



# Ellucian Grants Services



Helping institutions find,  
secure, and manage grants  
to advance student and  
institutional success



## Why invest in grants development?

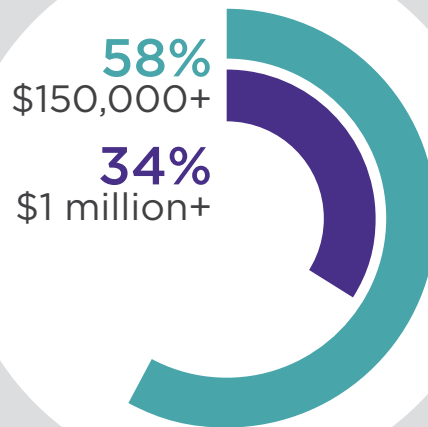
State and federal budget cuts, along with increased competition for tuition revenue, have left many institutions struggling to fund critical student success initiatives. That's why it's more important than ever to develop alternative funding streams.

Grants are a great potential source. But turning grants into a meaningful revenue stream requires more than just a good proposal writer.



**\$100M**

awarded to client institutions since 2003



**60**

client institutions across

**24**

states

## What it takes:

- » **Understand what's out there:** The landscape of available grants is large and diverse. Invest in research, and get to know your options.
- » **Prioritize:** Going after anything or everything is a waste of limited resources. Spend time assessing top needs, and focus on high-value opportunities that advance your mission.
- » **Design projects worth funding:** Grant funders look for projects with clear, measurable goals; solid implementation and evaluation plans; and compelling outcomes. Putting these elements in place up front not only makes your application more competitive, it ensures your program, once funded, gets the results promised.
- » **Get the right people on board:** From project and application design to evaluation and reporting, grants require support from multiple stakeholders across campus. Create a communications plan that keeps people engaged and accountable every step of the way.
- » **Demonstrate results:** Getting the grant is only half the battle. Grants are investments, and funders expect a demonstrated return. Make sure you have the resources, policies, and procedures in place to successfully implement and evaluate the project and comply with all grant requirements.

“We needed a partner who could support the entire spectrum of grant activity, not just write a grant. I am not aware of any other vendor that has the background and flexibility to do what Ellucian does in the area of grants services.”

**DR. DEBRA DERR**

President, Mt. Hood Community College

All of these things take time and resources, which many institutions either don't have or don't want to develop and sustain in house. That's where Ellucian Grants Services comes in.

**We offer the full spectrum of services to meet different needs—building or supplementing client capacity in the following three areas:**



### **Organizational development**

Assessing opportunity and capacity and creating a roadmap to get you where you want to go



### **Applications and proposals**

Designing programs and applications that align with funder interests and requirements



### **Compliance and evaluation**

Managing grants including program evaluation and reporting

# Our services

## Organizational development

Employing a grant writer to help win one award is beneficial, and Ellucian offers this service. But we achieve far greater impact when we help clients establish a centralized grants office that wins multiple awards for top strategic priorities over time.

### Services include:

#### ***Assessment***

- » Funding opportunities
- » Capacity
- » Institutional priorities
- » Current/planned programs and services

#### ***Recommendations***

- » Priority targets
- » Resources
- » Policies and procedures
- » Communications plan
- » Funding Roadmap with targets and timeline

#### ***Training***

- » Grant writing
- » Grants management and compliance



“The things that make Ellucian an invaluable technology partner also make it a logical choice to support grants—deep higher education expertise in accessing grant funding opportunities and a commitment to best practices. The Ellucian team helped us substantially increase grant revenue through a results-driven process for pursuing and managing grants that are closely aligned with our strategic priorities.

**DR. JON H. LARSON**

President, Ocean County College





“We knew there were opportunities, but I don’t think any of us dreamed we would have secured nearly \$6 million dollars in grant funds in less than two years as a result of our partnership with Ellucian Grants Services. The return on investment has been extraordinary.”

**AL SIGALA**

Executive Director, Development and Communications, Mt. Hood Community College

## Applications and proposals

Our team has deep expertise developing applications for grants whether large or small, public or private, state or federal. While managing all or specific parts of the process, our goal is to strengthen our clients’ own capacity to pursue and manage grants.

### Services include:

#### *Project design*

- » Realistic, measurable goals
- » Evaluation/compliance plan
- » Integration of research, data, best practices
- » Budget alignment with funder and institutional requirements

#### *Project management*

- » Meetings, process, timeline
- » Consensus-building
- » Approvals

#### *Writing/editing*

- » All application components
- » Supporting documentation

## Compliance and evaluation

There is just as much work, and risk, after a grant has been awarded than before. We help clients understand and comply with grant requirements to protect both the funds and funder relationship—giving project directors the confidence and focus they need to succeed.

### Services include:

#### ***Monitoring***

- » Project implementation
- » Adherence to grant budget
- » Progress against target outcomes
- » Alignment with funder regulations

#### ***Reporting***

- » Review of regular, interim, and final reports
- » Communication with funding agencies to resolve issues/modify budget if needed
- » Communication internally to ensure compliance



“The commitment to developing a strategic partnership, rather than just a vendor/customer relationship, has been critical to our success.”

#### **SANDRA MOONEY**

Vice President, Financial Operations,  
Houston Baptist University



“Ellucian powers higher education through a wide range of systems, software, and services. And that includes helping clients secure the funds they need to modernize and advance student success.”

**GARLAND HALL**

Senior Vice President of  
Customer Success, Ellucian





# Return on investment (ROI)

As Ellucian builds each client's capacity to generate grants revenue, we measure return on investment in both financial and non-financial terms.

## Non-Financial ROI



### Organizational development

- » Broad cross-institutional engagement in funding for strategic priorities
- » Greater awareness of funding opportunities and resources required to pursue and manage sponsored programs—which ultimately aids in programmatic and institutional strategic planning
- » Greater consistency in project design, funding, evaluation, and reporting
- » Increased understanding of all phases of grants development and management through professional development opportunities



### Applications and proposals

- » Increase in quality and number of applications submitted
- » More experienced project/grant planning teams
- » Better project design
- » More rigorous oversight of budget development
- » Repository of data and language for future grants
- » Ability to participate in multi-partner grant applications (with other institutions, businesses, industries)



### Compliance and evaluation

- » Reduced risk to awards and future funding
- » More bandwidth for project directors to focus on strategy
- » Improved communication and ability to resolve issues with funders
- » Improved understanding of regulatory requirements
- » Greater internal transparency and accountability

## Financial ROI

The Ellucian Grants team has 130 years of collective experience securing awards from top federal, state, and foundation funders. Following are examples of the type of awards we've helped clients secure in the past decade:



### Federal

- » \$10M+ from **TRIO programs** to improve services for low-income and first-generation students
- » \$31M+ in **Title III Strengthening Institutions** and **Title V Developing Hispanic Serving Institutions** awards to upgrade technology, enhance science labs and courses, and initiate structured First Year Experience Programs
- » \$500K+ from **Undergraduate International Studies and Foreign Language Program** to launch Middle Eastern Center at one community college
- » \$1.6M from **First in the World** to improve student retention at one four-year institution

### State

- » \$21.6M to help multiple community colleges fund capital construction projects and instructional technology
- » \$2M to one community college for competency-based education
- » \$790K to one community college to initiate training and support services for civilian employees impacted by military base realignment

### Foundation

- » \$150K to initiate College of Engineering at four-year private institution
- » \$86K from multiple awards to support performing arts at one community college
- » \$50K to initiate STEM Youth Academy at one community college



Get started today:  
**[grants@ellucian.com](mailto:grants@ellucian.com)**



Ellucian is the technology leader of software and services powering higher education forward. More than 2,500 institutions in 50 countries rely on Ellucian to help enable the mission of higher education for over 18 million students. Ellucian provides a broad and versatile portfolio of solutions, including student information systems (SIS), finance and HR, recruiting, retention, analytics and advancement software solutions.

With more than 1,400 institutions subscribing to unique deployments of Ellucian's cloud services and SaaS offerings, the company is one of the largest providers of cloud-based solutions. Ellucian also supports the higher education community with a range of professional services, such as application software implementation, training, education, and management consulting.

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