About Carahsoft Technology Corporation

Carahsoft Technology Corp. is a trusted government IT solutions provider, delivering software and support solutions to Federal, State, Local, and Education customers. Carahsoft maintains dedicated teams to support sales and marketing for all of its vendors.

Specialized Government teams focused on:

- Cloud Computing Solutions
- Grants Management Solutions
- License, Permitting, and Inspections
- Analytics Solutions
- AI/ Machine Learning Solutions
- HR/Workforce Automation Solutions

carahsoft.®

Speakers

Brian Dean

Partner Sales Director,
Public Sector

Salesforce

Puneet Gulati

Salesforce Grants & Public
Health Practice Lead

Accenture

Gloria Chou

Senior Director,
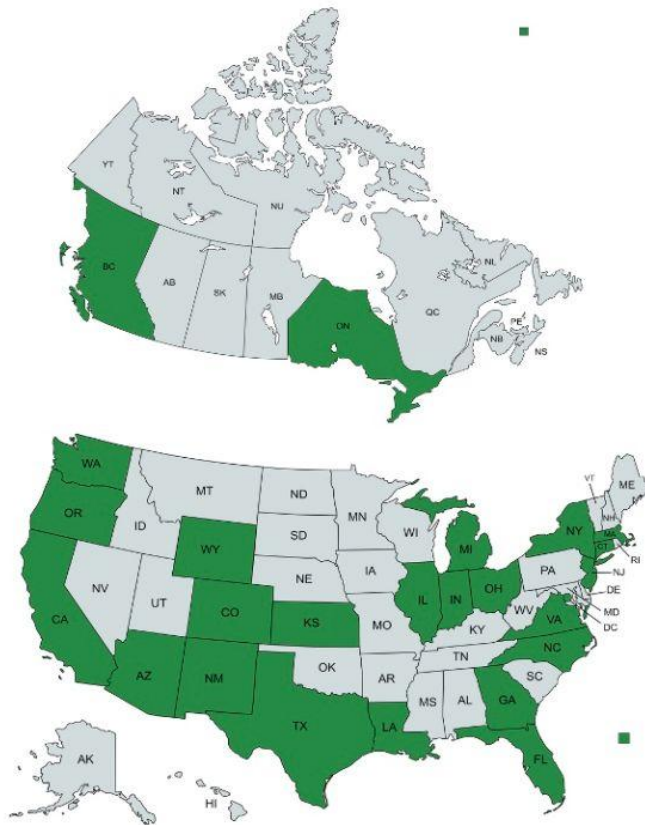Product Management

Salesforce

Elizabeth Augostini

Salesforce Business
Architect

Accenture

Accenture's Salesforce Partnership in Public Sector

North America's leader in delivering <mark>Public Sector Solutions</mark>

States and Provinces where Accenture has implemented Salesforce Implementations

6
Industrialized Salesforce Public Sector Solutions

2000+
Salesforce Public Sector experienced resources

23 + 2
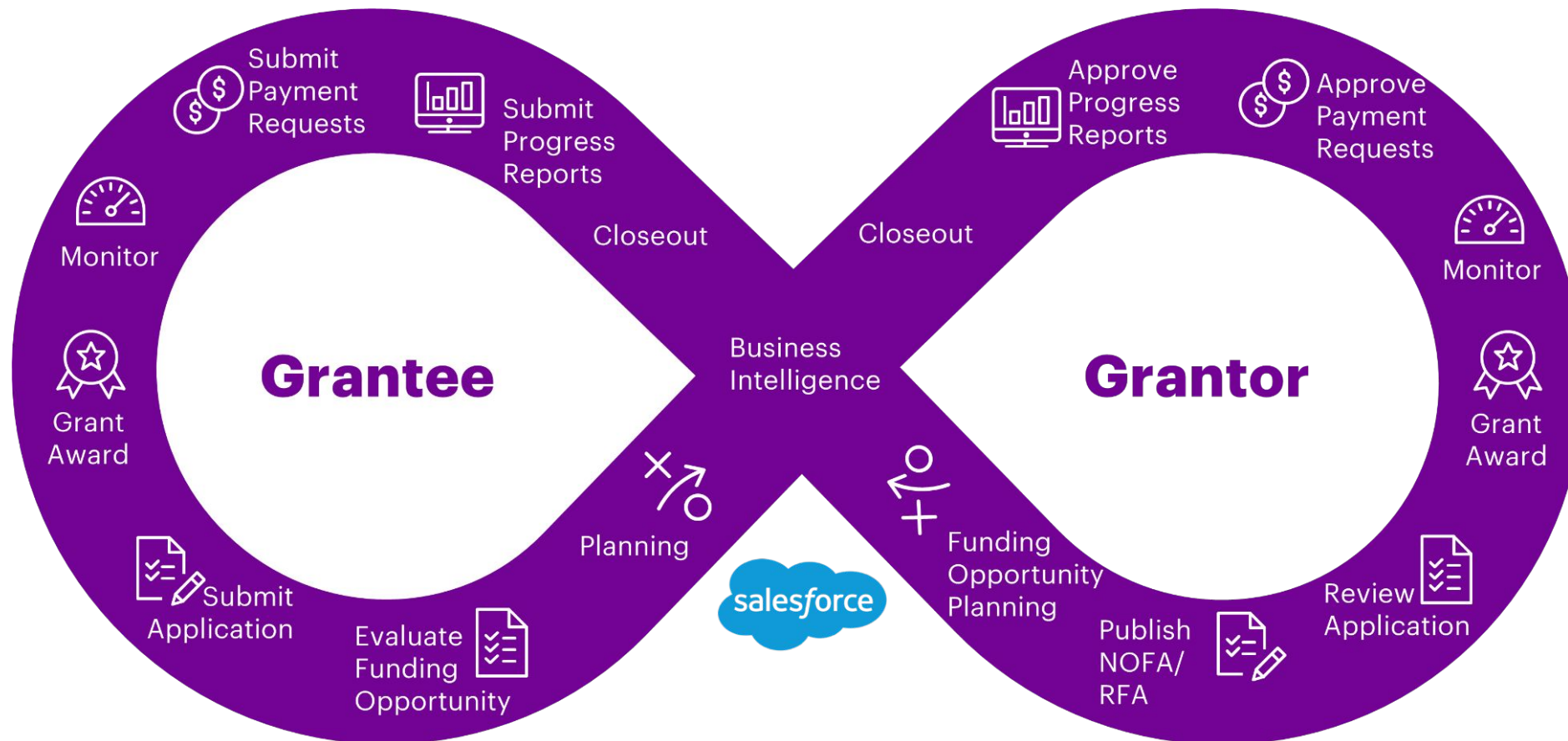States and Canadian Provinces with Salesforce implementations

15+
Years implementing Salesforce in Public Sector

And as early contributors to the development of Public Sector Solutions, we are first in delivery of innovative solutions the Salesforce platform.

Grants Management Program

Future state Grants Management solution combines agility, flexibility, scalability, and automation. The increased automation involves building a robust approval management flow, which will drive reduction in human errors, result in time savings, help streamline grant operations and maximize the impact of the grant program.

Public Sector Solutions: Grantmaking

Serve Constituents Faster with Public Sector Solutions

Deploy Faster with Pre-Built Components

Data models, processes, UX, and analytics designed for government

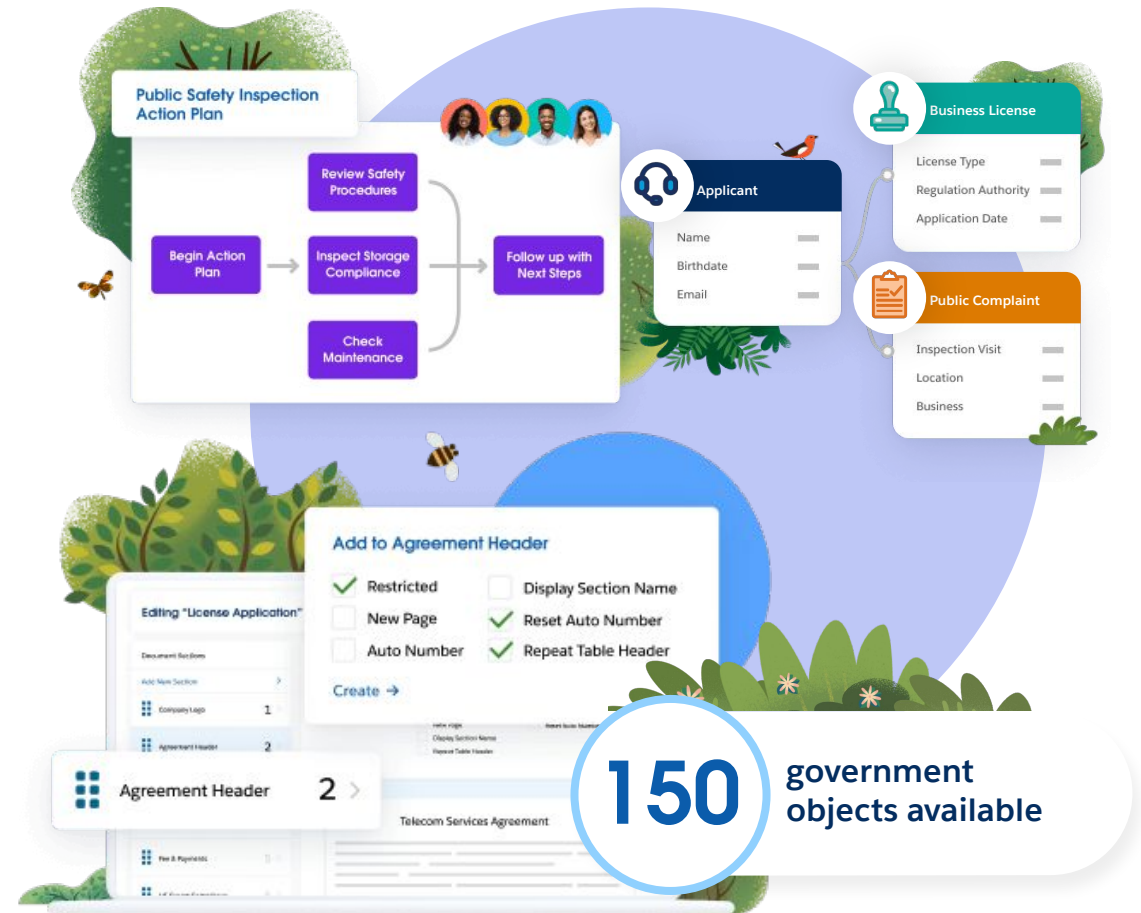**Innovate Faster with Clicks, Not Code**

Market leading low code development platform capable of supporting the most complex industry processes

Help Government Employees Work Faster

Automate decisions, calculations, and data collection

Manage Government Forms Faster

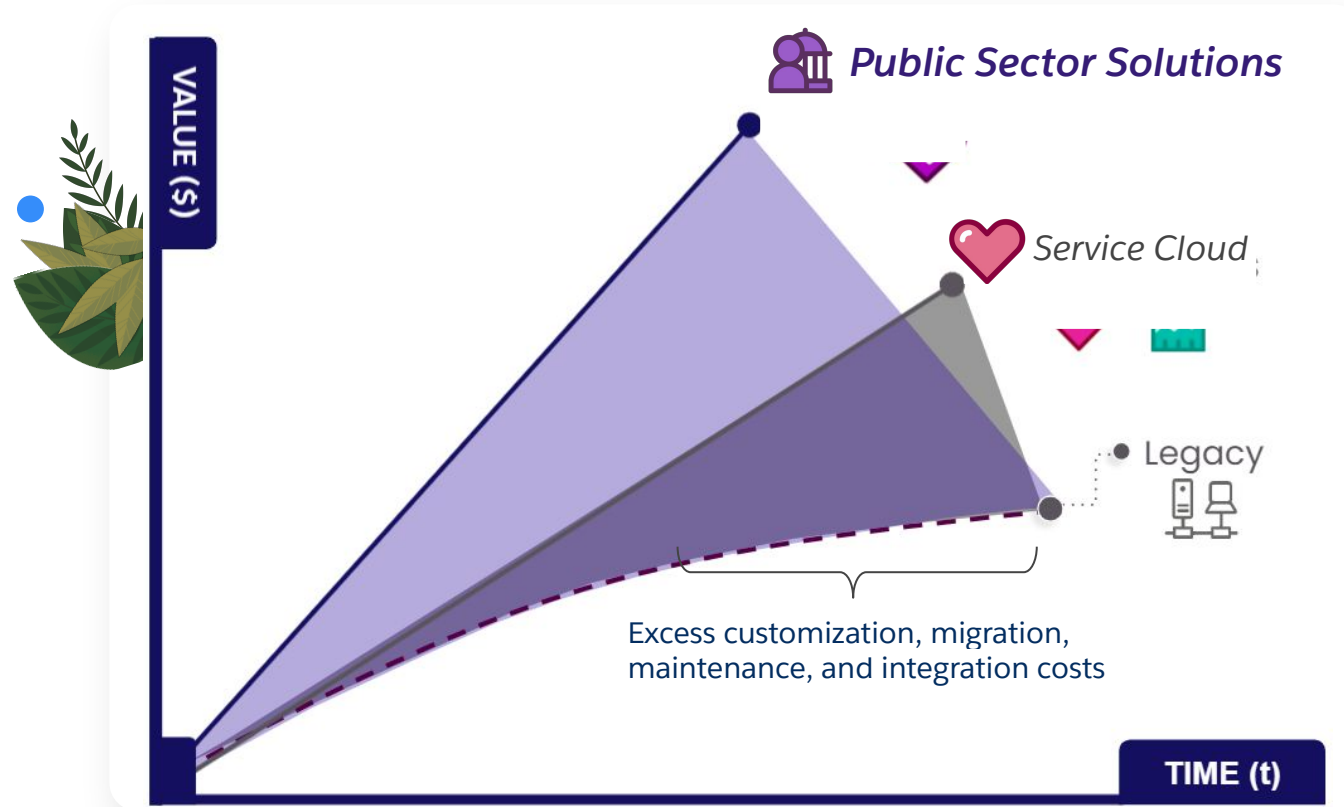Reduce administrative burden for employees and constituents with AI and document automation

150 government objects available

Accelerate Time-To-Value & Reduce Project Risks

Accelerate Time-to-Value With Public Sector Solutions (PSS)

Public Sector Solutions

Service Cloud

Legacy

Excess customization, migration, maintenance, and integration costs

VALUE ($)

TIME (t)

Faster benefit realization and time to market with Public Sector-specific features along with no-code/low-code platform

Continual innovation with purpose-built Public Sector features released 3x annually

Faster user adoption driven by vast partner ecosystem, user training via Trailhead, and massive community of Trailblazers

Custom coding carries the risk of costly errors (average 150 errors per 1000 lines of code[3])

Custom built solutions require *extensive re-testing of existing code when new code is written,* increasing technical debt. (average $3.61 for every line of code[3])

55% — *55% of digital govt. programs are failing to scale* [1]

50% — *Cost overruns occur in ~50% public sector IT projects* [2]

Sources: 1. Gartner 2. McKinsey; 3. Consortium for IT Software Quality (CISQ): The Cost of Poor-Quality Software in the US

Grantmaking

Get the right funding to the right grantees faster with automation

Empower grantseekers to work smarter, together

Secure portal for grantseeking teams to search, apply, and manage government funding

Streamline grants lifecycle from start to finish

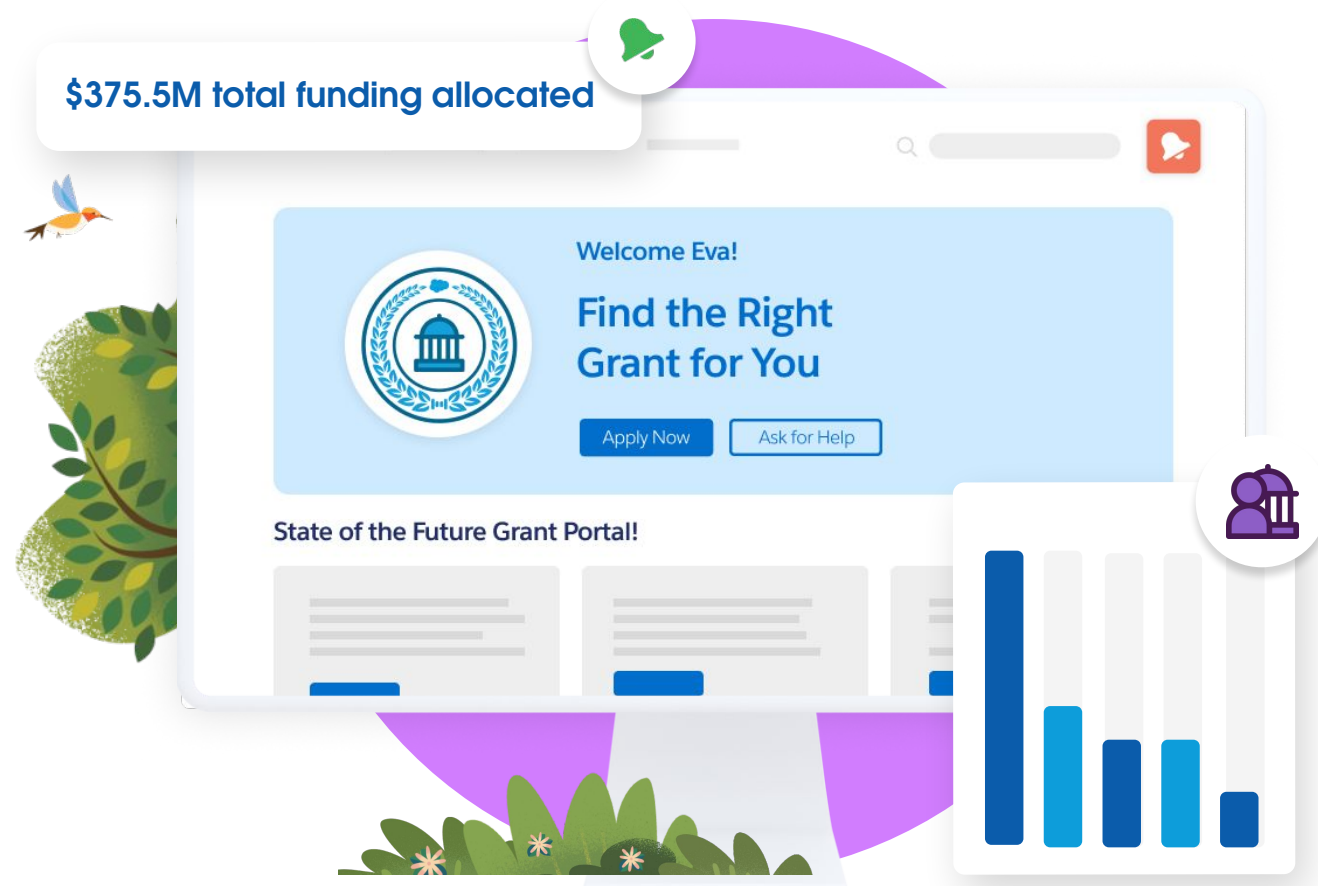Connect grantseekers and agencies on a single system of record

Increase transparency and accountability

Provide real-time visibility to budget, spend, and variance

Drive greater impact with insights

Understand grant program performance and outcomes

$375.5M total funding allocated

Welcome Eva!

Find the Right Grant for You

Apply Now   Ask for Help

State of the Future Grant Portal!

Grantmaking Scope

A connected solution from Grant Program Planning to Grant Outcome Reporting

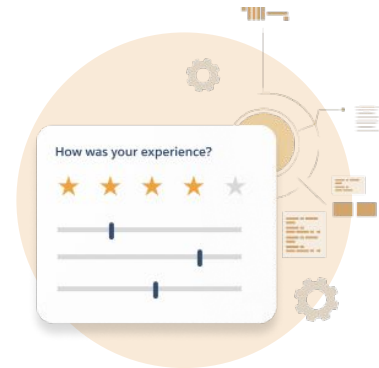## Grantmaking Strategy & Planning

Support strategic planning, set targets, publish grant opportunities, and review applications

Grants Program Delivery

Select grant award winners, sign contracts, and disburse grants

Grants Program Evaluation

Collect grantee progress, budget spend, and outcomes

Aggregate for grantmaker portfolio evaluation

Reporting

Report progress to key stakeholders

Grantmaking for Federal Customers

Public Sector Solutions is built with a compliance first mindset

Available on Government Cloud Plus 🏛️

Public Sector Solutions (Grantmaking) is available on a dedicated environment for U.S. government agencies and contractors authorized for FedRAMP High, DoD Impact Level 4, HIPAA, IRS 1075, and NIST 800-171

Recommended by Federal Grants QSMO

Public Sector Solutions for Grants Management (Grantmaking) is included as one of seven grants management IT vendors most likely to meet the needs of Federal Awarding Agencies modernizing their grants management systems. See *2023 Catalog of Market Research* (Federal access only).
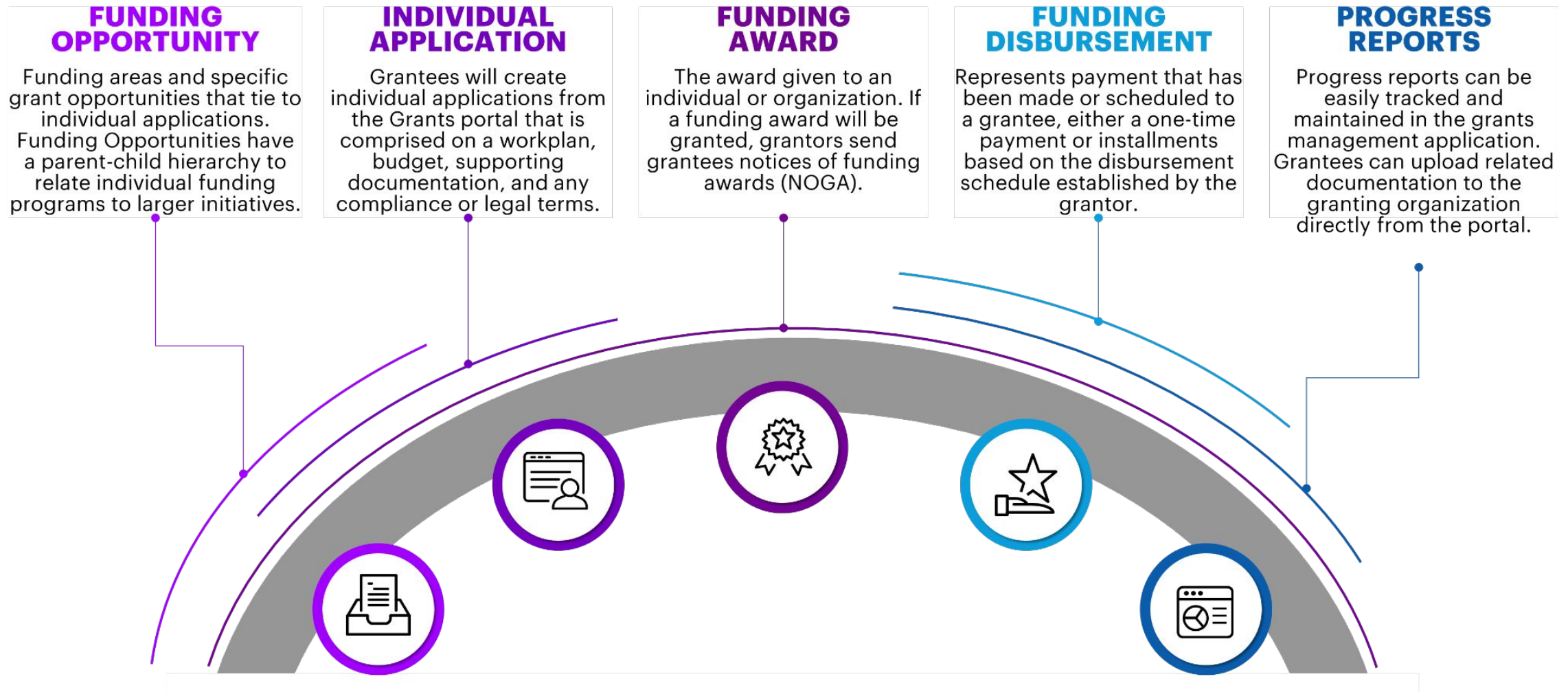
Accenture Offering

Grands Management Accelerator

FUNDING OPPORTUNITY

Funding areas and specific grant opportunities that tie to individual applications. Funding Opportunities have a parent-child hierarchy to relate individual funding programs to larger initiatives.

INDIVIDUAL APPLICATION

Grantees will create individual applications from the Grants portal that is comprised on a workplan, budget, supporting documentation, and any compliance or legal terms.

FUNDING AWARD

The award given to an individual or organization. If a funding award will be granted, grantors send grantees notices of funding awards (NOGA).

FUNDING DISBURSEMENT

Represents payment that has been made or scheduled to a grantee, either a one-time payment or installments based on the disbursement schedule established by the grantor.

PROGRESS REPORTS

Progress reports can be easily tracked and maintained in the grants management application. Grantees can upload related documentation to the granting organization directly from the portal.

Demonstration

Demo Personas

Grantmakers
Foundations, Governments, Non-Profits

Constituents

Program Manager
Lorraine

Manages creation of funding opportunities. Reviews incoming applications, grants awards, and manages post-award activities.

Grant Reviewer
Alicia

Leads the review process for incoming applications and recommends funding awards.

Grantseeker
Jonathon

Submits application for available funding opportunity. Manages grant awards and post-award activities.
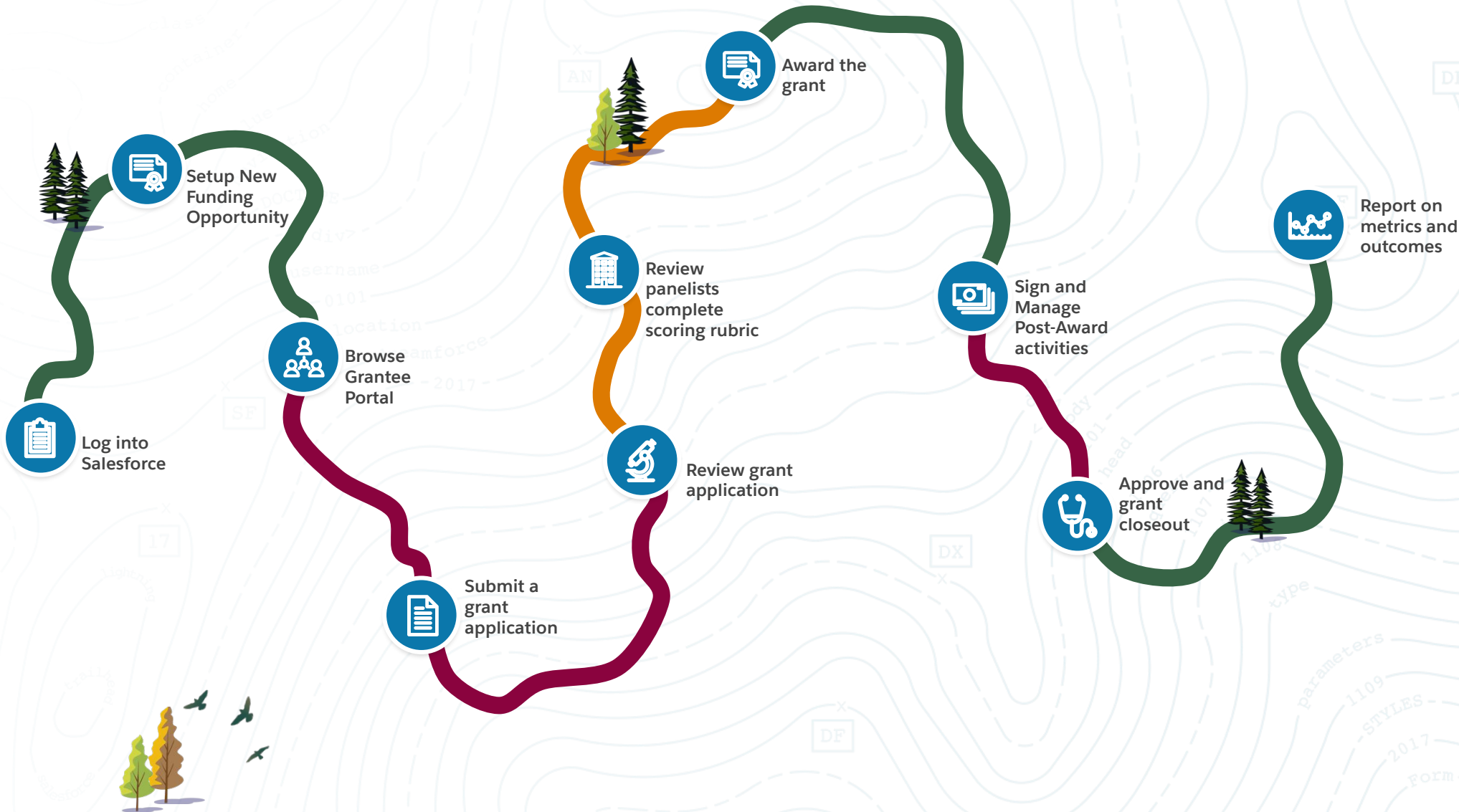
Grants Management Journey

Lorraine
Grants Program Manager

Alicia
Grant Reviewer

Jonathon
Grant Seeker

Setup New Funding Opportunity

Log into Salesforce

Browse Grantee Portal

Submit a grant application

Review grant application

Review panelists complete scoring rubric

Award the grant

Sign and Manage Post-Award activities

Approve and grant closeout

Report on metrics and outcomes

TRAIL KEY

Grant Program Management

Grantseeker Experience

Grant Reviewer

Grants Management Demo Recap

01	Setup Funding Opportunities	• Program Manager setup and managed Funding Opportunities • Reviewed incoming applications
02	Grants Portal	• Grant seeker viewed Funding Opportunities and Submit Applications • Managed their awards
03	Review & Award	• Panelists reviewed the application • Awarded the grant • Signed contracts through eSignature
04	Post-Award Activities	• Submitted disbursements requests, progress reports, amendments • Approval processes for post-award activities
05	Reports & Dashboards	• Ran reports and dashboards on program data

Contact Us

Brian Dean

b.dean@salesforce.com

Puneet Gulati

puneet.b.gulati@accenture.com

Ashley Johnston

ashley.johnston@carahsoft.com

salesforce

Thank you