



A White Paper

**Achieve Real World Success  
with Software Adoption:**  
*How the Cloud, Software as a  
Service, and Pay-as-You-Go  
Pricing Models Make It Easier*

Grant Governance Platform **G<sup>2</sup>P**

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## Introduction

Adoption of Grant Management software platforms continues to be a top priority for many in the grants community. This is driven by the need to maintain strict compliance with regulations set forth by the Office of Management and Budget (OMB) 2 CFR Part 200 for tracking the use of Federal grant dollars, as well as an increasing the demand for transparency. To meet these requirements, organizations must consider a range of software solutions to support various parts of their current processes.

While we continue to see an increase in single audit findings, agency audits, and penalties for inadequate compliance management, the pace of adoption of software platforms appears to be occurring quite slowly. Opportunities to improve processes and become more compliant are being lost. But why?

## What's Wrong with This Picture?

For most organizations, the process of adopting new software platforms, while critical to their success, can be an overwhelming task. It's no secret why this is the case. The same two issues top everyone's list of barriers to technology adoption:



1. *Limited budget to procure the required software, infrastructure and consulting services.*

For smaller organizations buying specialized software platforms is a non-starter. The initial cost to implement most software platforms can never be justified because the cost of entry is just too high. Most platforms were designed for larger organizations with higher grant volume and bigger budgets. While the need for better tools to manage even a few grants is real, most software platforms don't make sense at lower volumes.

For larger organizations, the initial capital investment can still be unreachable unless they pool resources from across the organization and opt for an end-to-end, transformational implementation. While this vision is the stuff of glorious PowerPoint slides and staggering cost-cutting projections, this approach immediately introduces challenges and significant risks.

- Key stakeholder buy-in and participation could take several budget cycles.
- End-to-end approaches require addressing a wider range of processes and user requirements. (Keep in mind, you are most likely addressing multiple phases of the grants lifecycle, various stakeholders and processes.) Managing your way through this maze of decisions and trade-offs unfortunately often leads to poor user adoption, highly customized solutions, blown budgets and higher than expected support costs.
- Vendor lock-in is also a real issue because once the money is spent, you are captive until budget dollars can be justified for enhancements or replacement systems.

## 2. *Limited time to focus on implementation and change management.*

Grant Managers and program staff are busy. Very few organizations have the staff, resources and bandwidth to handle major projects outside of maintaining their core mission. Important considerations like planning, acquiring and implementing a Grant Management system that will transform and change the way team members work throughout the entire organization need to be reviewed thoughtfully.

So, when facing the prospect of limited time and focus, what do you do - do you hire a consultant? Most likely the answer is...you do nothing. You do your best with spreadsheets, emails and the sheer will to succeed and meet your mission. You continue to be distracted with compliance tasks, or maybe you just ignore compliance and hope for the best. This all takes time and organizational energy away from the core mission.



### A Better Way

There is a better way emerging that is allowing organizations to adopt and use the tools they need without the cost and risks of the old models. The software industry is experiencing the most significant transformation in its history. The confluence of changes including cloud computing, Software as a Service (SaaS), user acceptance of “apps”, and pay-as-you-go payment models have become a real turning point. Providers of software platforms -

from accounting systems to time tracking tools, and even grant management systems, are becoming increasingly focused on fixing your biggest headaches quickly - at an affordable price, and without the weighty risks of enterprise software adoption and vendor lock-in. Let’s look at some of the key ideas that are driving this revolution.

**Focus on the Pain Points:** This new approach starts with understanding that achieving real results is more likely achieved when you keep your focus on fixing key issues and forgo the idea of fixing everything. The old adage “good is good enough” is at the heart of the new approach. It’s commonly understood that 80% of users use about 20% of a software’s features. Simply accepting that it’s good enough to fix your biggest headaches first will increase your adoption success significantly. And by focusing on key aspects of your process, you minimize the difficulties and risks of wide scale change management.

**Adopt an “App” Mentality:** It may take some discipline to accept that you won’t get every bell and whistle. But if done right, the benefits of meeting key pain points quickly and at an accessible cost far outweigh the potential value of “nice to have” features. Further, the growing adoption of the “app” mentality is spreading from our phones to business software. Most of us have dozens of “apps” on our phones that we use for one or two key features, and we are quite comfortable with this idea. The same mentality is taking root in business software and users are on board. The key idea here is that the app is

easy to learn, easy to use and solves the problem at hand. If these goals are met you will quickly see how fast users will get on board and appreciate the experience.

**Speed Matters:** Does anyone still have the nerve to propose a six-month software implementation? Who has the time to wait and see if what you bought will really work six months or more down the calendar? Fortunately, the new model of delivering solutions provides nearly immediate feedback to validate that your chosen solution will really deliver value. Solutions can typically be delivered in days or even hours. And, because the cloud makes deployment so streamlined, most vendors in this space offer “try and buy” programs that allow you to use the platform with your own data to ensure you are getting what you expect.

**You’re Free To Come And Go:** With traditional models, once the capital dollars are spent, you’re likely stuck with the platform, for better or worse - at least until new budget is available for enhancements or replacement. But the new models provide greater portability. Most providers offer subscriptions starting at a one-year commitment. Mature vendors in this space will have a standard plan for providing your data back to you in a usable format should you decide to move on to another platform provider. With this flexibility, your provider is much more driven to ensure your satisfaction and earn your business every day by providing innovative features and great service.

**The Price Is Right:** And last but certainly not least, the pay as you go model is making software platforms more accessible than ever. Software providers are creating pricing models that more closely connect price to actual value. The model of pricing software based on a number of users is giving way to transactional or consumption-based models that allow users to pay for what they actually use. For example, in the grants world, rather than buy a license for every program staff member, subrecipient contact, or executive who may need to participate in key tasks or oversight, why not simply pay for each award that is managed in the system? Furthermore, that single price should include everything you need to use the system; software, implementation, training and ongoing support.

All these benefits in various solution deliveries add up to make it much easier, more affordable, and ultimately less risky to implement the tools your organization needs to succeed.

## Grant Governance Platform – G2P

Alyx Technologies, makers of G2P, has been a part of the dynamic transformation of the software industry. Building on over 37 years of experience helping private and public sector clients use software to improve their operations, we are now bringing all the advantages described above to the Grants community. We have created both a solution and pricing model that removes the typical stumbling blocks that prohibit many organizations from benefiting from a great set of tools. Here is how we did it:

**Focus on the Pain Points:** We spent time looking at Grant Compliance issues, examined audit data, talked to lots of grants professionals, and identified key issues that consistently plague many grant professionals. Then we asked, why are these issues such a headache? Here’s what we learned.

Most grants professionals wear a lot of hats. So, managing the minutiae of tracking monitoring tasks, compliance requirements, and grant agreement terms can be tedious. It feels like a distraction, but it's a job unto itself, and it's critical to your program success. And what did we learn about how most grants professionals manage this part of the job? They do the best they can, with cobbled together spreadsheets, lots of email, maybe some calendars, notes and a lot of effort.

This is where we chose to focus first. G2P delivers an easy to use set of features designed to keep monitoring and compliance tasks on track for you, so you can focus on higher value tasks.

**Adopt an "App" Mentality:** Is there really an "end-to-end" solution for Grants Management? It's a question we've asked ourselves here at Alyx. And after a lot of discussion, we landed on the famous consultant answer, "it depends". It depends on how you define "end-to-end". The truth is, there are so many aspects of Grant Management, we don't really think it's possible to use a single platform for everything. It's pretty much guaranteed that you will have more than one system. We think it's time to stop thinking about the big, "end-to-end" mirage, and start looking at "apps" that are easy to use and fix your headaches now.

We've delivered a simple app to help you track, deliver and report on key tasks like Risk Assessment, Monitoring, and Compliance tasks. We also provide a simple dashboard to quickly see how you're doing at all times, with a click or tap.

**Speed Matters:** How about a system that you can start using in as little as 2 days after you sign up? That's how G2P works.

*G2P is 100% cloud based and runs in the Amazon Web Services GovCloud.* Which means it's highly secure and certified for government use. With their sophisticated infrastructure, we can have your G2P system ready for you with the click of a mouse.

*We can import your existing grant data into G2P fast,* which we will do for you as part of our standard service. Contact us in advance and we will make the forms available to you from our website. As soon as you have those forms complete, we can import your info and schedule training. From there, you're off and running.

**You're Free to Come and Go:** Our standard subscription is for one year. If you would like to go longer we can give you a better price, but that's up to you. As part of our terms of service, if you decide to stop using the solution, we will provide all your data back in an open file format. But our goal is to provide so much value that you'll never leave. We are committed to earning your business year after year by adding useful new features that our users request, and by providing great service.

**The Price Is Right:** We have created unique "Per Award" pricing model that we think accomplishes a number of great things for our users:

- Our pricing structure makes the system extremely affordable and accessible for both small and large organizations.

- We have one single line item price for each award that includes access to the system, configuration and setup, training and ongoing support. *No limit on the number of users.*
- When we bill you, our invoice references your unique grant number. It's easy to track your exact cost for managing compliance for each grant. This makes our service a direct cost, eliminating the need to track and interpret indirect rates for our service.

In order to collaborate effectively, everyone on your team can have access to the system. That includes your internal staff, but also counterparts at your funding source, and all your subrecipients. There are no user licenses to buy.

An investment of energy early in the process will help you have a more successful implementation.

Everyone can play.

## About Alyx Technologies

Alyx Technologies developed Grants Governance Platform, G2P, which addresses the requirements of OMB Guidance 2 CFR §200 and provides users with a configurable and easy-to-use Programmatic Risk Assessment and Award Governance module. Standard user dashboards provide a unified compliance view of grants across the entire portfolio. For more information, please visit: [www.grantgovernance.com](http://www.grantgovernance.com).

Alyx Technologies is a SaaS solutions and services company. We draw upon 35 years of industry and software development expertise to deliver solutions to help our clients rapidly gain efficiency, minimize risk and ensure compliance. Our highly targeted SaaS solutions are designed to be easy; easy to deploy, adopt, buy and protect. And of course, it's your data, so it is always portable and in your control.

**For more information, please visit our website or drop us a line:**

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