



GRANTS.GOV

FIND. APPLY. SUCCEED.

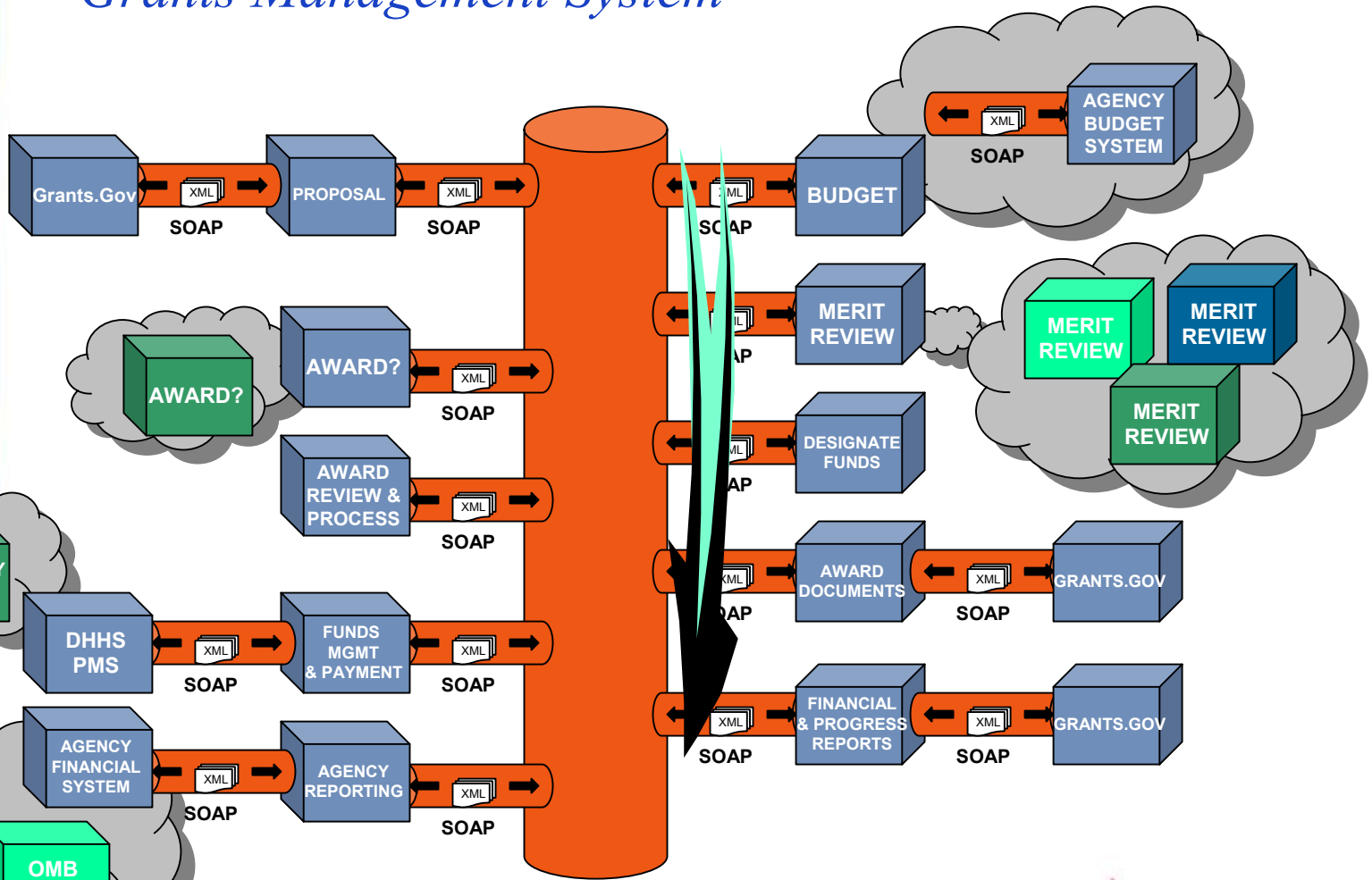
*Grants Systems:
Competition and Survival*

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Consolidation: the Urge to Merge

- HHS Grants Systems Consolidation
 - One Department
 - Centers of Excellence Build Upon Success
 - NIH for Research Grants; ACF for Service and Mandatory
- Grants.gov to “Unify and Simplify” finding and applying for grants across all agencies
- HHS isn’t the only agency thinking about grants systems consolidations....

Conceptual Component-Based Grants Management System



DOJ Grants Management System (GMS)



**Finalist 2002
Excellence.gov Awards**

- Production – December 1999
- Fully re-architected during the past 18 months; completely Web-based
- Requirements driven from end users
- All 13 OJP offices leveraging the System
 - 10,000 applicants; 6,000 grantees
- Multiple grant types
 - Formula, block, discretionary
- 1,000's of external users, 100's of Internal users
- Standards, Web services-based technology
- Ready for Federal eGrants Initiative

The screenshot displays two overlapping windows. The top window is Adobe Acrobat showing a PDF document titled 'lpt_gms_award_9752.pdf'. The document is a grant award form from the U.S. Department of Justice, Office of Justice Programs, Office for State and Local Domestic Preparedness Support. It includes fields for recipient name, grant number, project period, and total award amount.

The bottom window is Microsoft Internet Explorer showing the 'Applicant Approval Inbox' for the U.S. Department of Justice, Office of Justice Programs. The page displays a table of pending grant applications with columns for Application Number, Applicant, and State. The table shows 16 of 30 total records.

Application Number	Applicant	State
<input type="checkbox"/> 2002-X0001-AK-WT	North Slope Borough	AK
<input type="checkbox"/> 2002-X0017-AK-XS	North Slope Borough	AK
<input type="checkbox"/> 2001-X0015-AK-WT	North Slope Borough	AK
<input type="checkbox"/> 2002-X0017-CA-XS	R. Miller Business Services	CA
<input type="checkbox"/> 2002-X0002-CO-WT	National Center For State Courts	CO
<input type="checkbox"/> 2002-X0017-CA-XS	R. Miller Business Services	CA
<input type="checkbox"/> 2002-X1093-FL-WE	City of Miami Beach	FL
<input type="checkbox"/> 2001-X1699-FL-WE	Hendry County	FL
<input type="checkbox"/> 2002-X1665-FL-WL	State Attorneys Office	FL
<input type="checkbox"/> 2002-X0941-FL-WE	State Attorneys Office	FL
<input type="checkbox"/> 2002-X0942-FL-WE	Dade County Sheriff	FL
<input type="checkbox"/> 2002-1107-KS-WE	City of Topeka	KS

3rd Party Vendors

- From <http://www.strllc.com/egrants.htm>
 - “eGrants Plus COTS product will accept applications through the Storefront”
 - “Storefront compatible - STR takes on the Storefront, so you don't have to”
- Just one example – and there are plenty of others
 - FreeBalance
 - Coeus

The Big Questions

- Who is your Competition?
 - Other HHS OPDIV systems? ACF GATES?
 - Systems from other Federal Agencies? DOJ? NSF?
 - 3rd Party vendors?
 - Yourself? Your customers' demands? Cycle time?
- What is your Market?
 - NIH? HHS? Other Agencies? States? Grantee Organizations?
- What is your core business?
 - Pre-Award Review? Authentication? Audit? Archive?
- In what are you the best?
 - A niche? A piece of the lifecycle? The whole world?

Parts are Greater than the Whole

- Assume there will be COTS and/or GOTS components and modules that need to be used at points in the future
 - Grants.gov, eAuthentication, PKI, CFDA, payment and financial systems
 - Systems for reporting, document flow, file conversion, etc.
- Be prepared to utilize external services to get out of non-core parts of the business – eAuthentication is a great example.
- Tightly linking components precludes outsourcing unpalatable parts of the business

Components and Re-use

- OMB, via FEA and SAWG, calls for service components and re-use; see www.feapmo.gov
- There are a number of agencies desperate for systems
- We will see some winners across the federal space
- eRA needs a good “story” on component re-use
 - Find some areas to use components developed elsewhere
 - Package some components for redistribution
 - Prepare to be a service provider for parts of the workflow
 - Eliminate quirky and idiosyncratic; different isn't better, but it's so hard to see!
 - Avoid "swallow it all or go away" service

Personal Growth

- You are valuable as a team member of the NIH eRA team
- HHS Consolidation increases that value
 - NIH's system is used at other OPDIVs
 - Broader applicability of your experience and expertise
- What if components were used at other Agencies?
- What if, as part of eRA, you learn widely-used modules?
- Re-usable knowledge is valuable knowledge

The Questions Again

- Who is your Competition?
- What is your Market?
- What is your core business?
- In what are you the best?