

## The Challenge

More than 80% of grant staffers who research, write, and manage grants have had little or no grant training. Even veteran grant professionals can waste a tremendous amount of time figuring out complex grant-related information and dealing with new forms and regulations. The result is a less successful grants program: application deadlines are missed, funding is denied, awarded grants are mismanaged, and tracking and reporting are sporadic. The only way to ensure that a successful grants program is achieved is through proper and comprehensive grant training for all parties involved. Training, however, by a grant professional who is knowledgeable in everything from grant research to post-award audits, is extremely costly and very time-consuming. New grant opportunities are being posted everyday by multiple funding agencies and those dollars are being lost due to poor preparation and lack of knowledge by grant-seeking staffers.



## The Solution

eCivis<sup>®</sup> Grants Network: KnowledgeBase<sup>SM</sup> is designed to alleviate this problem by providing educational and reference resources to hone an individual's grant-related skills and develop a world-class grants organization. KnowledgeBase can dramatically change the landscape and tenor of your grant activity by raising efficiency and skill levels, resulting in greater overall satisfaction from all stakeholders, and enabling you to achieve the goals set by your leadership.

Grants Network: KnowledgeBase is broken up into five functional areas: The Collections, ARRA/Stimulus Package, Project Trends, Resource Library, and The Glossary.

**The Collections** is the main "heart" of Grants Network: KnowledgeBase. The Collections is a carefully crafted resource that pulls together two- to three-paged publications written by professionals involved in all aspects of the grant process.

The publications are separated into the following two experience-oriented sections with specific grant-related topics included within each:

- **Grant Skills:** A collection of materials that nurture individual grant-related knowledge and abilities. The Getting Started section introduces the novice to grants and provides insight into the basic activities surrounding them, from research to closeout. In the Increasing Expertise section, experienced staff members can further develop grant skills with advanced materials.
- **Organizational Development:** The information and best practices provided in Organizational Development are intended to help overcome common challenges experienced by all grants organizations, while keeping in mind that every organization is unique. The Getting Started section of Organizational Development contains information about the characteristics of a successful grants organization and instruction on how to build one. The Increasing Expertise section of Organizational Development contains information that can help an already-successful grants organization fine-tune the grant process and move it along the path to world-class performance.

Also included within The Collections are **Online Training Courses**, specifically developed to meet the needs of the grants community. The courses cover all the topics included within the Collections and are automated with voiceover so a user

can both listen and read as the course progresses.

eCivis also wants to ensure that all users are gaining the most out of their experience with Grants Network: KnowledgeBase, which is why **Assessment Exams** have also been added to the Collections. These exams were created to test a user's knowledge of the publications they have been reading. If the reader scores 80% or higher on an exam, they receive a computer-generated, customized certificate of completion heralding their mastery of a specific grant-related topic.

The latest addition, **ARRA/Stimulus Package**, was created to give Grants Network: KnowledgeBase subscribers inside information and opportunities created by the 2009 American Recovery and Reinvestment Act. The ARRA/Stimulus Package includes current information on the bill itself, links to funding agency websites, comprehensive descriptions of all the funding programs provided, as well as state-specific news releases and documentation.

**Project Trends** were created to benefit organizations that want to kick-start their grant-funded projects. The Project Trends section profiles a number of popular projects that organizations and municipalities are looking to fund and complete. The Project Trends provide our unique analysis of related funding mechanisms. We discuss key federal and foundation funding opportunities and suggest ways to open up additional support – for example, by expanding or emphasizing project elements, partnering with other entities, or focusing on specific target groups.

The **Resource Library** contains downloadable material and hyperlinks to valuable online resources. It is provided to KnowledgeBase clients as easy access to important and commonly-used information that many grant-active individuals consult during their daily grant-related activities.

**The Glossary** can offer assistance to staff members who often struggle with deciphering the complex and often contradictory language used by funding agencies. The Glossary contains a comprehensive list of definitions and acronyms specific to the sometimes confusing world of grants.

As a whole, Grants Network: KnowledgeBase is a low-cost opportunity to address critical issues in grant-active organizations. It provides basic skills for those just starting out as a grant professional and personnel who handle grants as an additional duty to their primary position. The advanced and organizational development materials provide a refresher for more experienced personnel and bring best practices from across the nation to your organization.

## *eCivis: Trusted by Organizations Nationwide*

Organizations across the nation increasingly rely on eCivis to propel their grants performance. As more organizations join our partnership, we continue to invest to offer new and better products and enhanced customer service and support — always driven by our customers' needs. From our humble beginnings, we have strived to put the needs of our customers first, which has enabled us to rapidly serve hundreds of the most effective grants organizations nationwide. Your grants success is our key measurement of performance, and we look forward to your organization becoming our next success story.

For more information about eCivis's products and services please e-mail [grantinfo@ecivis.com](mailto:grantinfo@ecivis.com), call toll-free at **(877) 232-4847**, option 1, or visit us on the web at [www.ecivis.com](http://www.ecivis.com).

