Channel Pitch
Fujitsu Grants Manager

What is the Fujitsu offering?

- Fujitsu Grants Manager (FGM) provides an award winning platform that contains the vast majority of the common grant management features requested by prospects and customers. By developing the FGM Solution upon Microsoft's Dynamics 365 Online platform, Fujitsu have produced a core package that takes advantage of 365's flexible architecture, allowing new features and capabilities to be very quickly implemented through configuration rather than customisation.
- Applicants benefit from a self-service web portal that provides online registration and monitoring of grant application.
- A sophisticated back office CRM provides administrators with tools to track, pay, report, monitor and audit grant applications.
- The FGM solution has been developed for Microsoft Dynamics 365, with a web portal developed in Microsoft ASP.NET and hosted as a Web App in Azure. The FGM CRM is integrated into the Clients CRM instance, sharing Systems Entities with other solutions installed in the CRM. External customers will register and authenticate using the Azure AD B2C services provided by Azure.
- FGM tools administer the lifecycle and accommodate changing requirements around the provision of grants.

What customer challenge does it solve?

- The FGM gives Fujitsu customers the capacity to develop a full online application process, including application forms, secure online lodgement of grant applications, receipt, registration and reporting which includes:
  - ➤ Online assessment, shortlisting and reporting capability for grant applications
  - ➤ Outcomes management, including capacity to efficiently advise applicants of decisions
- Reduction in administration costs through fast implementation of evolving business requirements such as:
  - ➤ Regulatory compliance and business processes, thus decreasing the need of specialised IT skills for simple configuration.
  - ➤ Delivery of extensive reporting, providing better insight to the business to make informed decisions, quickly.
  - ➤ Consolidation of diverse siloed information repositories, allowing for an easier, comprehensive view of the business.
  - ➤ Fully configurable and personalised workspace and portal, allowing for effective task delegation, collaboration, alerts and notification across lines of business and end users.
- Reduction in time between application and award, providing a clearer management view of grant status, results & outcomes.

Which topics should be discussed?

- Fujitsu Grants Manager solution delivers an immediate return on investment. Deployment is fast, instant value is provided to end users and it is easy to achieve rapid efficiency gains. Costs for on-going maintenance and upgrades are minimal, adding to a low total cost of ownership.
- The functionality provides users with the ability to apply for different types of programs, currently the system supports the following patterns:
  - ➢ Eligibility – Applicants must fulfil a set of eligibility criteria in which applications are assessed on eligibility. Funds are awarded to applicants based on the availability of allocated funds.
  - ➢ Competitive – Applicants compete for the funding available through a program. If applicants meet all the eligibility requirements AND they have a high level of merit vs other applications, they are assisted.
  - ➢ Prizes – Applicants are nominated to receive a cash prize by their peers.
  - ➢ Reimbursement – Applicants submit reimbursement requests for funds already spent.
- The basis of economic return includes:
  - ➢ Reduced staff often in the area of 3-5/1.
  - ➢ Staff can focus on business decisions rather than data entry / validation.
  - ➢ Reduce costs and increase efficiencies via automation, mobility and integration
  - ➢ Reduced risk for regulatory compliance through analytics and reporting.
  - ➢ Reduced cost and duration of change through simple platform configuration.

What is the offering designed for?

- Reduced Rework – Validating data as it is entered ensures a greater number of applications can be processed first time.
- Clearer visibility of funding – Detail and summary reporting on the status of funds, in real time.
- Auditing and Compliance – All activities, decisions and modifications to grants data are recorded throughout the lifecycle and can easily be accessed for audit and compliance purposes.
- Application status – Applicants can monitor and review the status of their applications on the portal.
- Security – Only authorised users have access to the information you want them to see.
- Improved reporting – Microsoft Dynamics 365 provides powerful, easy to use reporting
- CRM Functionality – The application is built on the Microsoft Dynamics 365 platform, thus resulting in the availability of all standard system functionality
- Application Integration – Easy integration with alternative systems such as finance, email and document management
- Portal Integration – The portal can be implemented with any existing back end grants system.

What are the key differentiators against our competition?

- Fujitsu brings a CRM strategy and experience that extends beyond a single product.
- Wide customer base and granting experience across Not For Profit, Government and Rebate Programs
- Solution can be used for more than just Grants Management, think rebate programs or any process where there is an application made by an external party, a review process and a subsequent payment. Fujitsu customers receive a highly considered approach to CRM solution design, taking best of breed practice methods from each of the products.
- Microsoft Dynamics CRM provide organisations with the ability to quickly configure & extend the application to meet specific business process requirements and as such Grants may be a portion of the required solution
- Customer advisory board in development – working in partnership with our customers to drive changes to solution
- Structured customer 'user group'

What did other customers experience?

- The Pharmacy Guild of Australia – Transition of Pharmacy registrations and payment processing for Home Medicines Review. The solution included their portal and CRM which went live 1st March 2014 after a 2 month build. Refer full case study.
- Australian Government – Department of Industry, Innovation and Science – The aim was to deliver a centralised Grants Management platform as part of the single business service programme. The programme involved working via an agile methodology to accommodate more than 50 programs; looking to decrease the effort required for different stakeholders to perform their responsibility including setup, application, assessment and operational reporting. This provided a platform that ensured a reduced effort to design and deliver new grants programs – allowing for data to be shared and centrally managed as well as for data to be exported to the DIIS analytics and business intelligence platform, allowing for a more complex analysis of the data and supporting customer self-service.
- Other customers include:
  - ➤ EECA (Energy Efficiency and Conservation Authority)
  - ➤ First Sovereign Trust
  - ➤ NZCT (NZ Community Trust)

Did you know...?

- Fujitsu Grants Manager solution is an online system which delivers secure workflow based registration, application, assessment, award, and associated management processes for organisations that manage allocation of grants. The result of this includes:
  - ➢ Reduced time between application and award.
  - ➢ Clearer management view of grant statuses, results and outcomes.
- Approximately 75% of IT leaders across 415 companies in North America, Europe, Asia-Pacific and Latin America anticipate a shift toward application platforms.
- FGM was developed in 2011 and won the Microsoft Award for Solution of the Year.

Key Contacts and More Information

Key Contact:
- Product Manager: David Prior
  - ➢ david.prior@au.fujitsu.com
  - ➢ +61 411 449 496
  - ➢ Level 3, 4 National Circuit Barton ACT 2600

- Fujitsu Grants Management Solution Overview includes a detailed Functions and Feature Matrix as well as a product Roadmap in regards to planned functionality to be added to revised versions of the product in the future.