

## MAXIMISE THE IMPACT OF GRANTS FUNDING WITH GAURI



### FOCUS

improve customer service

### INTEGRATE

seamless systems and processes

### OPTIMISE

efficient and effective grant funding



## STREAMLINE AND IMPROVE GRANTS MANAGEMENT

In an ever changing world, organisations delivering grants will experience economic and business challenges. As budgets for funding become tighter and more closely monitored there is a need for harmonisation, integration and cost reduction in the grants process. Investment in new solutions brings an opportunity to enhance service standards, reduce operational costs and eliminate manual effort.

Using Gauri's enhanced SAP Grantors Management, you can maximise the quality of your grants funding, streamline the process and evaluate grants applications on a reliable platform and integrate with other systems. The solution provides transparency, accountability and compliance enabling you to focus on what is important - efficient evaluation of applications and distribution of funds.



**5%-12%**  
operational cost of distributing “traditional grants” in the UK public sector (£2bn-£4.8bn).  
UK CABINET OFFICE

**80%**  
of decision makers think that access to the right information at the right time is critical to their business.  
SAP BENCHMARKING

**92%**  
lower financial costs for transactional sub-processes with streamlined, automated and integrated processes  
SAP PERFORMANCE BENCHMARKING

**39%**  
fewer compliance and risk management FTEs with full visibility into key risk indicators across the Enterprise  
SAP PERFORMANCE BENCHMARKING 2012

## UNDERSTANDING GRANTS MANAGEMENT

The grant funding lifecycle is much broader than a transactional service between grantor and grantee. The primary initiative is to ensure positive and measurable change, to learn and foster a culture of continuous improvement. It is vital that effective business processes and systems are in place to provide a platform from which to deliver a quality level of service.

### Succeed with Grantors Management

With enhanced SAP Grantors Management employees are able to focus on making the most appropriate recommendations for funding, whilst simultaneously supporting awarded projects to maximise the value of beneficial fund allocation. Key business benefits are:

- ✓ **ENABLE EFFECTIVE BUSINESS STRATEGY**  
using a central repository with built-in industry best practices ensures data integrity, maximises service efficiency, and enables proactive monitoring to fulfill service policies and goals
- ✓ **INTEGRATED SOLUTION PROVIDES A LOWER TCO**  
by offering a single, fully integrated solution that connects the end-to-end grants lifecycle process, supporting all programme types, eliminating data redundancy and inefficiencies
- ✓ **CONTROLLED COSTS AND OPERATIONAL RISKS**  
Integration between financial and grants processes increases accountability, reduces fraud, error and debt, resulting in more accurate payments and improved adherence to budgets
- ✓ **PROVIDES VALUE TO APPLICANTS**  
by providing reduced duplication, eliminating manual processes and enabling mass transaction processing, resulting in increased service levels and faster process payment



## Increase Efficiency and Effectiveness with Grantors Management

It is essential for all grantors to align their business purpose with their people, processes and systems. The automation of processes removes unnecessary administrative burden on users and allows them to focus on delivery of effective funding programmes that make a genuine impact on the community.

### PROGRAMMES

Implement flexible streams of funding to fit a range of policies and regulations for the introduction of new programmes.

Key features:

- Single or multi-stage approach to assessment and monitoring
- Unique application form for each programme
- Define the source of funding, programme duration, award size, outcomes, risk appetite, scoring criteria, money types and monitoring events
- Budget management to control spend and provide data for reporting analytics

### PAYMENTS

Direct integration with SAP finance system to release payments directly from the funding source to grantee's bank account.

Key features:

- Automated release via milestone, periodic or advance payments
- Automatic payment schedule generation
- Multiple payment methods and the ability to process refunds
- Funds Management for better budget tracking and control

### ASSESSMENT

Empower employees to use their experience to make the best possible recommendations for funding.

Key features:

- Intelligent survey mechanism to enable staff to record judgments against criteria
- Automated data capture and validation of application form to eliminate manual errors
- Risk-based assessment relevant to applicant and project
- Segregation of duty with senior stakeholders to make final funding decision
- Guided workflow to help employees through the end-to-end process

### MONITOR

Supportive process to help grantees deliver projects to their intended outcomes and derive maximum value to beneficiaries.

Key features:

- Automatic generation of monitoring events specifically tailored to project risk-profile
- Range of support mechanisms available through monitoring events including visits, reports and telephone calls
- Validate that money is being spent as intended, identify and apply corrective action early for successful project delivery



## DISCOVER AN ENHANCED SOLUTION

SAP Grantors Management delivers the core grants processes and functionality required by funders. Gauri's unique experience of working in the grants market allows us to offer an enhanced solution that combines the core product with a series of developments. It delivers an integrated, end-to-end solution that maximises your delivery capability.

Based on the SAP CRM framework, the grants management process is integrated with the functionality of SAP Finance for improved budgetary control.

## THE GAURI DIFFERENCE

Gauri is a growing SAP Solution partner providing great value, dynamic solutions focusing on 'best possible' customer engagements.

Our proactive and collaborative approach delivers quality solutions including Cloud for Customer, Grantors Management and Customer Engagement enabling customers to operate efficiently, adapt with agility, and grow sustainably.

Gauri is recognised for our expertise in leveraging process improvement and technology enhancement, we deliver client specific requirements with personalisation, customisation and development.

Extensive industry experience enables our team to focus on service while effectively and efficiently managing your grants processes with a single, integrated solution.

To complement these processes, we also offer Customer Engagement Intelligence (CEI) and Predictive Analytics capabilities providing real-time business insight.

 **22%**

Lower audit costs where organisations use automated rather than manual controls



SAP PERFORMANCE  
BENCHMARKING 2012

“Gauri's professionalism and broad range of experience is evident in everything that they do. Not only do they provide solutions but also educate you as to the cause of the issue and the best way to resolve it.

*By transforming into a cloud-enabled enterprise we are delivering the scalability and agility to meet our business demands.”*


— Client Endorsement

## Experience the difference, contact us at:

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