



# **SSLC Shared Services Forum for Agency Implementation Leaders**

**Grants Quality Services Management Office (QSMO) Update**

March 10, 2022



## Agenda

- Overview of the Grants QSMO
- Snapshot of Federal Grants Ecosystem
- Update on Grants QSMO Marketplace (Commercial Providers) Request for Information



# Overview of the Grants QSMO

## TRUE OR FALSE?

**The Grants QSMO owns and operates a grants management solution**

**BUSTED!**

**The Grants QSMO is the standards lead for federal grants management**

**BUSTED!**

# What We Do as the Grants QSMO

## PARTNER WITH AWARDING AGENCIES

We collaborate with 49 Federal Awarding Agencies to:

- Understand their needs, challenges, objectives
- Advise on grants IT investments
- Serve as a connector across the federal government

## PARTNER WITH SERVICE PROVIDERS

We work with Marketplace Shared Service providers to:

- Identify areas for improvement in customer experience and performance
- Promote adoption of grants standards through QSMO-validation
- Collaborate on strategies for grants system modernization

## INCREASE COLLABORATION

We engage with all stakeholders in the grants community to:

- Serve as a community builder
- Share ideas across the federal, state, local, and commercial ecosystem
- Improve the overall customer experience, including for the grant recipients

## PROMOTE INNOVATION

We are deploying the Grants QSMO Marketplace to:

- Respond to awarding agency needs
- Encourage shared service adoption
- Collect feedback to inform strategic priorities


**GRANTS  
QSMO**

Central to the Grants QSMO mission and vision is the development, deployment, and maintenance of the Grants QSMO Marketplace



# Alignment to the President's Management Agenda



OMB's Deputy Controller recently spoke publicly about how QSMOs and Shared Services are crucial for delivering on the President's Management Agenda.

## GRANTS QSMO ALIGNMENT TO PMA PRIORITIES

### PRIORITY 1

**Strengthening and empowering the Federal workforce** by understanding their business needs and giving them better tools to deliver on the grants mission.

### PRIORITY 2

**Delivering excellent, equitable, and secure Federal services and customer experience** through shared services that reduce burden and deliver simple, seamless, and secure customer experience.

### PRIORITY 3

**Managing the business of government to build back better**, including building federal grants capacity to drive Administration priorities.



# Snapshot of Federal Grants Ecosystem

# Today's Federal Grants Ecosystem



State, local & tribal  
governments



Colleges &  
universities



Non-profit  
organizations



Scientific  
researchers



For-profit, small  
businesses &  
private institutions



Foreign entities



**\$1.3T**  
federal funds

**2.2K+**  
grant  
programs\*

**470,257**  
grants  
awarded

**1M+**  
applicant  
and grantor  
registered  
users\*\*

Source: USASpending.gov for FY21 as of February 2022  
 \*Number of grant programs based on CFDA programs in USASpending.gov  
 \*\*Applicant and Grantor Registered Users" is based on the number of registered Grants.gov users



# Federal Awarding Agency Grants IT Demand Survey



Last fall, the Grants QSMO sent the Grants IT Demand Survey to federal awarding agencies requesting that agencies validate information about their **current grants management systems**, and provide additional information about any **gaps, and future IT investment plans**. We did it for three reasons:

## Assess Awarding Agency Needs



**Understand the  
Current State**



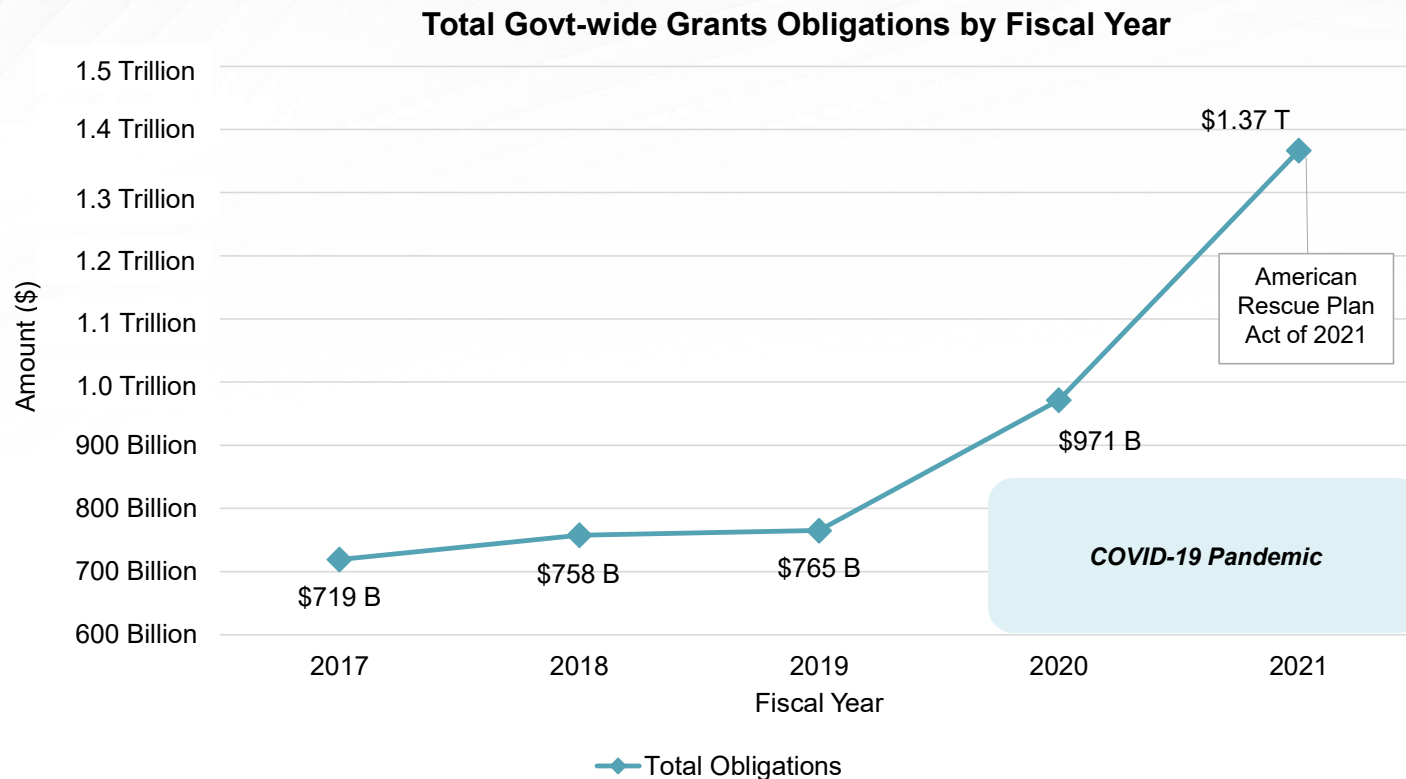
**Support Investment  
Planning Guidance**

## Ice Breaker Question

**How many core award management systems have the word “grant” in their name?**



# Total Govt-wide Grants Obligations by the Numbers FY17-FY21



*Growth in grants obligations has been fueled by the COVID-19 pandemic and recent legislation, including the American Rescue Plan Act of 2021 and the Infrastructure Investment and Jobs Act*

- 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).

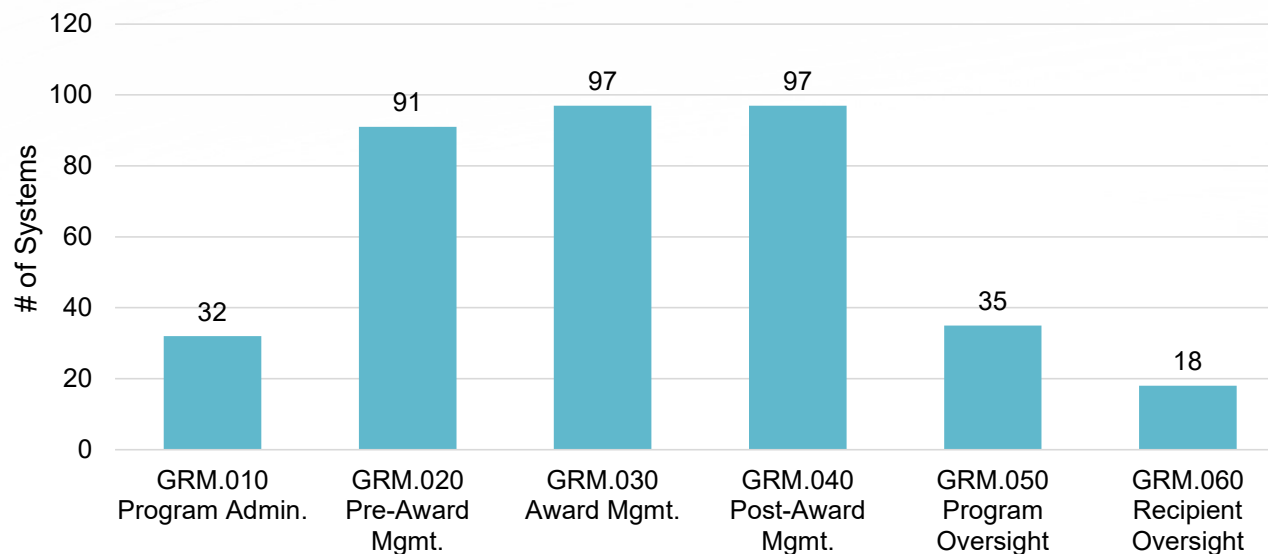
Source: USASpending.gov (data pulled on 2/11/2022). See Appendix for detailed methodology and Top 10 Agencies by volume and obligations.

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# System Usage Across the Grants Lifecycle

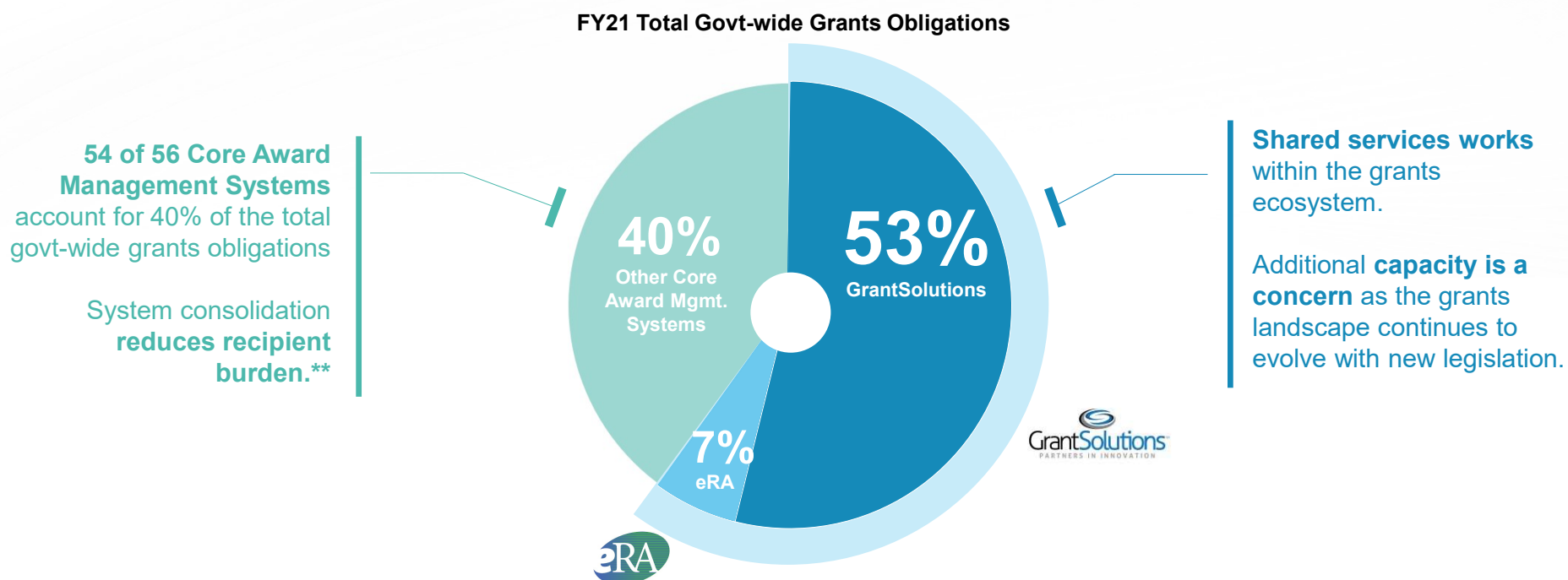
*Initial analysis shows 150 (and counting) unique systems with some systems shared across the FIBF grants lifecycle and others only associated with one phase. Some agencies reported manual processes (e.g., email, MS Office) which are not included in this analysis.*



- 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 agency responses to the Grants QSMO IT Demand Survey as of 1/10/22 in which agencies identified which phase(s) of the grants lifecycle their system addressed (many systems were noted to address more than one phase of the lifecycle)

# Analysis of Core Award Management Systems

Of the estimated 56 Grants Core Award Management Systems\*, two shared solutions (eRA and GrantSolutions) manage 60% of the federal government's total grants obligations for FY21.



\* Core Award Management Systems: Systems reported as part of the Grants QSMO IT Demand Survey that cut across Pre-Award, Award, and Post-Award Management phases of the grants management lifecycle

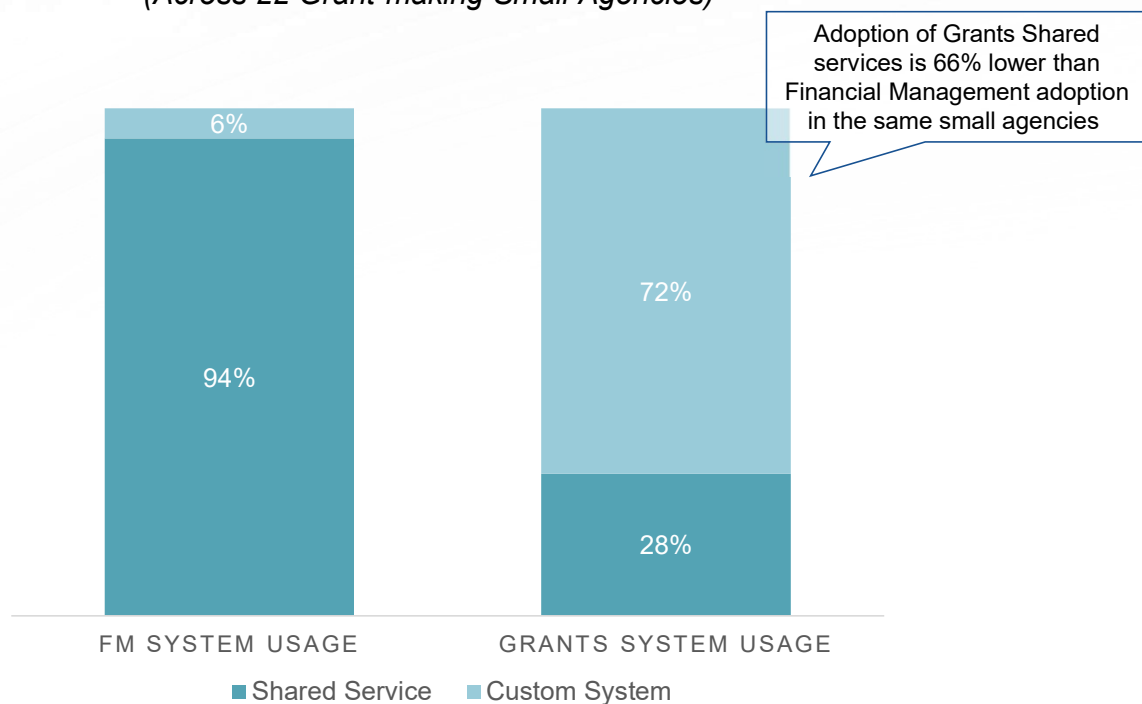
\*\* Based on responses to the Grants QSMO IT Demand Survey, 66% of Core Award Management Systems are recipient-facing.  
(Source: USA Spending FY21 data and Grants QSMO IT Demand Survey Analysis November 2022. See Appendix for full details.)



# Low Adoption of Grants Shared Services by Small Agencies

## Financial Mgmt. vs. Grants Shared Service Adoption\*\*

(Across 22 Grant-making Small Agencies)



### KEY TAKEAWAYS

- Across the 22 Grant-making small agencies\*, only 28% of the agencies are using a grants shared service provider for award management
- However, the vast majority of those same small agencies have adopted Financial Management shared services
- Low of adoption of shared services\*\*\* could range from customization, cost, or capacity with existing service providers

\* Small agencies are defined as non-CFO Act agencies

\*\* 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

\*\*\* Shared service adoption is defined as adoption of a system by the whole agency

# The Need for a Commercial Marketplace

1

## Significant Demand for a Marketplace



The Grants QSMO has identified significant demand for a commercial marketplace, providing federal awarding agencies with options for high-quality grants management systems and solutions.

2

## Current Marketplace Gap for Small Agencies



Data has shown that there is a current unserved market for smaller agencies. By identifying and addressing this gap, the Grants QSMO can provide government agencies of all sizes with multiple tools that meet their specialized needs

3

## More Affordable Solutions



A comparative cost analysis confirms there are less costly solutions for smaller agencies that prioritize their constantly evolving needs while maintaining high-quality, customer-focused standards.



# **Grants QSMO Marketplace (Commercial Providers) Request for Information (RFI)**

# Grants QSMO Marketplace



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



Create & manage a marketplace of modern grants management solutions



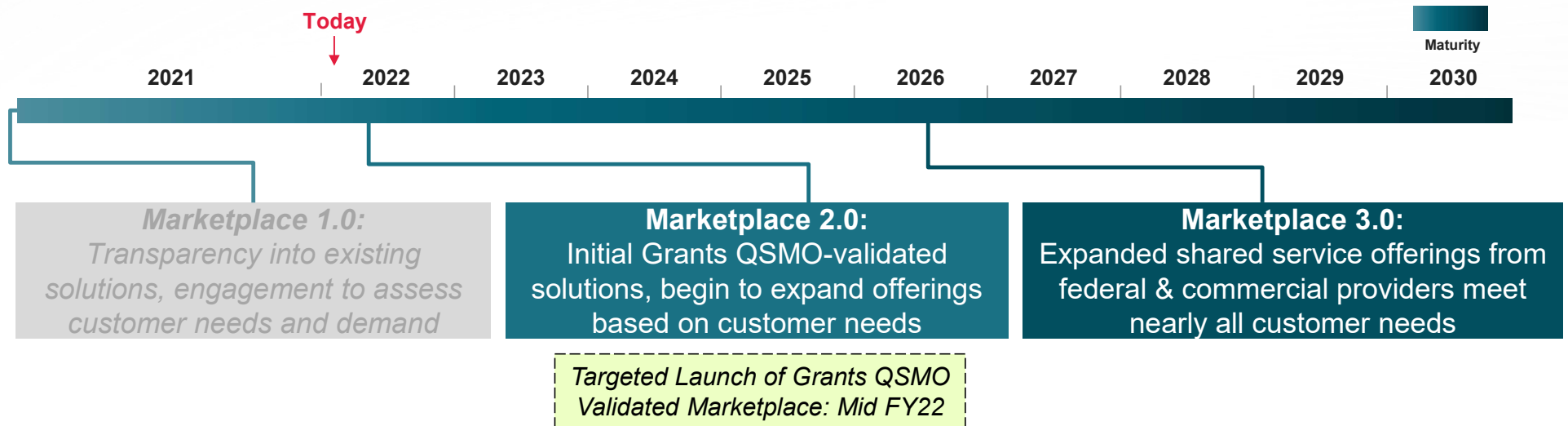
Bring transparency on solution performance, price methodology, and customer satisfaction



Designate high-quality shared solutions with modern functionality



Advise customer agencies on marketplace offerings



# Grants QSMO Commercial RFI Objectives

The Grants QSMO released an RFI on Monday, March 7th to:



**Provide information** about the current Federal grants management landscape



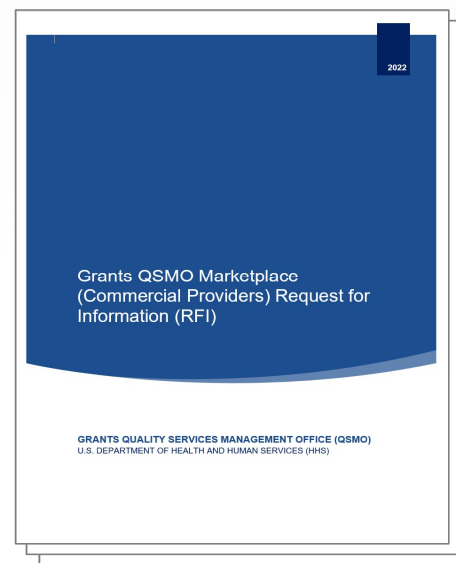
**Identify commercial grants IT** & related implementation costs and timelines



**Collect recommendations** to mature the Grants QSMO Marketplace

Link to RFI here:

[https://feedback.gsa.gov/jfe/form/SV\\_7WYqx9n0KMyCR8](https://feedback.gsa.gov/jfe/form/SV_7WYqx9n0KMyCR8)



Responses must be submitted through the MRAS survey tool by **Friday, March 25, 2022.**



# Information Sought in the RFI



## **VENDOR'S CURRENT CAPABILITIES**

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

## **INDUSTRY BEST PRACTICES**

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- Innovation within grants management solutions
- Primary cost drivers/rough order of magnitude
- Focus on the recipient experience and
- Ability to address user accessibility and equity-related barriers

## **RECOMMENDATIONS FOR GRANTS QSMO MARKETPLACE**

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- Alignment to objectives of the Grants QSMO Marketplace
- Suggestions for determining FIBF Standards compliance
- Ideas to mature the Grants QSMO Marketplace

# How to Get Involved

- **Vendors/Industry:**

We are interested in understanding how to best engage with the community and obtaining feedback on the current grant management landscape. If you have insight or suggestions, please reach out to us at [GrantsQSMO@hhs.gov](mailto:GrantsQSMO@hhs.gov).

- **Federal Awarding Agencies:**

Visit our Grants QSMO Collaboration site (<https://community.max.gov/x/xyikfw>), explore the available resources, and keep an eye on the site for updated content.

- **Everyone:**

Email us at [GrantsQSMO@hhs.gov](mailto:GrantsQSMO@hhs.gov) to ask us any questions you have on the Grants QSMO and marketplace of solution/service offerings, volunteer for user centered design sessions, provide feedback, and more!



# Appendix

# FY21 Top 10 Agency Grants Volume and Obligations

Rank	Agency Name	FY21 # Grants	% of Total
1	Department of Health And Human Services (HHS)	137,913	30%
2	Department of Transportation (DOT)	99,136	21%
3	Department of Housing And Urban Development (HUD)	35,613	8%
4	Department of Education (ED)	29,669	6%
5	Department of Agriculture (USDA)	27,638	6%
6	National Science Foundation (NSF)	26,907	6%
7	Department of The Interior (DOI)	21,018	5%
8	Department of Defense (DOD)	14,453	3%
9	Department of State (DOS)	13,594	3%
10	National Aeronautics And Space Administration (NASA)	8,346	2%
<b>Sub-total Top 10 Grants Volume</b>		<b>414,287</b>	<b>89%</b>

**Total Govt-wide Grants Volume 465,516**

Rank	Agency Name	FY21 \$ Obligations	% of Total
1	Department Of Health And Human Services (HHS)	\$ 771 B	56%
2	Department of Education (ED)	\$ 281 B	21%
3	Department of Transportation (DOT)	\$ 99 B	7%
4	Department of Housing And Urban Development (HUD)	\$ 53 B	4%
5	Department of Homeland Security (DHS)	\$ 42 B	3%
6	Department of Agriculture (USDA)	\$ 41 B	3%
7	Agency For International Development (USAID)	\$ 17 B	1%
8	Department of Labor (DOL)	\$ 15 B	1%
9	National Science Foundation (NSF)	\$ 8 B	1%
10	Department of Defense (DOD)	\$ 8 B	1%
<b>Sub-total Top 10 Grants Obligations</b>		<b>\$ 1.34T</b>	<b>98%</b>

**Total Govt-wide Grants Obligations \$ 1.37T**

Source: USASpending.gov (data pulled on 2/11/2022)

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# Methodology for Pulling USASpending Data

## Grants Volume per Agency and Sub-Agency by Fiscal Year

1. Navigate to [www.USASpending.com](http://www.USASpending.com)
2. Navigate to Download Center --> Custom Award Download (top right side of site page)
  - Select:
    - Award Type: Grants
    - Awarding or Funding agency: All
    - Location: Country: All
    - Date Type: Action Date
    - Date Range: Desired fiscal year
    - File Format: CSV
    - \*Note: For data accuracy, only download one fiscal year at a time.
3. Click "Download" button
4. Run pivot table on this data file for agency numbers
  - Pivot Table Row: "awarding\_agency\_name"
  - Pivot Table Value: Count of "assistance\_award\_unique\_key"
5. Run separate pivot table on the same data file for sub-agency numbers
  - Pivot Table Row: "awarding\_sub\_agency\_name"
  - Pivot Table Value: Count of "assistance\_award\_unique\_key"
6. Consolidate rows of information in both tables as needed (e.g., there may be two rows of data for the same agency if the agency name was put into USASpending two different ways)



# Methodology for Pulling USASpending Data

## Grants Obligations \$ Amount per Agency and Sub-Agency by Fiscal Year

1. Navigate to [www.USASpending.com](http://www.USASpending.com)
2. Navigate to Award Search --> Advanced Award Search (top right side of the site page)
  - Navigate to "Filter" area (left hand side of site page), fill in the following fields:
  - Time Period: fiscal year
  - Award Type: Grants
  - Awarding Agency: Leave blank to see all agencies
3. Click on "Submit Search"
4. Click on "Download" button (right hand side of screen, under site navigation ribbon)

\*Note: This will only download 250,000 lines of data at one time. For this reason, you may need to filter for and download for as many agencies as you can download at once and continue this process until all data is downloaded. If you are trying to download multiple fiscal years, download one FY at a time because there is no way to accurately differentiate between fiscal years within the final download.
5. Consolidate data downloads into one excel (if necessary)
6. Run pivot table on the consolidated data file for agency numbers
  - Pivot Table Row: "awarding\_agency\_name"
  - Pivot Table Value: Sum of "federal\_action\_obligation"
7. Run a separate pivot table on the same data file for sub-agencies
  - Pivot Table Row: "awarding\_sub\_agency\_name"
  - Pivot Table Value: Sum of "federal\_action\_obligation"
8. Consolidate rows of information in both tables as needed

# Methodology for Pulling USASpending Data

## Grants Recipient Organizations per Agency by Fiscal Year

1. Use same data file as for Grants Volume (copy into another location to alter)
2. Use Recipient DUNS or UEI for count because it is a more accurate identifier. Often recipient name is not entered into USASpending in uniform/standard way.
3. If recipient DUNS is missing, fill it in with the following identifiers in the following order: 1) UEI, 2) Recipient Name, 3) Recipient Address and 4) Recipient Town Name.
  - o Note: These are the most unique identifiers in the absence of a DUNs.
4. Add column at end of data set called "Combo" and combine "awarding\_sub\_agency\_name" and "recipient\_DUNS" columns
5. Use "Remove Duplicates" function and select box only "Combo" column
6. Run pivot table from the raw downloaded data
  - o Pivot Table Row: "awarding\_sub\_agency\_name"
  - o Pivot Table Value: Count of "recipient\_duns"
7. Consolidate rows of information in both tables as needed (e.g., there may be two rows)

# Grants QSMO RFI Reading Room Resources

Additional information related to the Grants QSMO Marketplace solution offerings is provided in the Grants QSMO Marketplace (Commercial Providers) RFI [Reading Room](#).

Document Name	Content
FIBF Grants Management Federal Business Lifecycle	Outlines and defines FIBF Service Areas, Functions, and Activities
FIBF Grants Management Business Capabilities	Identifies the Business Capabilities derived from Authoritative References and other sources
FIBF Grants Management Standard Data Elements	Identifies the FIBF GRM Standard Data Elements derived from the input and outputs of the Business Capabilities and Use Cases for the Service Activities
GRM Business Use Cases <ul style="list-style-type: none"> <li>• 080.GRM.L1.01 Discretionary Grants with Cost Share Requirement</li> <li>• 080.GRM.L1.02 Non-Discretionary Grants to State/Local Governments with Sub-Awards</li> <li>• 080.GRM.L1.03 Disaster Grants Using Inter-Agency Agreement</li> <li>• 080.GRM.L1.04 Cooperative Agreements with Institutions of Higher Education</li> <li>• 080.GRM.L1.05 Research and Development Grants</li> <li>• 080.GRM.L1.06 Grants to Sovereign Entities</li> <li>• 080.GRM.L1.07 Annual Program Review</li> <li>• 080.GRM.L1.08 Grant Recipient with Corrective Action Issues</li> <li>• 080.GRM.L1.09 Cross-Cutting Finding Affecting Multiple Agencies</li> <li>• 080.GRM.L1.10 Grant Applicant Risk Identified from Single Audit Findings</li> <li>• 080.GRM.L2.02 Non-Competitive Grant with Overpayment</li> </ul>	Documents the key process events, inputs, outputs, and additional business findings that provide insight into the operations of the federal government
Financial Management/Grants Management Business Information Exchange (BIE)	Provides the BIE data element lists and business logic to be used when the Grants Management functional area generates Federal Financial Management (FFM) Transactions
Technology Design and Operation Capabilities	Outlines the technical and operational capabilities and references to federal cybersecurity and IT standards and specifications