



Shared Services Leadership Coalition (SSLC)

July 13th, 2023

Grants QSMO Marketplace Objectives

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

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

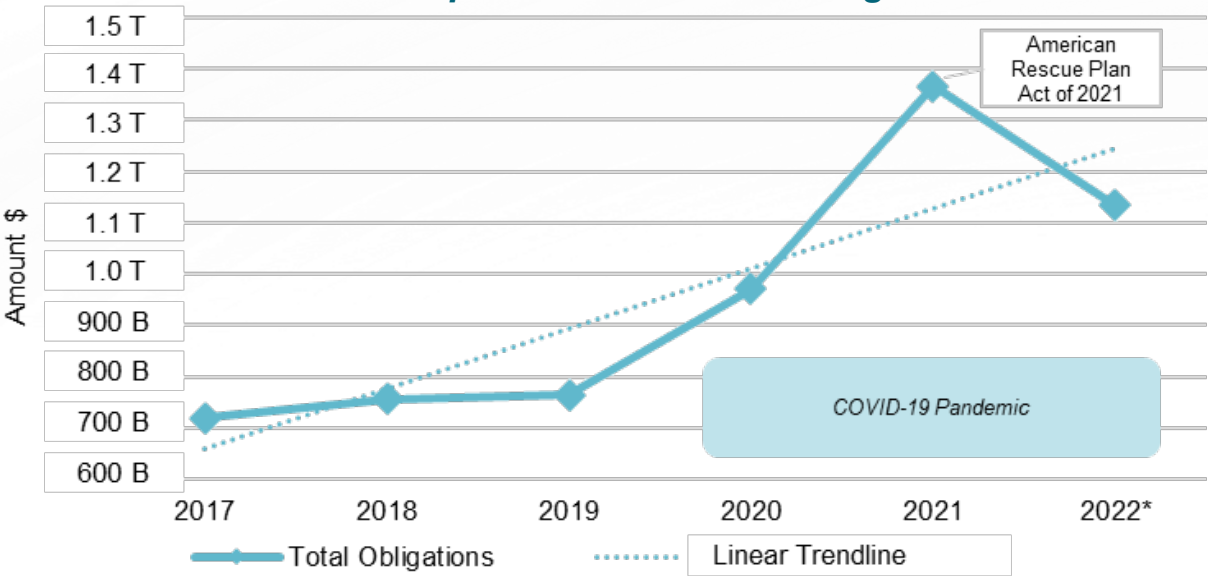


TECHNOLOGY

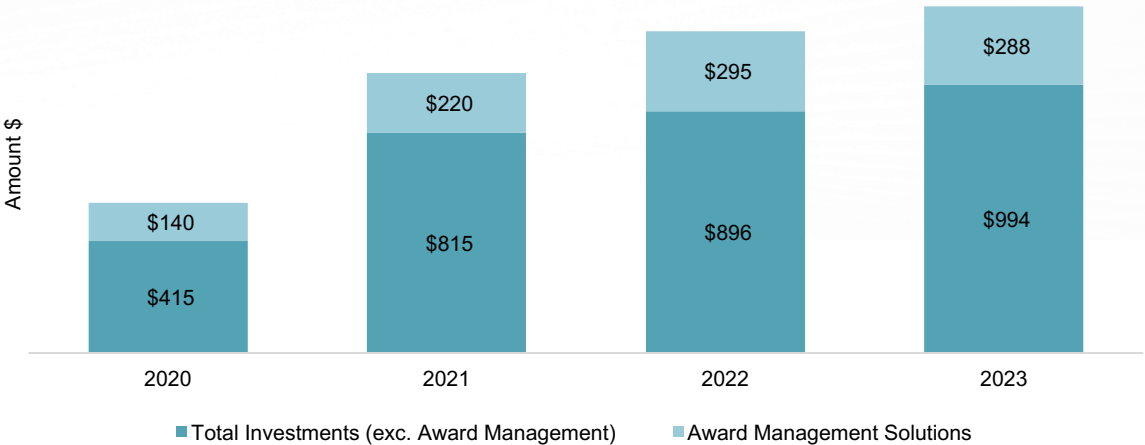
- Affordable and adaptable
- Unified, full-lifecycle GMS
- Automation and standardization in data reporting
- Integration with financial systems

Insights from Grants Data and Recent Trends

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



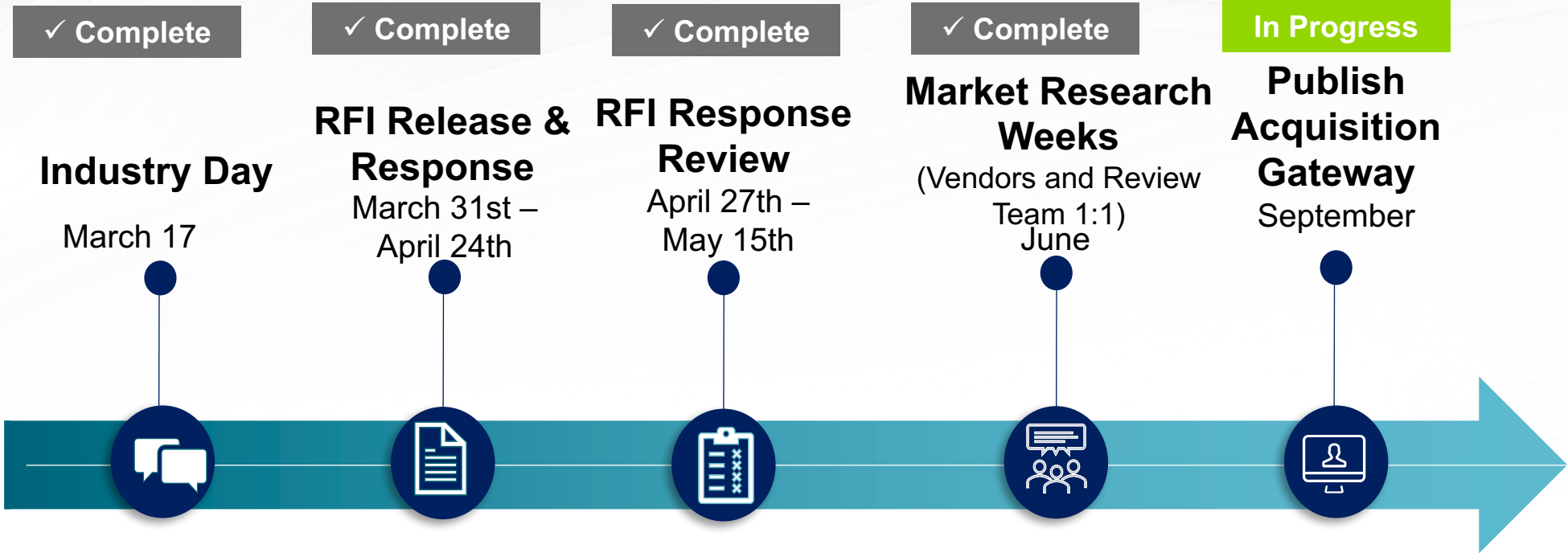
Grants IT investment spending continues to increase year-over-year, with more than \$1.2B in planned modernizations for FY23



*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



*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 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

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.)

The screenshot displays the 'Acquisition Gateway' website. The header includes the logo, a search bar, and 'Sign In' and 'Tools & Resources' links. The main content area features a breadcrumb trail 'Home / Shared Services / Grants Management QSMO' and a sidebar with a menu containing 'Overview', 'Resources and Templates', 'FAQ', and 'How to Order' (which is highlighted). To the right of the sidebar is a 7-step process flow diagram: 1. Requirements Definitions, 2. Research & Planning, 3. Solicitation Development, 4. Submit Solicitation, 5. Selection & Award, 6. Contract Administration, and 7. Closeout. Below the diagram, the '1. Requirements Definitions' section is expanded, providing a detailed description of the first step in the ordering process and listing related resources like 'FIBF Grants Management Business Capabilities'.

Acquisition Gateway

Search Acquisition Gateway

Tools & Resources External Resources

Home / Shared Services / Grants Management QSMO

Overview	+
Resources and Templates	+
FAQ	+
How to Order	—

1 Requirements Definitions

The Grants QSMO is here to guide you along this entire process; integrated alongside you within each step and sharing our lessons learned from working with other agencies and from the establishment of our RFI. We look forward to our partnership!

The first and most important step in the ordering process is defining the requirements for your organization's grant management system. Below links are to the Federal Integrated Business Framework (FIBF) standards, which are business standards established and agreed to by agencies. Alignment to the FIBF standards are a requirement and enable the government to better coordinate on the decision-making needed to determine what can be adopted and commonly shared. FIBF is an essential first step towards agreement on outcomes, data, and cross-functional end to end processes that will drive economies of scale and leverage the government's buying power.

- FIBF Grants Management Business Capabilities
- FIBF Grants Management Federal Business Lifecycle
- FIBF Grants Management Standard Data Elements

Acquisition Gateway

Learn More Contact

About us gateway@gsa.gov

Frequently Asked Questions 1-800-488-3111

Discussion Questions

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



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



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/>