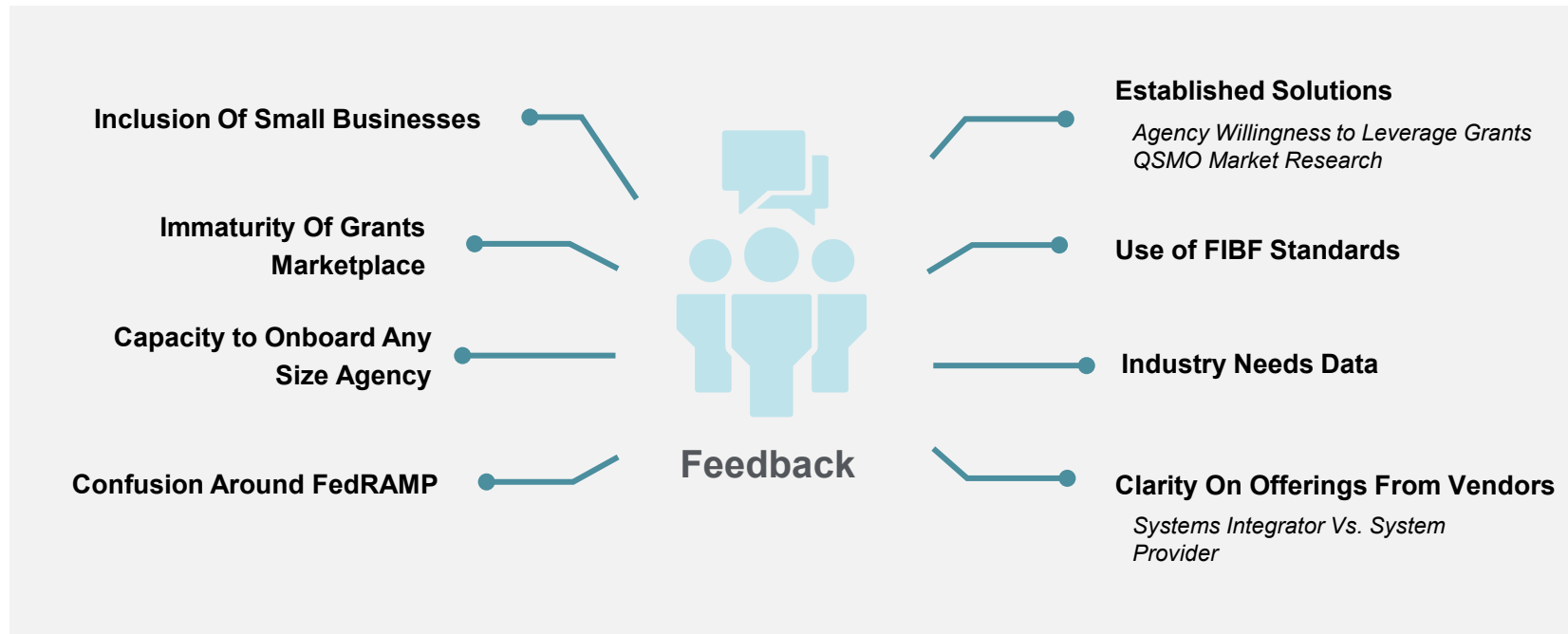
Recall: Grants QSMO Marketplace  
(Commercial Providers) RFI Journey

# Recall: 2022 Grants QSMO RFI Process



Link to RFI here:  
[https://feedback.gsa.gov/jfe/form/SV\\_7WYqxF9n0KMyCR8](https://feedback.gsa.gov/jfe/form/SV_7WYqxF9n0KMyCR8)

# Lessons Learned from Agency Pilots





# AmeriCorps Acquisition Pilot

## **BACKGROUND**

- 20-year-old system
- Previous, unsuccessful modernization attempts
- Congressional scrutiny



## **PARTNERSHIP**

- Determined federal providers were not appropriate for needs
- Utilized Grants QSMO market research in commercial provider evaluation
- Received support from the Grants QSMO throughout the solicitation process



Acquisition Timeline was *~10 months*; market research saved hundreds of hours of work



No need to start from scratch on *TMF proposal, performance work statement, or market research*



Understanding solution options translated to *only paying for what was needed*

## **IMPACT**

- Awarded to EY Grants Accelerator in November 2022
- Will be able to deploy this modern solution by the end of FY 2024

Need for Marketplace Expansion



# Forecasting Grants IT Needs

## THE DATA



## THE NEED

- Consolidation of systems and movement **towards shared services is the priority for agencies**
- **Grants QSMO is required to be involved in all investment requests**, and will prioritize shared services and SaaS over custom solutions
- Agencies **want configurable and established solutions** that are quick to implement with **transparent pricing**
- Micro/Small agencies are often overlooked. There is a **clear need for an affordable and configurable solution** to assist 30 micro/small agency customers

\*Based on data collected for non-CFO Act agencies via the Grants QSMO IT Demand Survey and anecdotal information via 1:1 meetings as of 1/10/22

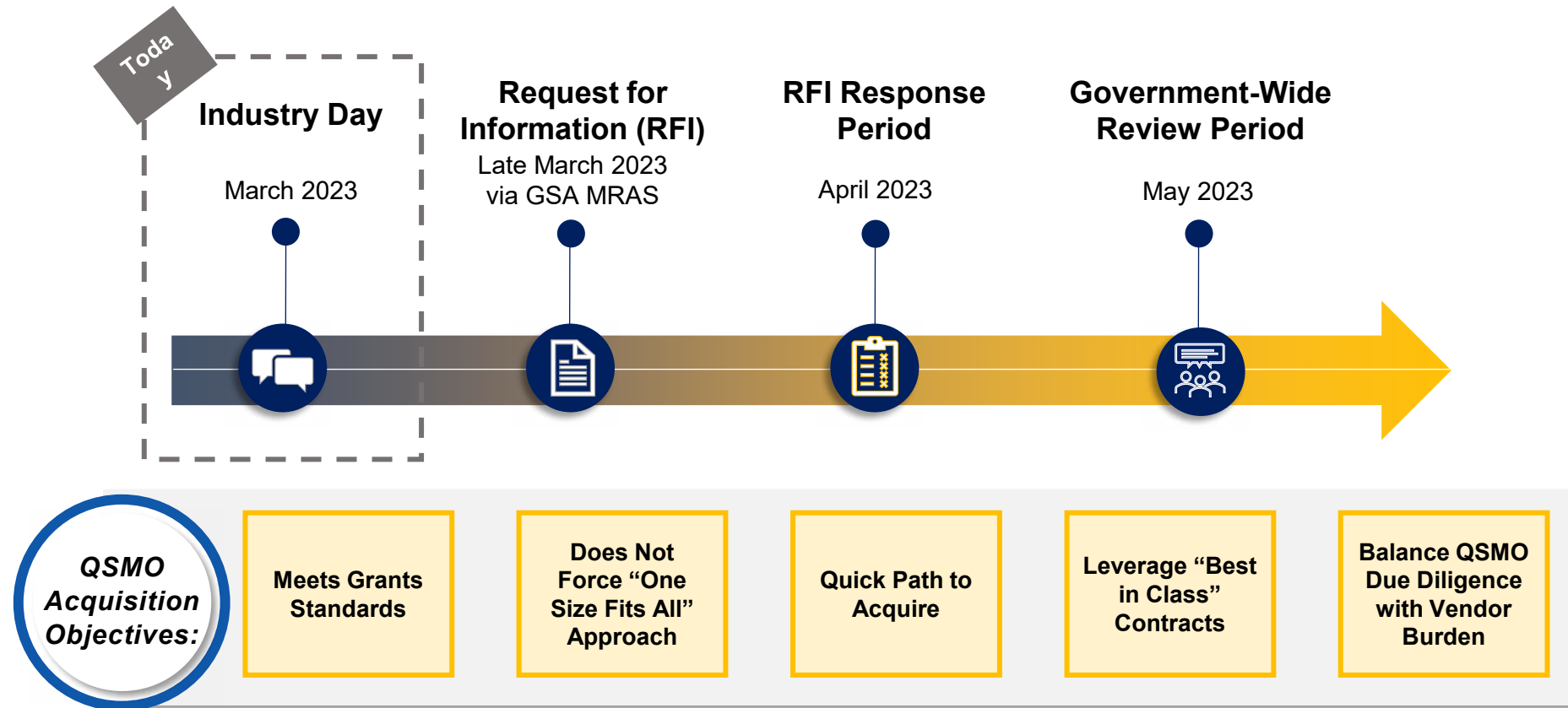
# What's In It For the Vendor?



The Grants QSMO remains focused on addressing **customer needs** by **providing access to high-value solutions** that **meet common government requirements and standards**, enabled by Grants QSMO commercial market research. Consequently, **vendors identified through market research** efforts may be **provided opportunities for expedited acquisitions** to support customer demand.

# Upcoming Request for Information (RFI) Timeline

# 2023 Grants QSMO RFI Timeline



# Call to Action

## How to Start Preparing...



Create **small business partnerships**



**Stay connected!** Ensure points of contact and business development staff are subscribed to the Grants QSMO listserv\* and updated in eLibrary



Visit our Grants QSMO [Github site](#) to review the **Federal Integrated Business Framework (FIBF) standards**



If you have a cloud-based established system, make sure you understand the **FedRAMP** requirements on [www.fedramp.gov](http://www.fedramp.gov)

**Respond to the upcoming Grants QSMO Marketplace (Commercial Providers) RFI, which will be posted March 31st via GSA MRAS!**

\*Subscribe by sending an email with the subject "Subscribe" to [grantscommunity-subscribe-request@listserv.gsa.gov](mailto:grantscommunity-subscribe-request@listserv.gsa.gov)