



**GRANTS  
QSMO**

**Grants Quality Service Management Office (QSMO) and Council  
on Federal Financial Assistance (COFFA) Present:**

# **Industry Day**

March 22, 2024

# Industry Day Agenda

Introductions and Overview

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Partnership with the Council on Federal Financial Assistance (COFFA)

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Federal Grants Landscape

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Agency Grants IT Modernization

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Commercial Market Research

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GSA: Federal Acquisitions

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Q&A Session



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# Introductions

# GRANTS QSMO 2024 INDUSTRY DAY

## Presenters



**Dale Bell**

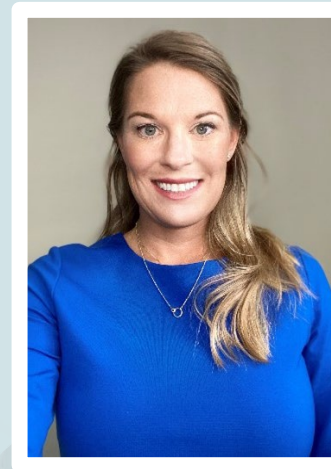
*Deputy Assistant Secretary for Grants  
Office of Grants;*

*Co-Chair  
Council on Federal Financial  
Assistance (COFFA)*



**Chad Clifford**

*Executive Director  
Division of Policy, Oversight,  
Effectiveness and Training  
Office of Grants*



**Andrea Sampanis**

*Acting Director  
Grants QSMO*



**Michael Jordan**

*Strategic Program Advisor  
General Services Administration*

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# Partnership with the Council on Federal Financial Assistance

**Dale Bell**



COFFA and Grants QSMO are developing a long-term partnership to address cross-government issues in grants management and execution.



## Council on Federal Financial Assistance

- Established in 2023 to ensure agencies have the tools needed to deliver financial assistance programs.
- Members are Senior Financial Assistance Officers from the 24 CFO Act agencies plus two revolving small agency representatives.
- Periodic community meetings bring in diverse viewpoints from across the federal government.



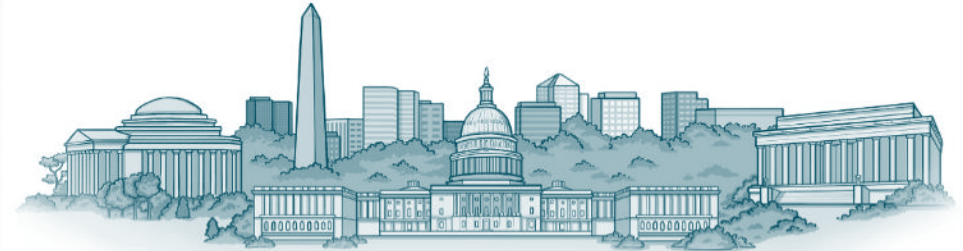
## COFFA + Grants QSMO Areas of Cooperation

- Marketplace governance and Commercial Market Research
- Reducing administrative burden for agencies and applicants.
- Partnering on technology, policy, and oversight issues.
- Providing strategic direction for federal grant-making agencies.

# Grants QSMO: Better Tools to Transform Grants Mission Delivery



Grant Recipients



Awarding Agencies

Grants QSMO is charged by OMB with offering a **Marketplace of technology and service solutions** and **advising agencies on grants IT investments** to improve avoidance of redundant and duplicative spending.



**DRIVE STANDARDS  
IMPLEMENTATION**



**RESPOND TO  
CUSTOMER NEEDS**



**LEVERAGE DATA AS  
A STRATEGIC ASSET**

## WE ARE NOT

- A policy-making office
- A grant-making organization
- The standards lead for grants management
- An HHS exclusive initiative or public organization



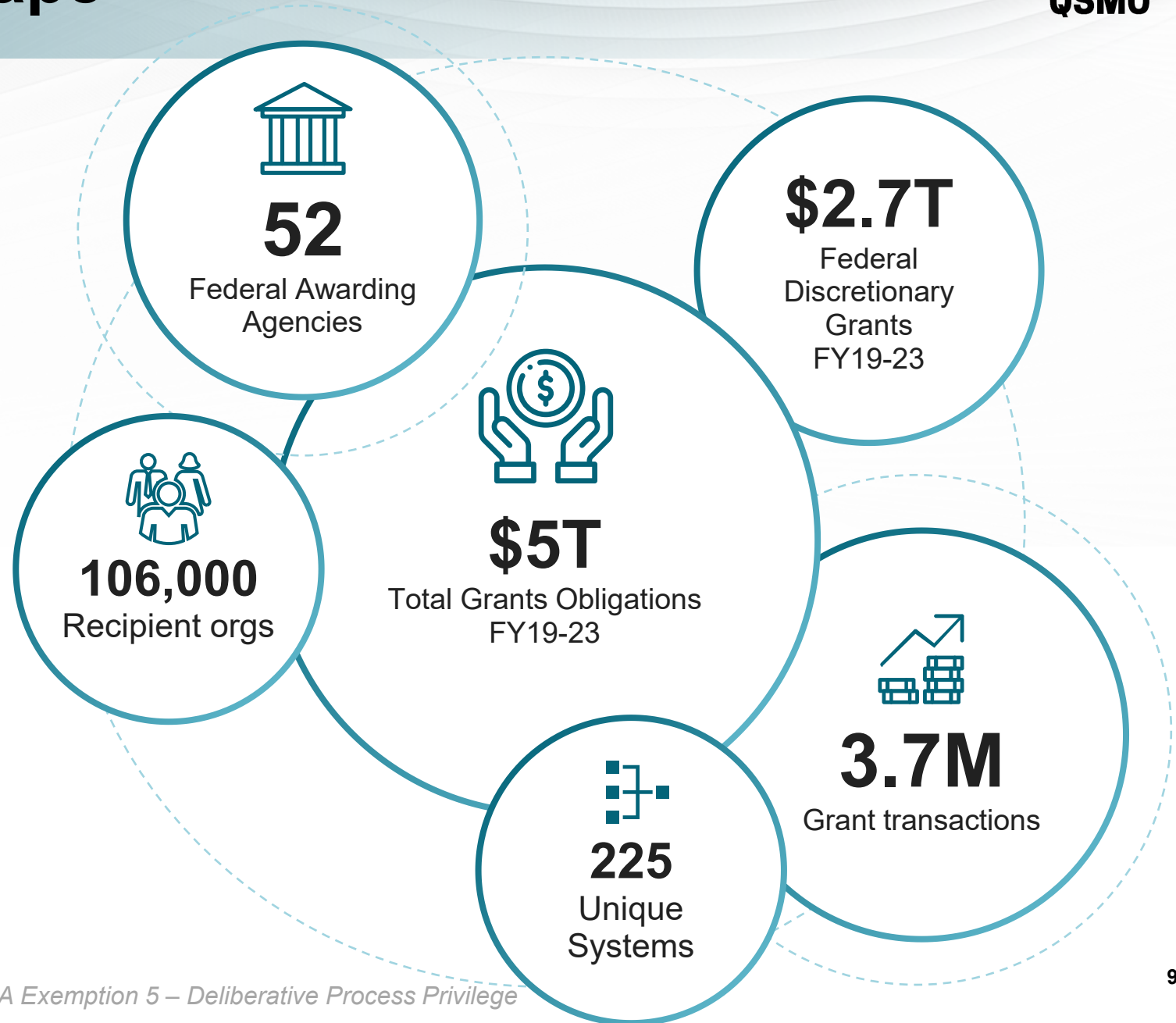
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# Federal Grants Landscape



# Federal Grants Landscape

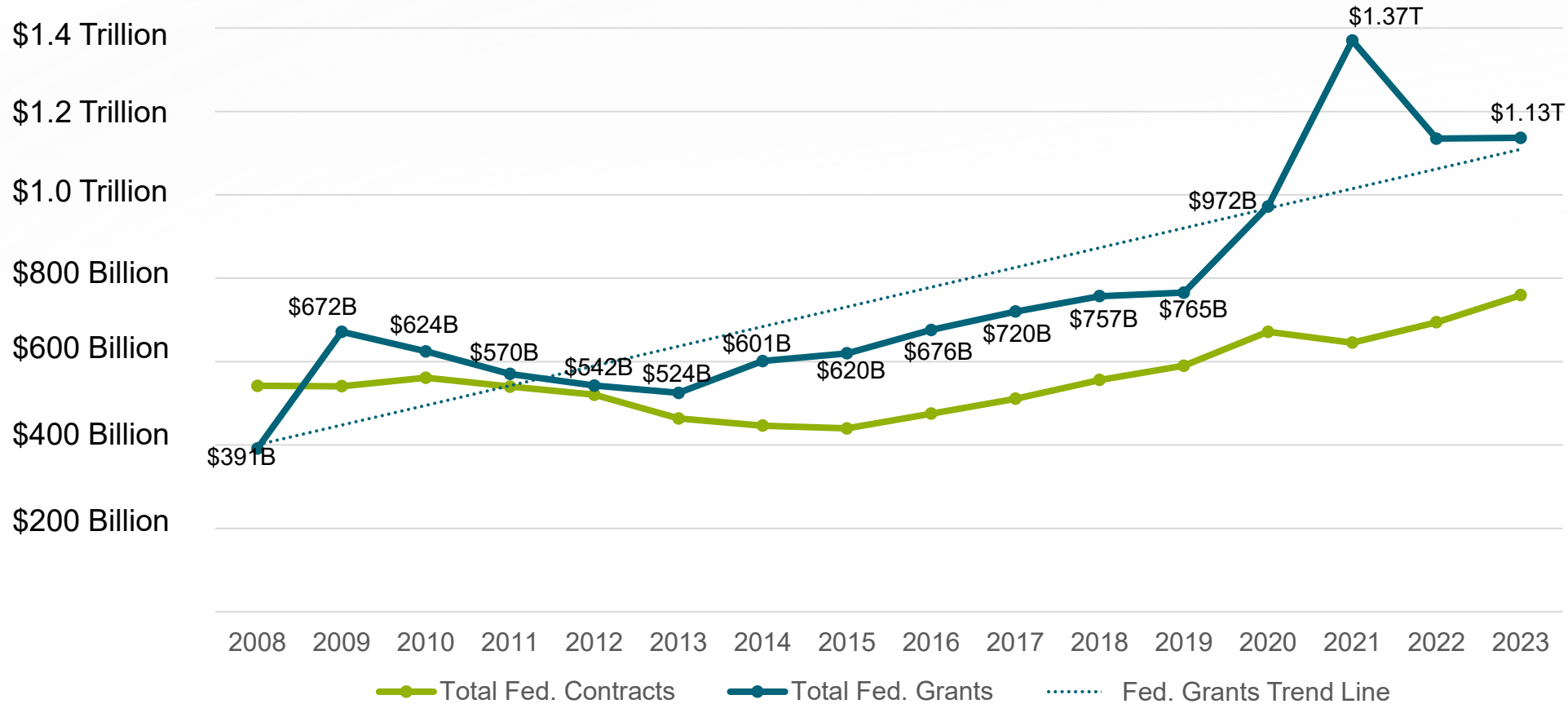
*The federal grants mission is expansive, delivering more than \$1T of services and financial assistance annually to the American public via state governments, universities, non-profits, businesses, and other organizations.*




# Grants and Contracts Spending by Fiscal Year

Grants are one of the key ways the US government delivers services to the public.

Grants Obligations and Federal Contracts  
FY08 – FY23



  
Grants obligations are rising with an increase of +190% since 2008.

  
In 2023, Grants exceeded Contracts spending by \$377B.

# The Case for Diverse IT Solutions



**Agency Mission Enablement**



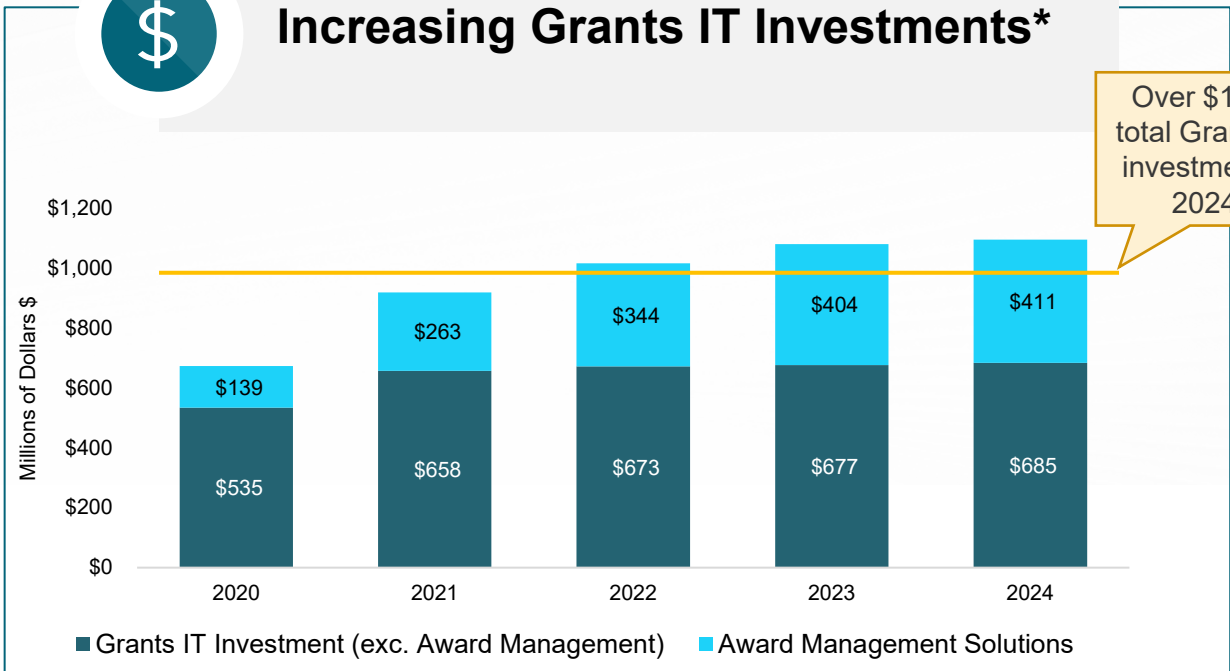
**Maximize Market Capacity**



**Realize Market Efficiencies**



## Increasing Grants IT Investments\*



Over \$1B in total Grants IT investment in 2024.

Planned investment in Award Management Solutions **nearly tripled** from FY20 to FY24, **from \$139M to \$411M**. Total planned grants IT modernizations in FY24 value more than **\$1B**.

\*Figures based on Grants QSMO analysis of ITDashboard.gov data retrieved December 2023.

Grants IT consolidation and modernization is a long-term process that will improve efficiency and reduce administrative burden for agencies, reduce duplicative spending, and greatly improve recipient experience.

## Recipient Experience

- Consolidated, efficient systems environments:
  - **Reduce administrative burden** for applicants,
  - **Reduce recipient errors** in grant processes,
  - **Multiply the impact** of grants dollars.

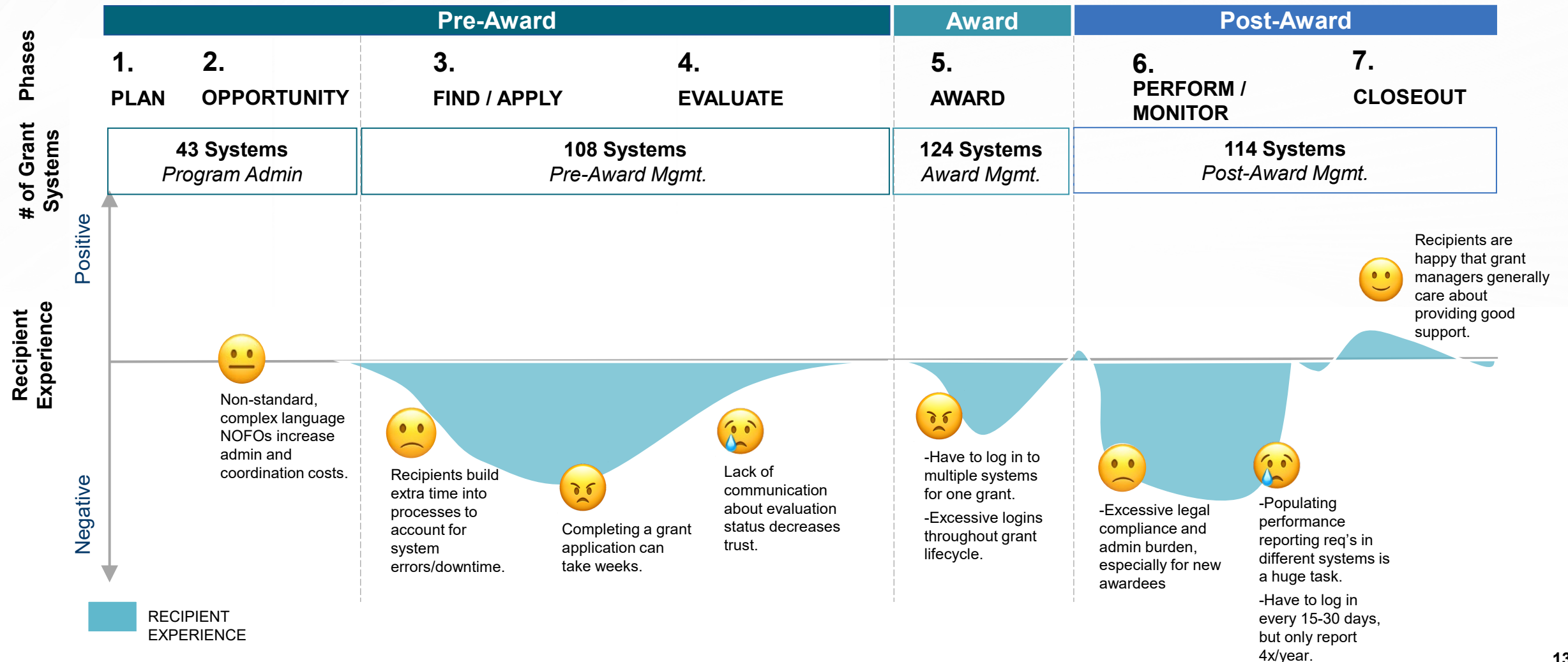
## Agency Impact

- Consolidated, efficient systems environments:
  - **Enable** data sharing and analysis,
  - **Eliminate** duplicate spending,
  - **Accelerate** grant execution,
  - **Multiply the impact** of grants dollars.



# Grant Recipient Journey Map

Recipient challenges in the grants journey can be partially attributed to the complexity of the grants management systems landscape.

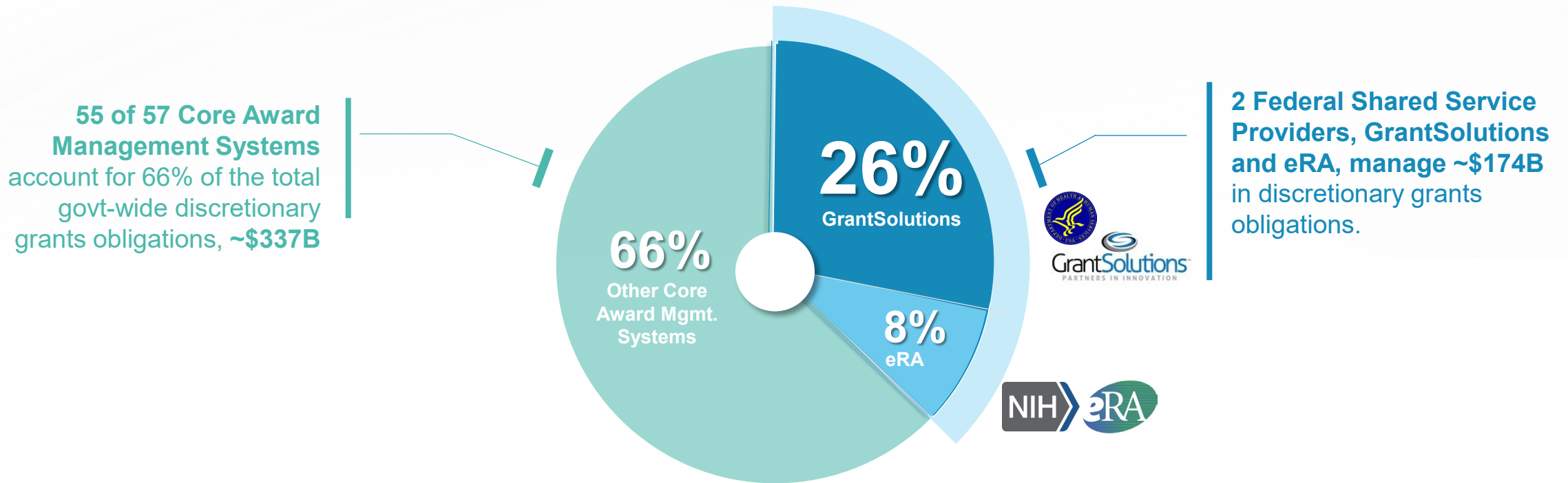




# Shared Service Provider (SSP) Market Share

Of the estimated 57 Grants Core Award Management Systems\*, two shared solutions (eRA and GrantSolutions) managed 34% of the federal government's total discretionary grants obligations\*\* for FY23.

FY23 Total Govt-wide Grants Obligations



\* Core Award Management Systems: Systems reported as part of the Grants QSMO IT Demand Survey that cut across Pre-Award, Award, and Post-Award Management phases of the grants management lifecycle (Grants QSMO IT Demand Survey Analysis conducted in November 2022)

\*\* Source: USAspending FY23 Grants and Cooperative Agreements (excluding non-discretionary Medicare and Medicaid expenditures) & Shared Service Provider reported FY23 obligations

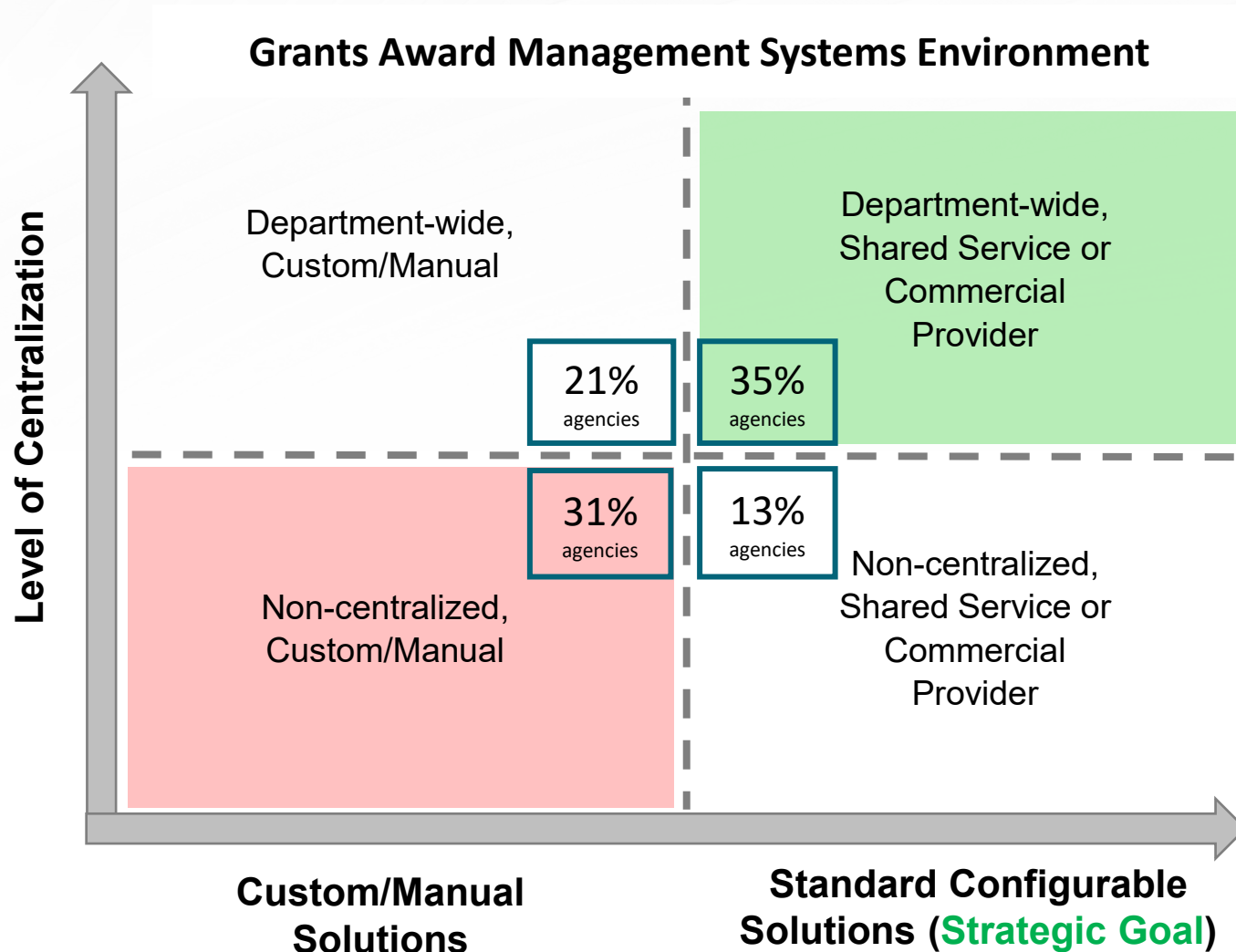


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# Agency Grants IT Modernization

# System Standardization and Centralization

The Grants QSMO aims to move agencies from non-centralized, custom systems to adoption of standard, configurable solutions and department-wide system centralization.



**System centralization with standard configurable solutions** enables:

- Improved regulatory compliance
- Reduced administrative burden
- Time savings
- Financial savings
- Improved customer experience

**Custom, non-centralized systems** impose development and maintenance costs that fall on individual agencies:

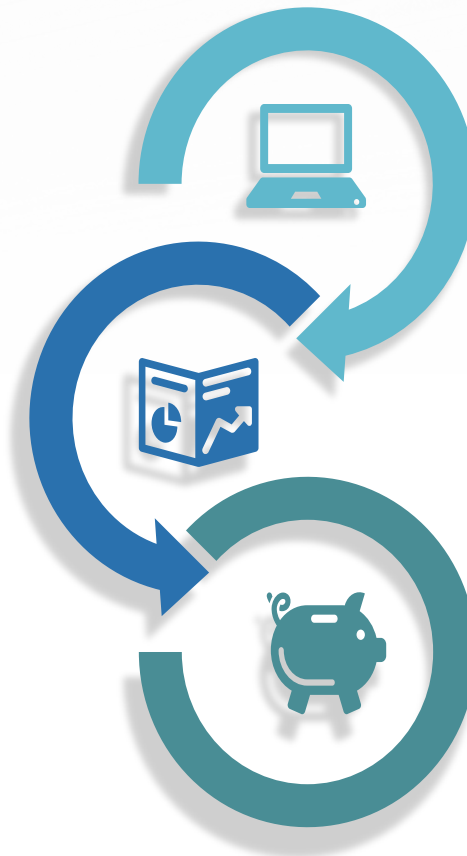
- Upgrading cybersecurity controls
- Complex system requirements (e.g., legislative mandates, new integrations)

# How Agencies Approach Grants IT Modernization

Grants QSMO aims to help federal awarding agencies find the best solutions to address their evolving needs

## ***Objectives for each Grants IT Modernization:***

- ✓ 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



## **Agency Steps to System Modernization:**

- 1. Consider Marketplace Offerings***
- 2. Consider Commercial Market Research***
- 3. Conduct Investment Planning\****

\*Additional details on Investment Planning Guidance in Appendix



## Grants QSMO Marketplace Responsibilities:



Create & manage a marketplace of modern grants management solutions



Bring transparency on solution performance, price methodology, and customer satisfaction



Designate high-quality shared solutions with modern functionality



Advise customer agencies on marketplace offerings

Grants QSMO Marketplace is live here: <https://ussm.gsa.gov/marketplace/grm/>

### Awards Management Solutions



eRA



GrantSolutions

### Payment Systems



Automated Standard Application for Products (ASAP)



Payment Management System (PMS)

### Indirect Cost Negotiation Services



Interior Business Center (IBC)



Program Support Center Cost Allocation Services (PSC/CAS)



# Grants QSMO Catalog of Market Research

The 2023 Catalog of Market Research details the vendors recommended through the Market Research process.



## Catalog Vendor Highlights Include:

- Vendor Logo
- Vendor Name
- Business Type
- Solution Name
- Solution Platform
- Current Customers
- Demo Link
- Website Link
- Points of Contact
- And extensive detail in the full Catalog of Market Research



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# Grants QSMO Commercial Market Research

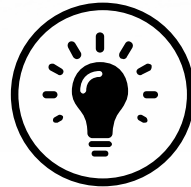
# Grants QSMO + COFFA Market Research

Grants QSMO + COFFA commercial market research focuses on addressing customer needs by providing access to high-value solutions that meet common government requirements and standards.

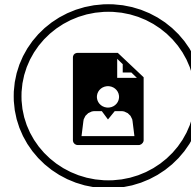
## Vendor Pathway For:



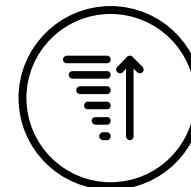
Grants QSMO  
Recommendations



Insight to Agency Needs



Engagement with Grants  
QSMO



Influencing Agency  
Acquisitions

## Leads To:



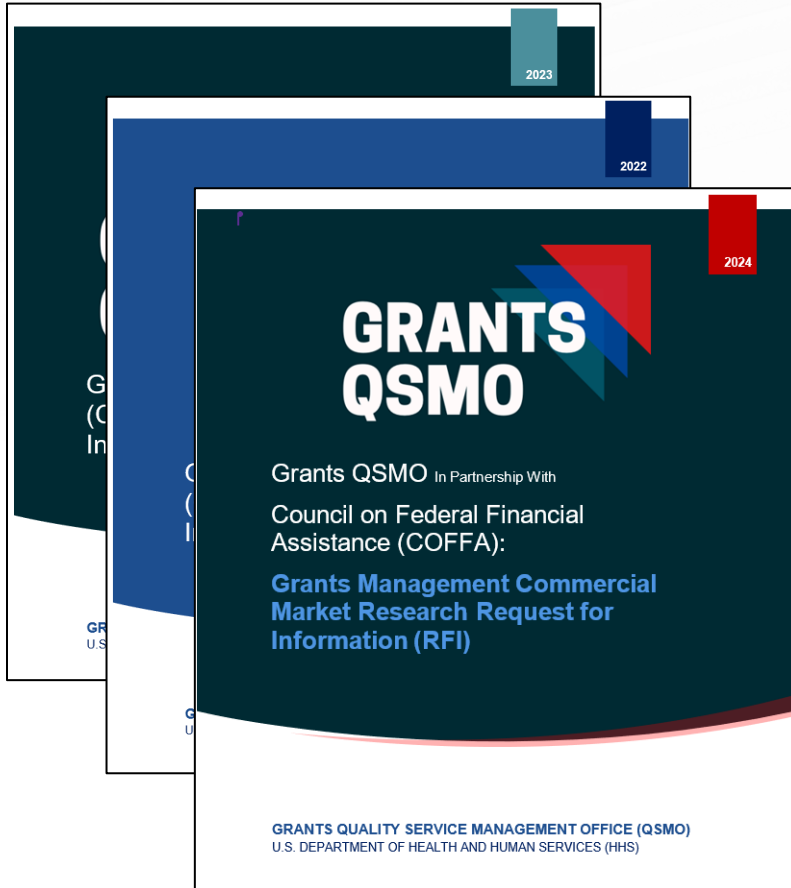
Faster Acquisitions



Reduced Burden



Proven Success

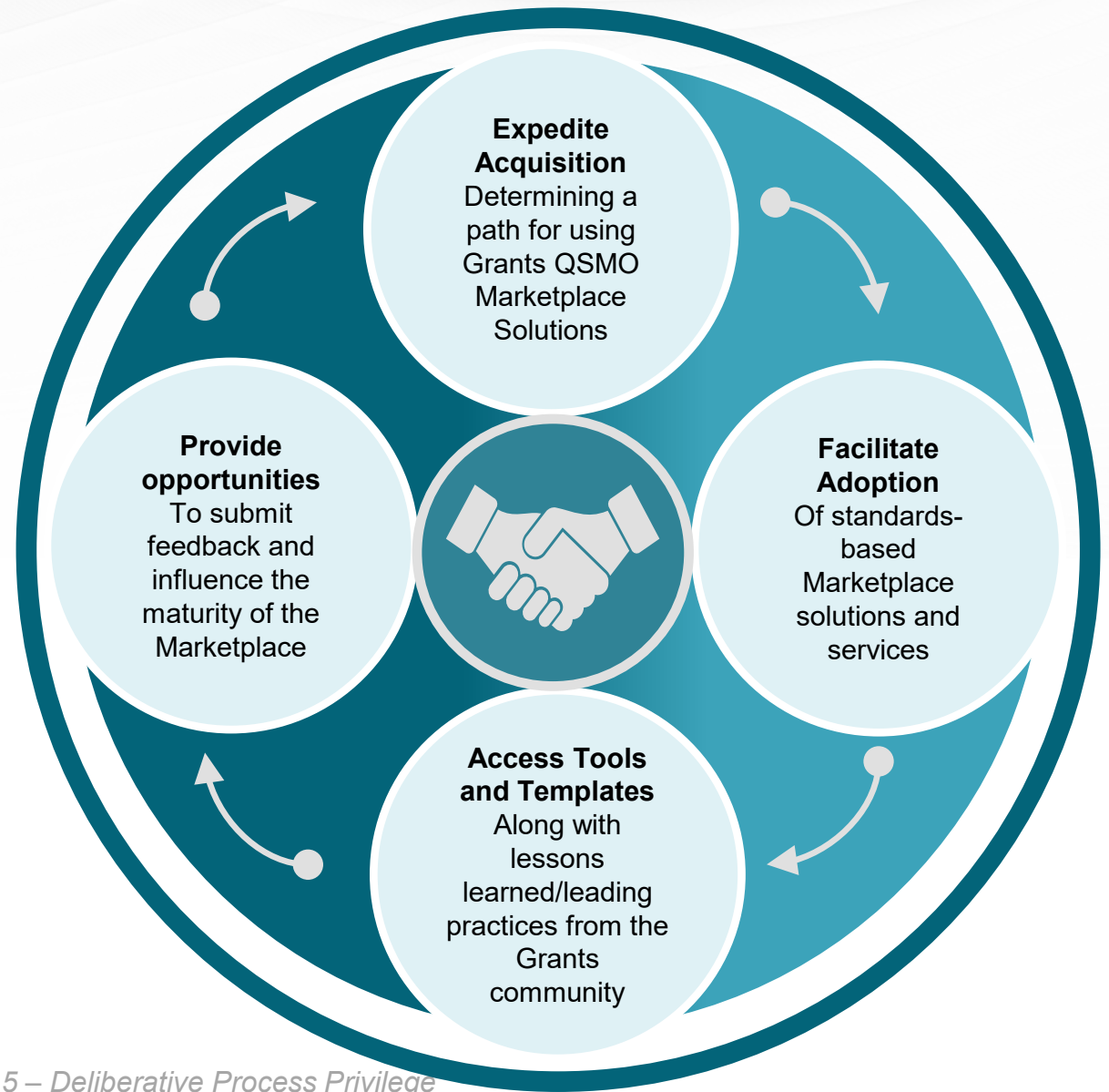


*“The Grants QSMO’s commercial market research will save us 600-800 resource hours.”*

- Federal Awarding Agency Customer

*“The Grants QSMO team exemplifies transparency in both their procedures and their communications, qualities that are immensely valued and crucial for vendors collaborating with the Federal Government. Moreover, their unparalleled expertise in Federal grants and the broader grants landscape instills confidence in their exceptional service to the grants community.”*

- 2023 Commercial RFI Respondent



# 2024 Market Research Focus Areas

*Based on demand signals from Federal Awarding Agencies, the Grants QSMO + COFFA 2024 RFI will focus primarily on Award Management System (AMS) vendors and on the data points most used during their market research.*

## **HIGHLIGHTS CARRIED OVER FROM 2023**

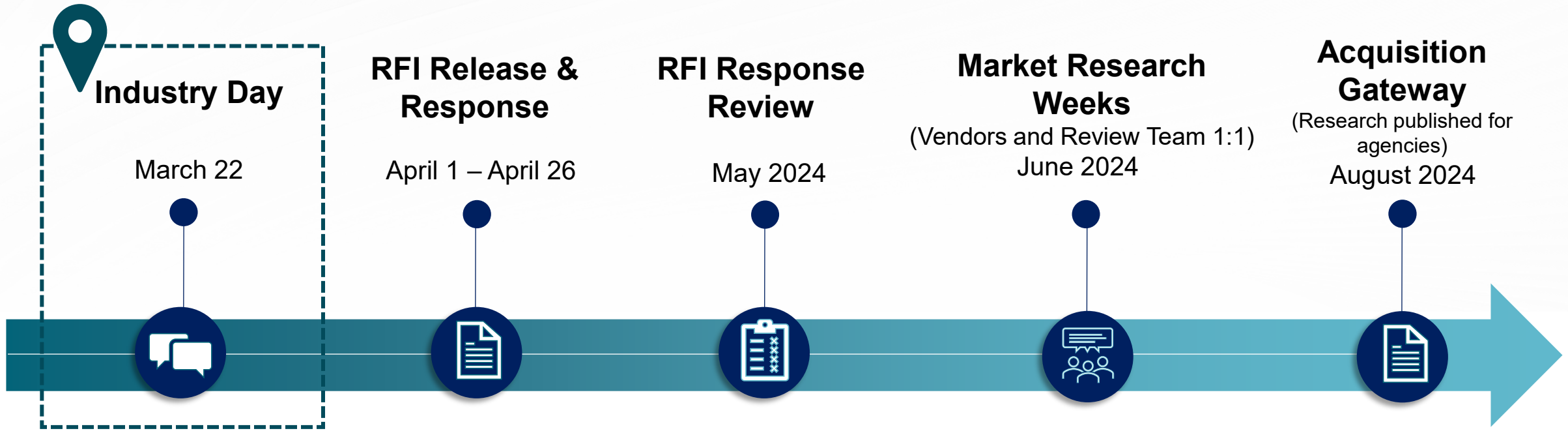
- ✓ Existing Award Management Software as a Service (SaaS) solutions
- ✓ System demos
- ✓ Customers (Federal and non-Federal)
- ✓ Current government contract vehicles and contact information
- ✓ FedRAMP status at solution, platform, and infrastructure levels
- ✓ Federal Integrated Business Framework (FIBF) Activity Alignments

## **NEW DATA TO COLLECT IN 2024**

- System Connections: Grants.gov, ASAP, PMS, general ledger FM systems
- Data standards compliance: ability to produce FABS data extract using GSDM model (formerly DAIMS)
- Financial Assistance types supported: support for loans, direct payments, etc. in addition to grants and cooperative agreements
- Past performance examples (up to 3)



# 2024 Market Research Timeline



# How to Start Preparing



Create **small business partnerships**. Grants QSMO will be partnering with GSA's IT Vendor Management Office to host a matchmaking event soon!

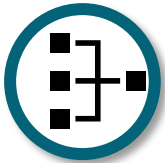


**Stay connected!** Ensure points of contact and business development staff are subscribed to the Grants QSMO listserv\* and updated in [GSA eLibrary](#)

*\*Subscribe by sending an email with the subject "Subscribe" to [grantscommunity-subscribe-request@listserv.gsa.gov](mailto:grantscommunity-subscribe-request@listserv.gsa.gov)*



Review the **Federal Integrated Business Framework (FIBF) for Grants Management** business lifecycle at <https://ussm.gsa.gov/fibf-gm/>



Review the **Government Spending Data Model (GSDM) Financial Assistance Broker Submission (FABS)** at

<https://www.fiscal.treasury.gov/data-transparency/gsdm-current.html>



If you have a cloud-based established system, make sure you understand the **FedRAMP requirements** on [www.fedramp.gov](http://www.fedramp.gov)

Respond to the upcoming Grants QSMO + COFFA Grants IT RFI, which will be posted April 1<sup>st</sup> via GSA MRAS!

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# General Services Administration

Turning Grants QSMO Market Research into  
Commercial Acquisition Opportunities

## Leveraging Grants QSMO Market Research and GSA Contracts to streamline acquisitions



### Multiple Award Schedule (MAS)

- Supports **GSA's** Federal Marketplace strategy of modernizing and simplifying the buying experience for all stakeholders
- 2023 Catalog of Market Research vendors on SINs 54151S, 518210C, 54151\*, and 511210\*



### MAS - FAR 8.405

- Depending on acquisition size, RFQs should generally be provided to enough contractors to receive 3 quotes
- FAR Parts 8.405-2 and 8.405-3 allow RFQs to be placed with a limited number of vendors consistent with market research



### GWACs - FAR 16.505

- Contracts under \$6M can be sole-sourced under IT Governmentwide Acquisition Contracts (GWACs) on 8a STARS III\*, Alliant 2\*, and VETS 2\*
- Over \$6M, RFPs must be released to all contract holders on that respective GWAC

- Through the MAS Program, GSA establishes long-term, governmentwide contracts with commercial firms to provide ordering activities with access to a wide variety of commercial supplies or services.
  - Multiple Award IDIQ (5-year award, three 5-year options)
  - Fixed Price EPA (Economic Price Adjustment)
  - Fair and reasonable pricing
  - Price reductions may be applied at the order level
  - Performance requirements established at the order level



- A Special Item Number, referred to as a SIN, is a number that identifies products and services that GSA Schedule contract holders offer to government buyers through a Schedule contract.
- SINs align with NAICS codes (North American Industry Classification System).

- **Training:** Complete the “[Pathway to Success](https://go.usa.gov/xS5G7)” and “**Readiness Assessment**” training located at <https://go.usa.gov/xS5G7>
- **Understand the solicitation:** Download, read, and understand the solicitation and applicable category attachment(s) located at <https://go.usa.gov/xS5GH>
- To qualify for a [GSA MAS](#) contract, your company must have products or services that fit under a GSA Schedule category, i.e., Special Item Number (SIN). For more information on SINs, visit GSA eLibrary at [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)

What is the [MAS Roadmap](#)?

- Provides information on the contract award process to make it easier to do business with the government.

Why is this helpful?

- Breaks down the offer process into easy-to-follow step-by-step instructions.

[www.gsa.gov/masroadmap](http://www.gsa.gov/masroadmap)

- Does market research show that Federal, state and local governments are buying the types of products and services that your company wants to offer?
- Have you been in business for at least two years and have two years of financial statements to support this?
- Do you have evidence of successful past performance?
- Do you have the resources to market your commercial products and services after the award of the contract?



- **Minimum Sales Requirements:** You must generate at least \$25,000 in sales within the first 2 years of your GSA Schedule contract and at least \$25,000 each year thereafter.
  - GSA may cancel your schedule contract in accordance with GSAR clause 552.238-73, for failure to meet minimum sales criteria.
- **Lead Time:** It may take up to 6-8 months to get a MAS contract, provided that the firm meets all evaluation criteria and has a successful negotiation.

[www.gsa.gov/masroadmap](http://www.gsa.gov/masroadmap)

[www.gsa.gov/schedule](http://www.gsa.gov/schedule)

[www.gsa.gov/events](http://www.gsa.gov/events)

[www.gsa.gov/smallbizresources](http://www.gsa.gov/smallbizresources)

<https://interact.gsa.gov/groups/small-business-solutions>

MAS questions, please contact the MAS PMO: [maspmo@gsa.gov](mailto:maspmo@gsa.gov)



U.S. Small Business  
Administration



# GSA Contacts



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**Q&A**



# Q&A Advance Submissions

- How is the Grants QSMO approaching validation of commercial vendors for Marketplace inclusion?
- What is the Grants QSMO seeing from federal awarding agencies in terms of demand and use cases for AI/ML integrations in award management systems?



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# Additional Questions?

*Please reach out to us with any additional questions via [GrantsQSMO@hhs.gov](mailto:GrantsQSMO@hhs.gov)*

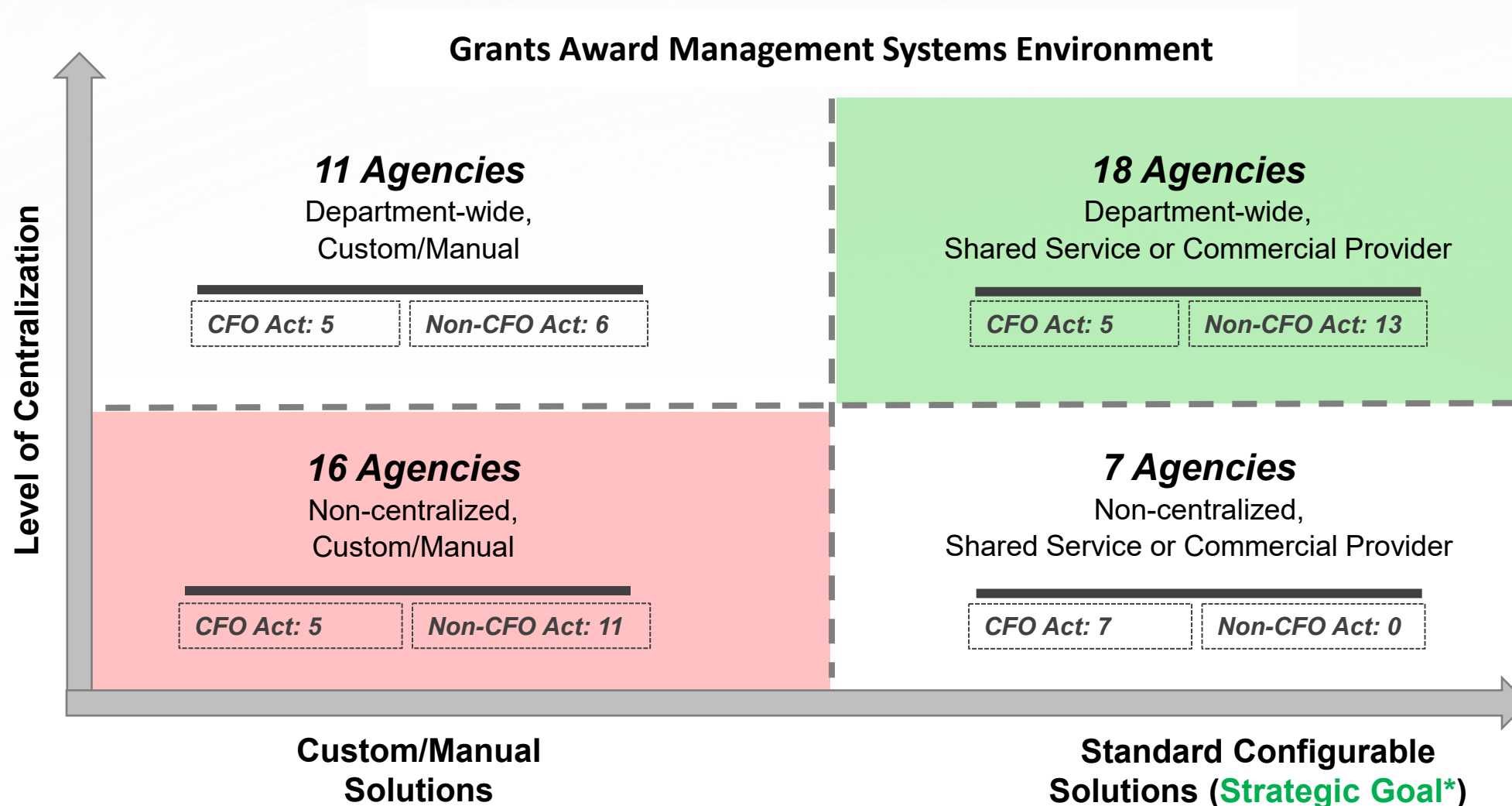


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# Appendix

# Vendor Opportunities

Vendor opportunities exist to support the Grants QSMO goal of moving agencies toward standard, highly configurable solutions, ultimately supporting agency mission needs.



\*The Grants QSMO aims to reduce the number of custom systems and manual processes in use for grants management across the federal government



# Grants QSMO Investment Planning Guidance

Investment Planning supports the OMB-directed requirement for agencies to consult the Grants QSMO on grants IT acquisitions.

