Shared Services Leadership Coalition (SSLC)

July 13th, 2023

Grants QSMO Marketplace Objectives

GRANTS QSMO

Overall Marketplace Objective: **Help federal awarding agencies find the best solutions to address their evolving needs**

Create & manage a marketplace of modern grants solutions

Bring transparency on solution performance, price methodology, and customer satisfaction

Designate high-quality shared solutions with modern functionality and based on government-wide standards

Advise customer agencies on marketplace offerings

Commercial Marketplace Acquisition Objectives:

| Meets 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 |

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?

PEOPLE
→ Well-trained and capable staff with on-going training

→ Capacity Building

→ Increased and clear communications

→ Support from Leadership

PROCESS
→ Standardize and streamline processes and reporting

→ Better collaboration and coordination

→ Reduce bureaucratic blocks
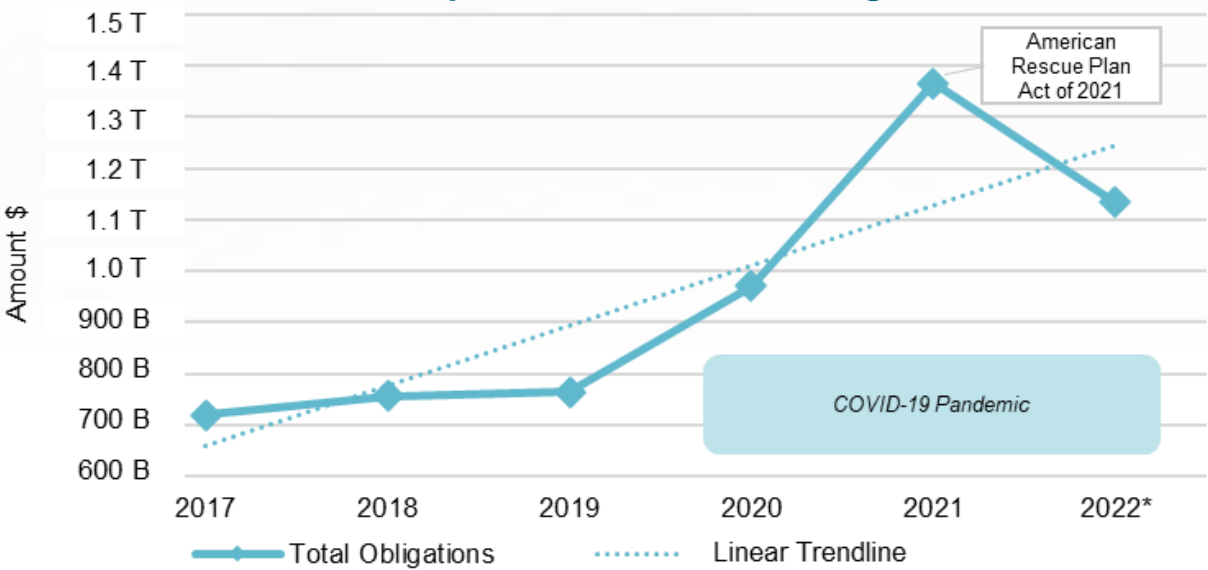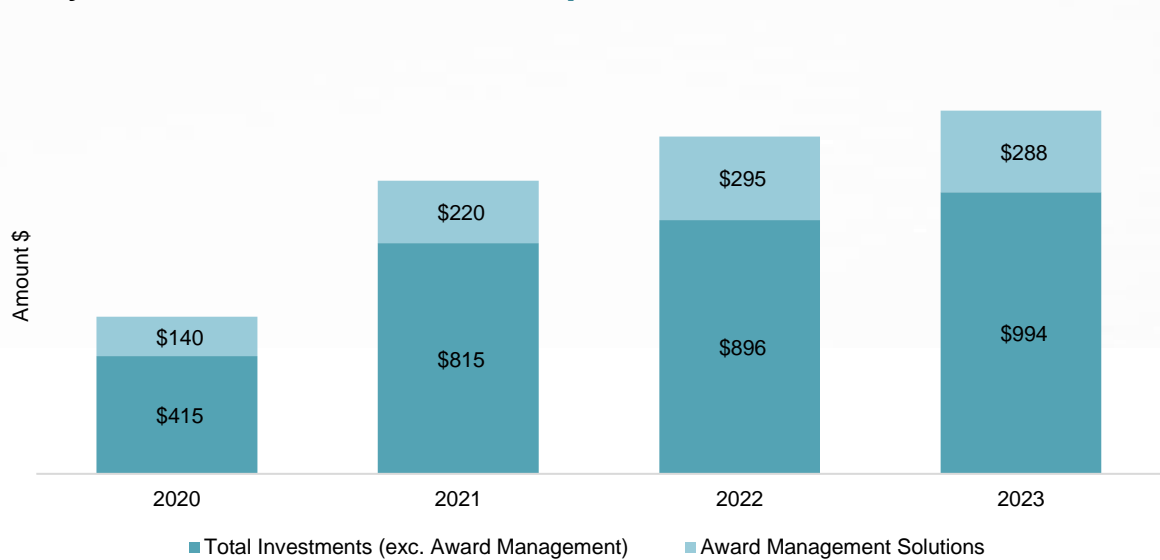
→ Enhance transparency

TECHNOLOGY
→ Affordable and adaptable

→ Unified, full-lifecycle GMS

→ Automation and standardization in data reporting

→ Integration with financial systems

Insights from Grants Data and Recent Trends

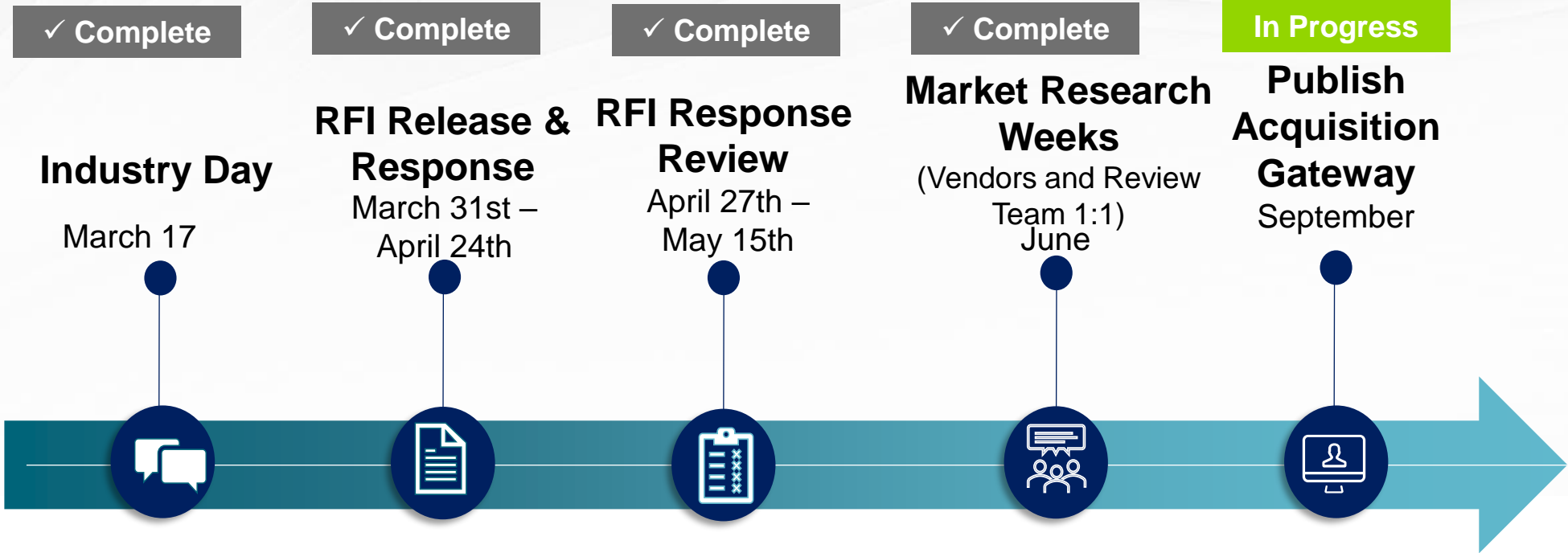### Growth in grants obligations* has been fueled by the COVID-19 pandemic and recent legislation

Chart: Total Obligations (line) with Linear Trendline, Amount $ from 600 B to 1.5 T, years 2017–2022*. Annotations: "American Rescue Plan Act of 2021" (near 2021 peak ~1.4 T), "COVID-19 Pandemic".

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

Stacked bar chart, Amount $, years 2020–2023:
- 2020: Total Investments (exc. Award Management) $415, Award Management Solutions $140
- 2021: $815, $220
- 2022: $896, $295
- 2023: $994, $288

Legend: ■ Total Investments (exc. Award Management) ■ Award Management Solutions

*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

Grants QSMO Market Research Results

2023 Grants QSMO Market Research Timeline

✓ Complete | ✓ Complete | ✓ Complete | ✓ Complete | In Progress

Industry Day

March 17

RFI Release & Response
March 31st – April 24th

RFI Response Review
April 27th – May 15th

Market Research Weeks
(Vendors and Review Team 1:1)
June

Publish Acquisition Gateway
September

The RFI Response Review Team is comprised of *19 Federal Awarding Agency Representatives* across

10
CFO Act Agencies

3
Non-CFO Act Agencies

DOE, DOI, DOJ*, DOS*, DOT*, GSA*, HHS, NASA, NRC, USDA

GCERC, FPISC**, SBRC**

*Agency has multiple reviewers
**New Federal Awarding Agency

Commercial Marketplace RFI Overview

60 Responses were provided to the following areas in two sections, the MRAS tool and Excel Workbook.

Capabilities

VENDOR'S CURRENT CAPABILITIES

- Existing/planned (6 months) IT solutions and/or services
- Understanding of grants management landscape
- Current government contract vehicles

Best Practices

INDUSTRY BEST PRACTICES

- Innovation within grants management solutions
- Focus on the recipient & customer agency experience
- Ability to address user accessibility and equity-related barriers

Advice for Marketplace

RECOMMENDATIONS FOR GRANTS QSMO MARKETPLACE

- Recommendations to improve acquisition and pricing transparency
- Suggestions for adhering to FIBF Standards compliance
- Ideas to mature the Grants QSMO Marketplace

Market Research Results

Market Research Overall Findings

There are many **existing (~10)** Grants Award Management Solutions based on vendor research meetings and RFI responses

The majority of Grants Award Management Solutions have **standard interfaces and align to FIBF**

Additional 1:1 conversations helped identify select providers able to "hit the ground running," allowing for fast implementation

Most vendors are **FedRAMP** authorized at the infrastructure and platform level yet further discussion is required to determine FedRAMP PMO rules for software level
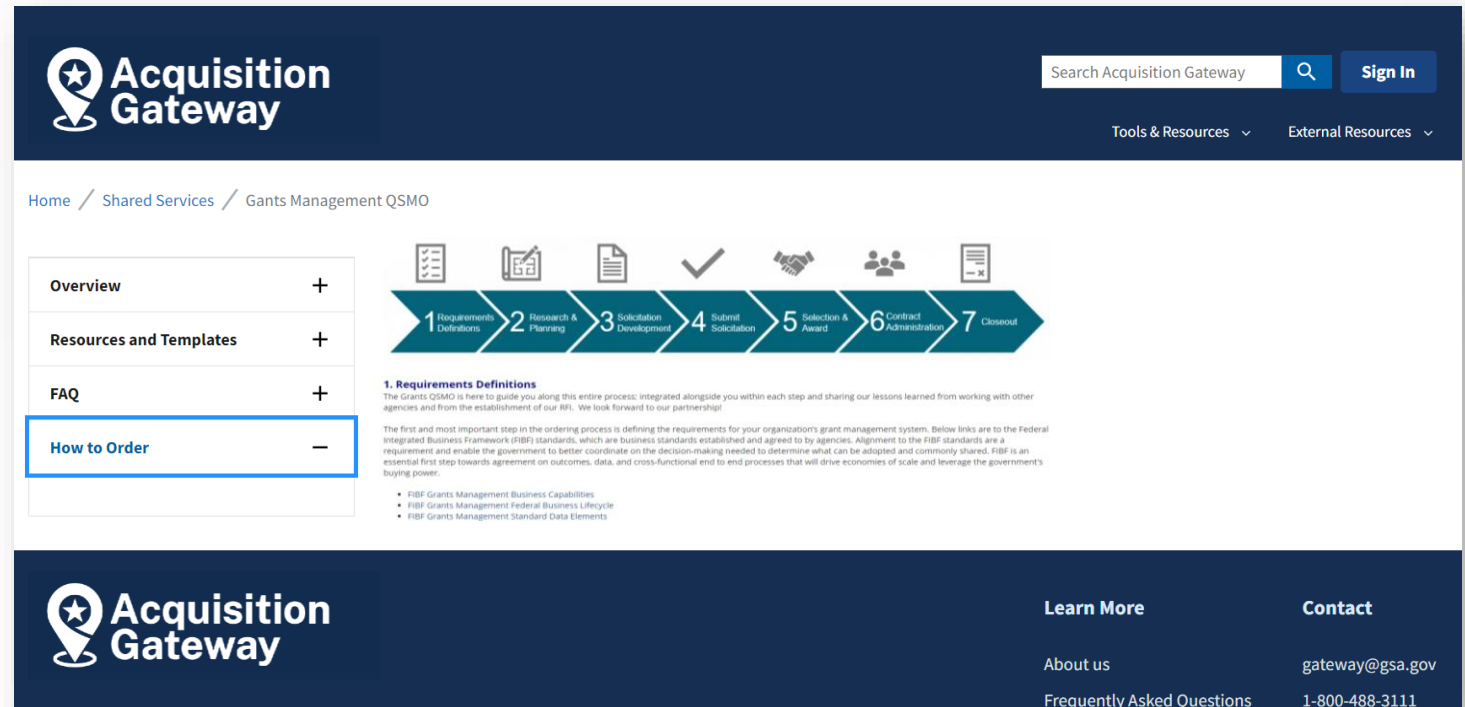
Vendors shared ideas **to standardize acquisition documents** and key customer information to enable stronger bids

Grants QSMO Acquisition Gateway

With Acquisition Gateway 3.0 Upgrade in August, the Grants QSMO is working with GSA to establish a page on the "Shared Services Hallway" to share our market research and support tools.

Projected Acquisition Gateway Resources

- ✓ **Catalogue of Market Research**
- ✓ **Ordering Guide**
- ✓ **FAQs**
- ✓ **Acquisition Resources & Templates**

  (i.e., Sample RFP, Generic Evaluation Criteria, Past Performance Templates, etc.)

What mechanisms should QSMOs consider for creating an effective "Commercial Marketplace" (e.g. SIN, BPA, Ordering Guide, etc.)?

How to Get Involved

GRANTS QSMO

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.

Subscribe

Subscribe to our listserv by sending an email with the subject "Subscribe" to grantscommunity-subscribe-request@listserv.gsa.gov. Keep up to date with Grants QSMO, Innovation Exchange communications, grants community initiatives, job announcements, and more!

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!

Visit the Grants QSMO Marketplace at
https://ussm.gsa.gov/marketplace/grm/