



Shared Services Leadership Coalition (SSLC)

February 9th, 2023



Driving Customers to Grants QSMO Marketplace to Reduce Duplicative Grants IT Investments

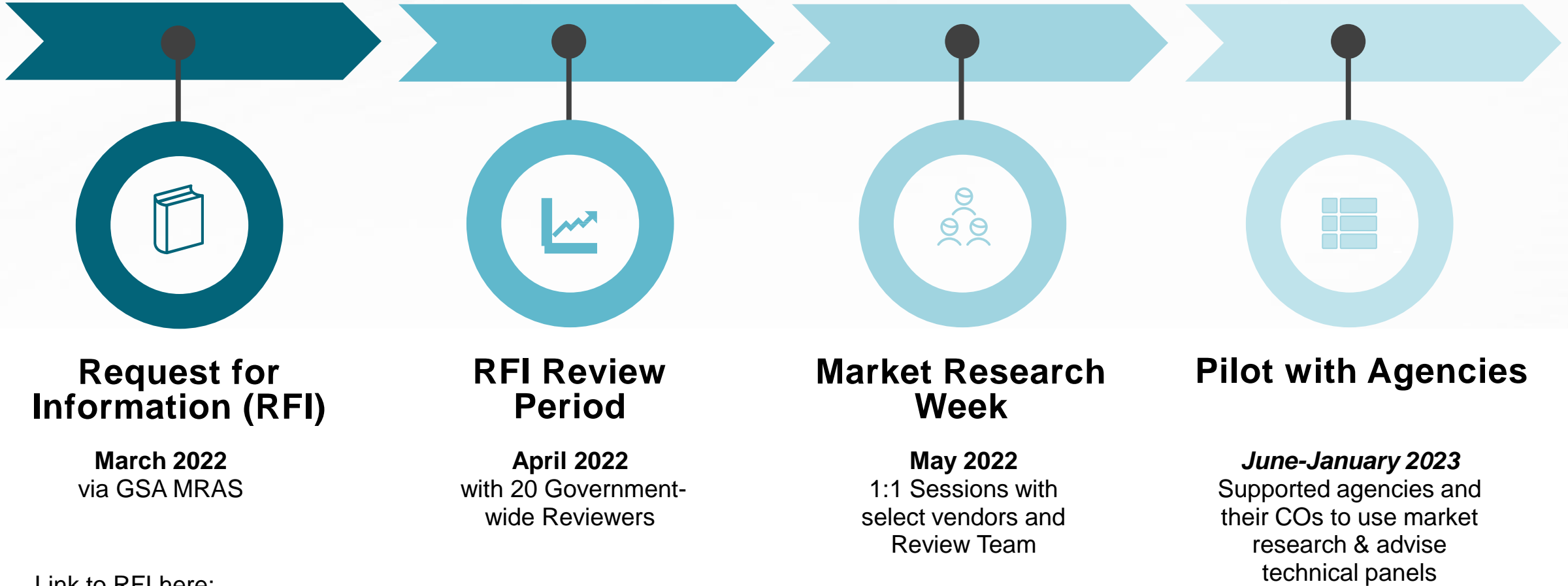
- ✓ Launched the **public-facing Grants QSMO Marketplace**
- ✓ Implemented an agency **investment review process**
- ✓ Executed **first comprehensive market research** on the currently available commercial grants management solutions
- ✓ Piloted market research with AmeriCorps and IAF, speeding their acquisition process and **resulting in contract award in November 2022 and January 2023**



Improving User Experience and Modern Customer Experience Tools

- ✓ Drove expanded **adoption of Login.gov** for authentication
- ✓ Login.gov is now **utilized by 75% of QSMO validated Marketplace grants IT solutions**
- ✓ Completed **a pilot of CX tools** in partnership with HHS's Payment Management Services (PMS)

Recall: 2022 Grants QSMO RFI Process



Link to RFI here:

https://feedback.gsa.gov/jfe/form/SV_7WYqxF9n0KMyCR8

Lessons Learned from Past Six Months



Forecasting Grants IT Needs

THE DATA



MARKETPLACE CUSTOMERS

70% of the 50 federal awarding agencies use at least 1 Marketplace non-mandatory provider, in addition to Sam.gov, Grants.gov, and Federal Audit Clearinghouse central services.



LARGE AGENICES

3 CFO act agencies have made it clear they're looking to consolidate their grants IT footprint



MICRO/SMALL AGENCIES

58% of agencies that award grants are micro/small agencies

73% of core award management systems used by small/micro agencies are custom*

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
- Micro/Small agencies are often overlooked. There is a clear need for an affordable and configurable solution to assist to 29 micro/small agency customers

**Based on data collected for 18 non-CFO Act agencies via the Grants QSMO IT Demand Survey and anecdotal information via 1:1 meetings as of 1/10/22*

2023 Commercial Vendor Engagement Timeline



Industry Day

Mid-March 2023



**Request for Information
(RFI)**

Late March 2023



RFI Response Period

April 2023



**Government-Wide
Review Period**

May 2023

**QSMO
Acquisition
Objectives:**

**Meets Grants
Standards**

**Does Not Force
“One Size Fits
All” Approach**

**Quick Path to
Acquire**

**Leverage “Best
in Class”
Contracts**

**Balance QSMO
Due Diligence
with Vendor
Burden**

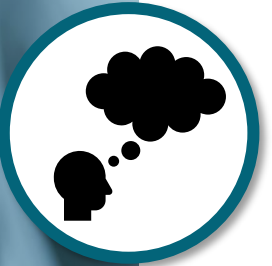
Call to Action



Create small business partnerships




Come talk to us and attend Industry Day



Respond to the upcoming Grants QSMO Commercial Marketplace RFI



If you have a cloud-based established system, make sure it is FedRAMP ready



What additional information would you need at an industry day to give a better response to the RFI?

How can we strengthen our market research and better prove to contracting officers that your company can do the work requested (e.g. meet FIBF standards, implement quickly)?

How to Get Involved



Engage

Vendors/Industry: We are interested in understanding how to best engage with the vendor community and obtain feedback on the current grants management landscape. If you have insight or suggestions, please reach out at GrantsQSMO@hhs.gov



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Innovate

Visit our **Grants QSMO Github site** for information and innovations across the government <https://github.com/grants-qsmo>.



Connect

Email us at GrantsQSMO@hhs.gov with questions or feedback about the Grants QSMO or our Marketplace, suggestions for future Innovation Exchange sessions, and more!

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