Shared Services Leadership Coalition (SSLC)

February 9th, 2023

2022 Grants QSMO Accomplishments

GRANTS QSMO

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**
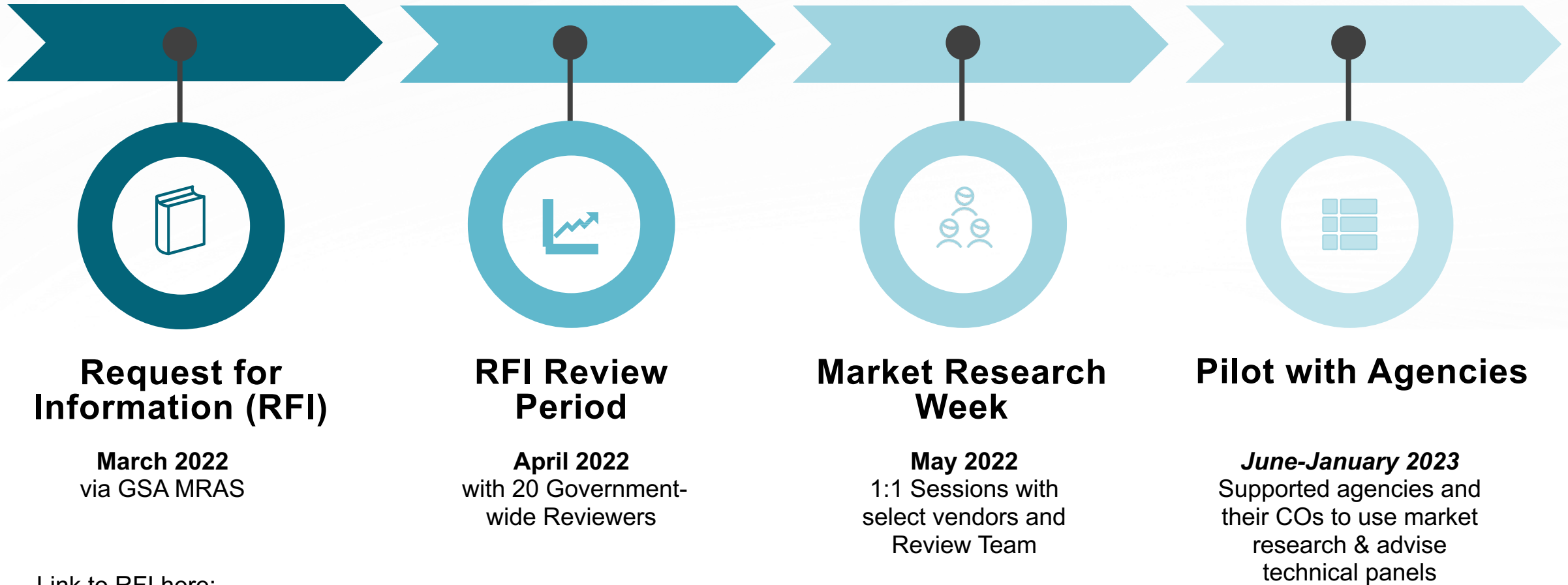
Improving User Experience and Modern Customer Experience Tools

- ✓ 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)
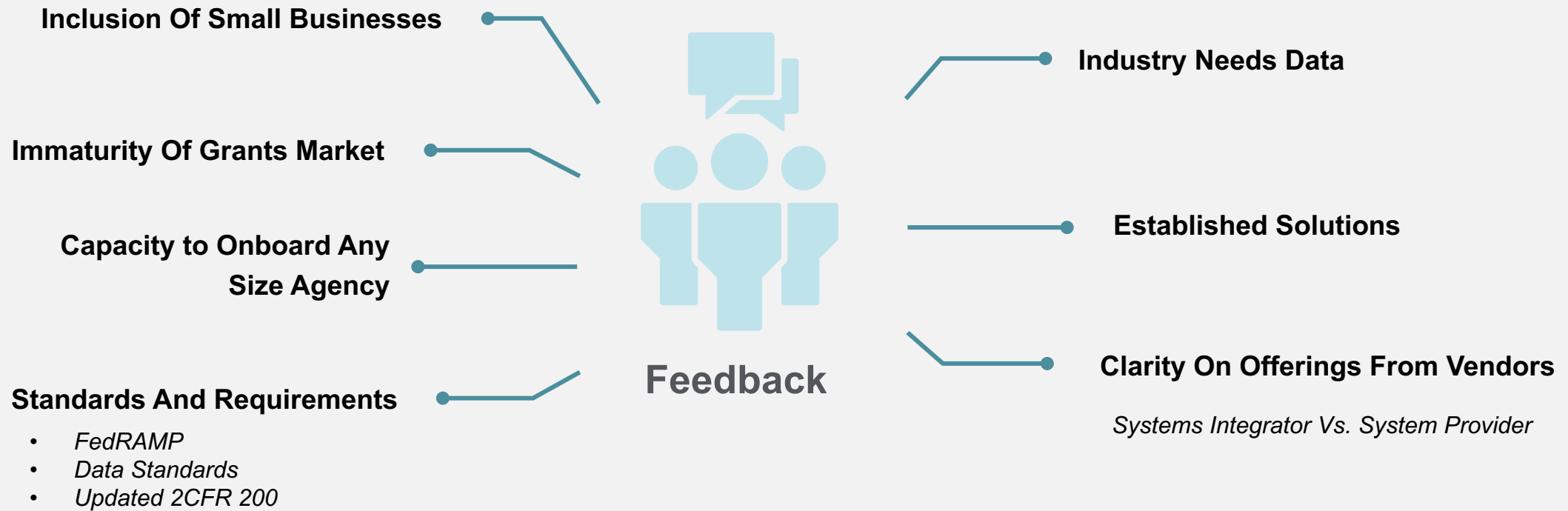
Recall: 2022 Grants QSMO RFI Process

GRANTS QSMO

Request for Information (RFI)

March 2022
via GSA MRAS

Link to RFI here:
https://feedback.gsa.gov/jfe/form/SV_7WYqxF9n0KMyCR8

RFI Review Period

April 2022
with 20 Government-wide Reviewers

Market Research Week

May 2022
1:1 Sessions with select vendors and Review Team

Pilot with Agencies

June-January 2023
Supported agencies and their COs to use market research & advise technical panels

Lessons Learned from Past Six Months

Inclusion Of Small Businesses

Immaturity Of Grants Market

Capacity to Onboard Any Size Agency

Standards And Requirements
- *FedRAMP*
- *Data Standards*
- *Updated 2CFR 200*

Feedback

Industry Needs Data

Established Solutions

Clarity On Offerings From Vendors

Systems Integrator Vs. System Provider

Forecasting Grants IT Needs

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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

Discussion Questions

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

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/