

**The Challenge**

Federal representatives challenged Raleigh's staff to increase applications for competitive grant dollars.

**The Solution**

Raleigh, NC purchased Grants Network: Research in order to minimize grant writers' time spent searching for grants and Grants Network: Tracking & Reporting to manage grants throughout its entire life cycle.

**The Results**

By utilizing the products and services offered by eCivis, Raleigh increased the number of grants saved and submitted each year.

## ***The Municipality: Raleigh, NC***

With a population of approximately 404,000, Raleigh is North Carolina's capital and second largest city. Raleigh is often referred to as the "City of Oaks" and can be described as "a city within a park." The capital city thrives on its vast history, diverse population, and value of education to create a robust environment.

## ***The Challenge: Federal Representatives Challenged Raleigh to Increase Grant***

During a meeting with federal representatives, Intergovernmental Relations Manager Angel Wright-Feldman and her team were challenged to improve the city's ability to apply for competitive grant dollars. According to Wright-Feldman, "We had heard great things about eCivis from one of our grant managers, who had access to the product in another North Carolina municipality." Wright-Feldman approached the city manager about adopting eCivis Grants Network: Research, a move she hoped would help her staff quickly and easily locate funding opportunities.

## ***The Solution: A Standardized Grants Management Process***

In an effort to decrease the amount of time grant writers spent searching for grants, Wright-Feldman and her team implemented Grants Network: Research. Following the passage of the American Recovery and Reinvestment Act (ARRA), the city also added Grants Network: Tracking & Reporting. The addition of these two services, along with the expert training provided by eCivis, allowed Raleigh to streamline its grants process and more proactively seek funding opportunities.

## ***The Results: Increases in Saved and Submitted Grants***

With the help of eCivis, Raleigh was able to create a grants management process that standardized how grant funding was secured and subsequently routed through the city and its many agencies and departments. The number of grants saved and submitted each year increased, as did the amount of interest generated for both the grants process and eCivis.

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**Angel Wright- Feldman**  
Intergovernmental Relations  
Manager