

Building an End-to-End Grant Management Workflow in Business Hub

built using **Salesforce**
— a leading business application

Business Hub

- ✓ digital Salesforce platform
- ✓ central portal comprised of a pre-award **Grant Application module, Post Award module**
- ✓ cutting edge financial management (reporting, governance)
- ✓ compatible with existing data sources but also adaptable to future use cases and needs

Greater Financial Visibility

- ✓ records of submitted applications for budget planning
- ✓ monitor grant-related metrics (e.g., funding requested or awarded, grant success rates).
- ✓ ability to integrate with other financial systems

Phases of the Grant Management Process



Greater Transparency

- ✓ increase visibility on grant application and grant contract review and approval status
- ✓ real-time tracking of applications & contracts
- ✓ real-time communication feed
- ✓ applications, contracts managed as cases in the two modules
- ✓ case considered open until a decision from the sponsor/funder is received.
- ✓ interoperability with finance

Greater Experience

- ✓ improved community experience with self-serve platform
- ✓ customized dashboard for individuals
- ✓ manage Subgrants (earmark funds)
- ✓ deal with Amendments* (WIP)
- ✓ financial traction for subawards