Developmental Approach to Assessing Grant Readiness and Competencies

WHAT

1. Prepare for Winning Proposals
2. Proposal Ready Organization
3. Grant Development Maturity Model
4. Grant Professionals Skills and Competencies

How can we improve our return on investment for work involving grants?
What can we do to improve our grant success rate?

How do we invest in our staff skills and competencies and / or hire a qualified consultant?

How do I level up in my professional development in grants?
**Grant Development Maturity**

- Reactive
- Firefighting
- Chase the Money
- Ad Hoc
- Undocumented
- Unpredictable
- Minimal Technology

**Proactive**

(of a person, policy, or action) creating or controlling a situation by causing something to happen rather than responding to it after it has happened.

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**React** /rēˈakt/ verb
respond or behave in a particular way in response to something.
respond with hostility, opposition, or a contrary course of action to.
Grant Development Maturity

Proactive

Recognizing
Piloting
Exploring
Data Capture
Policies and Procedures
Change Management
Processes Remain Separate

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Grant Development Maturity

Managed

Specifying
Data Requirements Understood
Coordination of Goals
Resource Management
Transforming

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man∙age /ˈmanij/ verb
past tense: managed; past participle: managed

1. be in charge of (a company, establishment, or undertaking); administer; run.
administer and regulate (resources under one’s control).

2. succeed in surviving or in attaining one’s aims, especially against heavy odds; cope.
make ends meet, weather the storm; succeed in doing, achieving, or producing (something, especially something difficult).
succeed in dealing with or withstanding (something).
**Optimize**

Verb: make the best or most effective use of (a situation, opportunity, or resource);
   rearrange or rewrite (data, software, etc.) to improve efficiency of retrieval or processing.

**Innovate**

Verb: make changes in something established, especially by introducing new methods, ideas, or products.
   Introduce (something new, especially a product).
Grant Development Maturity

- Innovate
- Metrics and Audits
- Data Drives Decisions
- Automation
- Risk Taking
- Ambitious

Proposals:

- Contracts
- Grants
- Government Contracts

Be a PRO

- Steps to take to be a proposal ready organization
- Know the proposal and contract life cycle
- Increase your odds of securing funding
- Common mistakes

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Elements of a PRO

Documented

Engaged

Aligned

Capacity

PROPOSAL DEVELOPMENT

Proposal Application

Proposal Preparation

PROGRAM DESIGN IS INFORMED AND DRIVEN BY:

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Contract Life-Cycle

Pre-Award Phase:
- Funding Opportunity Announcement & Application Review
- Award
- Award Decisions & Notifications
- Process Funds

Post Award Phase:
- Implementation
- Reporting & Closeout

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Funder Activities
- Proposal Development
- Opportunity Announcements and Invitations
- Reviews Applications

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Applicant Organization Activities
- Search for opportunities
- Meet registration requirements
- Complete the application and submit package
- Track the application
Review Registrations – Contracts

- National Provider Identifier - NPI
- Centers for Medicare and Medicaid Services – CMS
- State Medicaid – MC
- Managed Care Organization - MC

Review Registrations - Grants

- Obtain a DUNS Number
- Register with SAM
- Register with Grants.gov
- EBiz POC Authorization
- Authorized Organization Representative
- Workspace Account and Roles

Award Phase

Funder Activities

- Notify Applicants
- Finalize legal framework with awardees
- Assign representative
- Release funds
**MCN Breakout: Assessing Grant Readiness and Competencies**

**Award Phase**

**Applicant Organization Activities**
- Receives notice of award (or not)
- Finalizes legal framework with grant maker
- Implements grant management policies and procedures

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**Post-Award Phase**

**Funder Activities**
- Grants management officer oversee
- Review all financial and technical reports
- On-site visits
- Technical Assistance

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**Applicant Organization Activities**
- Manage project in accordance with contract/workplan
- Provide required reporting
- Respond to audit requests
- Participate in technical assistance opportunities
ORGANIZATIONAL CULTURE

CHARACTERISTICS OF ORGANIZATIONAL CULTURE
- PURPOSE DRIVEN
- INNOVATION AND RISK TAKING
- ATTENTION TO DETAIL
- EFFECTIVE COMMUNICATION
- OUTCOME ORIENTATION
- PEOPLE ORIENTATION
- TEAM ORIENTATION
- AGGRESSIVENESS
- STABILITY

WHEN DO CULTURES BECOME A LIABILITY?
- BARRIERS TO CHANGE
- BARRIERS TO DIVERSITY
- BARRIERS TO PARTNERSHIPS & MERGERS
How Do You Become a Grant Professional?

Communication
Coordination
Collaboration

Highest Standards in Your Field

Quality Guarantee

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Mission

GPCI® is dedicated to measuring and promoting competency and ethical practices within the field of grantsmanship. GPCI® accomplishes its mission through the identification of grant professionals who display outstanding expertise and ethical practices as measured by a psychometrically valid and reliable assessment tool.

Skills and Competencies of a Grant Professional

1. Research, Identify, and Match Funding Resources
2. Organization understanding, readiness, and development
3. Program design and development
4. Proposal development and submission
5. Grant management
6. Ethical practice
7. Professionalism
8. Funder and organization relationships
9. Quality writing
MCN Breakout: Assessing Grant Readiness and Competencies

Scholarships & Opportunities

Grant Development Maturity

Proactive
- Identifying
- Planning
- Allocating
- Ensuring

Manage
- Understanding
- Landscaping
- Financialing

Innovate
- Specifying
- Understanding
- Mitigating

Optimize
- Discovering
- Managing
- Identifying

Efficiency
- Stabilizing
- Cooperating
- Innovating

Impact

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