



**NIH Electronic Submission of Grant Applications Program
Office of Extramural Research**

Service Provider Questionnaire

Company Cayuse, Inc.
Product Cayuse424

1. Briefly describe your product/service.

Cayuse424 is a Web-based, hosted application for preparing and submitting grant proposals through Grants.gov without using PureEdge or Adobe forms.

2. Concisely list specific benefits of your product or service.

- 100% Web-based; Mac and PC compatible; Internet Explorer and Firefox browsers
- Real-time validation engine that highlights all errors and warnings before submission; validations are updated to meet agency and opportunity rules.
- Fast online budget calculation, budget period replication/escalation, application of fringe rates and indirect costs.
- Research plan “uploader” that automatically separates and attaches sections to the appropriate places within the proposal.
- Centrally manage institutional profiles, professional profiles, biosketches, etc. from data repositories; auto-fill proposal fields without re-typing.
- Export data to other institutional research applications; integrate with single sign-on (SSO) environments.
- Import subaward data from your subcontractor network; integrate subaward budgets directly into proposals.
- Deploys quickly; does not require IT involvement, consultants, custom configuration, or purchase of other modules

3. Describe the type of customers you service (e.g., individuals, small businesses, small institutions, mid-large institutions, foreign institutions).

Research institutions of all sizes; private research organizations of all sizes; departmental implementations; individual users.

4. What types of electronic applications can be submitted through your product/service (e.g., all NIH grant programs that allow electronic submission through Grants.gov, all NIH grant programs except X, all grant programs submitted through Grants.gov and processed by eRA Commons including NIH partners, all grant

programs offered through Grants.gov)?

Cayuse supports over 80% of the grant opportunities offered through Grants.gov, (as of 3/2008) including:

- 100% of opportunities from NIH, NSF, AHRQ, ONR, CMDRP
- Many opportunities from Energy, AFOSR, DARPA, HRSA and others
- More agencies, forms and opportunities in development

5. Do you offer any special services to assist small businesses/institutions or foreign applicants through the submission process (e.g., staff that can provide assistance traversing the registration and/or submission process, special hours of support or support channels for foreign applicants, support in languages other than English, special process for applicants with limited Internet connectivity)?

Cayuse manages the certification process with Grants.gov. Submission is automatically handed by the software. In the rare cases when there are submission errors, we troubleshoot them directly with Grants.gov on our customer's behalf.

Our customers are all in the US, our support is in English, and our hours are Mon. – Fri., 7:00 – 5:00 PST.

6. What is the lead time needed to implement your solution?

Two – five weeks, depending on the institution's size, readiness, and approach. As a Web-based solution, the software is deployable in a matter of days. We conduct a managed deployment process to allow for customer training and communication.

7. Describe your cost strategy (e.g., flat fee per application, negotiated based on volume and/or services selected).

Pricing is based on the institution's funding levels and activity levels.
