Tools for Compliance: Combining Process and Software to Improve Statewide Grant Reporting

Presented by Adam Roth
About Adam Roth

• Adam Roth is the founder and President of StreamLink Software, a privately held company offering AmpliFund, the leading enterprise grant management software.

• Adam works closely with industry and government officials to facilitate the development of improved regulatory guidelines for managing grant funding using standardized data structures, speaking frequently on the topic to audiences around the country.

• As a result of his work, he was honored with the NGMA Impact Award/Private Sector for exceptional contributions to advancing the field of grant management.
Culture Change in DC and Around the Country?
What The DATA Act Means for Recipients
What It Means For Recipients

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Standardizing All Data and Getting it in a MachineReadable Format
What It Means For Recipients

Forces Systemization of Process for both Financial (Current) and Performance (Future) Reporting
What The UGG Means for Recipients
New UGG Requirements – Recipients

Auditors are here! What did we do last year on that grant?

Performance for Accountability
New UGG Requirements  – Recipients

Standard Business Processes & Data
Typical Grant Management

Federal Agency
- NIH
- HHS
- DOL

Foundations
- Any Fund
- Foundation

Grants Office

Department / Programs
- Sub-Department
- Staff

Sub-Recipient
- Department
- Staff
Standardized System for Grants

Federal Agency
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Foundations
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Grants Office

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Sub-Recipient
- Department
- Staff
New UGG Requirements – Recipients

Consistent & Transparent Treatment of Costs

(SUBS!!!)
The GREAT Act
What is Critical in an Enterprise Grant System?

- Data: Compliance & reduce recipient burden
- Supports the Full Grant Lifecycle: Single integrated process between and across organizations
- Configurability: Scalability and reducing Total Cost of Ownership
How We View Grant Management Data

Grantor Process

Federal
- Federal grant application & distribution process

States
- Grant application & distribution process
  - Programmatic goals integrated via API
  - Grant budgets integrated via API

Counties/Cities
- Grant application & distribution process
  - HR data integrated via API
  - Programmatic goals entered in AmpliFund
  - Grant budgets integrated via API

NPOs
- Awards distributed
  - Programmatic goals established

Grantee Process

Federal
- Final review of Department report, SF-425, and FFATA

States
- Roll-up outcomes, expenses, time, and activities from Counties
  - HR data integrated via API
  - Financial data integrated via API
  - Programmatic data integrated via API

Counties/Cities
- Roll-up outcomes, expenses, time, and activities from NPOs
  - HR data imported via CSV
  - Financial data integrated via API
  - Programmatic data entered in AmpliFund

NPOs
- Prepare outcomes, expenses, time, and activities
  - HR data entered in AmpliFund
  - Financial data imported via CSV
  - Programmatic data entered in AmpliFund
A Grant Management Solution for Every Phase

GRANTOR

PRE
Opportunity Research
Planning
Submission Tracking
Manage Award
Payment Management
Sub-Recipient Management
Projects
Grant Closeout

REPORTS
WORKFLOW
DATA MANAGEMENT
DOCUMENT MANAGEMENT
CONTACT MANAGEMENT
INTEGRATION
SECURITY
POST

GRANTEE
Configurability Out - of - the - Box

Collection
Create new data collection forms and extend existing forms to capture all areas of the grant process.

Documentation
Create documents such as award letters and grant agreements using organizational templates merged with AmpliFund data.

Integration
Leverage API and data mart for real-time data transfer between internal business systems and AmpliFund.

Reporting
Create relevant, meaningful cross-object reports using data elements throughout AmpliFund.

Security
Design multi-departmental organizational structures with complete data rollup and visibility.

Visualization
Create and publish custom dashboards tailored for maximum impact.

Workflow
Configure advanced workflows to support required internal business processes.
The Value of a System Post Implementation

**Drive Accountability**
- Ownership assigned to individuals responsible for performance
- Add new data & workflows for pursuit of grant opportunities
- Increase revenue by 15% in year one with Research

**Create Transparency**
- Improve business process uniformity
- Reduce manual processes used to capture detailed performance data and generate reports
- Integrate with existing systems to streamline efforts
- Increase drawdown by around 30% in year one

**Build Capacity**
- Visibility into the end-to-end grant management process, from award initiation to close out
- Capture all grant related data, including documents, for easy analysis
- Holistic view of funding and expenditure details
- Reduce administrative time by 72%
Implementation Considerations
Enterprise Implementations Structure

Central Grants Office
- Single point of contact for state-wide grant initiatives and project management
- Standardization across state from start

Central Project Management Office
- Single point of contact for project management
- Standardization driven by early adopters

Individual Implementations
- Separate implementations driven by individual groups priorities and schedules
  - Unique contact/s for each individual agency
  - Standardization is optional
What This Means For You

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<th>Phase</th>
<th>Application</th>
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<tbody>
<tr>
<td>Initiation</td>
<td>Kick-off, Project Management Basics</td>
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<tr>
<td>Planning</td>
<td>Project Plan, Communications Plan, Training Strategy</td>
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<td>Analysis</td>
<td>Requirements Gathering Workshops</td>
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<td>Configuration</td>
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<td>Migration</td>
<td>Go-Live Preparation</td>
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<tr>
<td>Go-Live</td>
<td>Application Go-Live, End User Rollout/s, Recipient Rollout/s</td>
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Best Practices and Lessons Learned

Centralized Implementation Structure

- Leverage existing infrastructure
- Complete view of organization grant initiatives
- Standardization of processes and data consistency across the organization
- Utilize existing or drive new legislation and state requirements

Functional Implementation Phases
Grants Management Lifecycle starting point dictates implementation phases.
Grantor Lifecycle

- Planning Phase
- Application Solicitation
- Application Evaluation
- Award Creation
- Award Monitoring
- Reporting
- Closeout
Recipient Lifecycle

Research Opportunity

Closeout

Applicant Registration

Interval Reporting

Application Submission

Award Modification

Award Management

Recipient Lifecycle
Questions?