



Accelerating Agricultural Research Funding with Salesforce-Powered Grant Management

Overview:

A leading organization must streamline its **grant management** process to drive faster, more efficient agricultural research funding. We centralized the entire **grant lifecycle by harnessing Salesforce's power**, from **proposal submission** to **donor reporting**. This innovative solution automated **funding approvals** and **real-time notifications** and gave stakeholders **instant visibility**, enabling quicker decisions and supporting cutting-edge research in agricultural development.

Pain points:

Manual grant approval processes, leading to delays and inefficiencies

Scientists frequently have to **visit the website** for updates on new funding opportunities.

No streamlined process for **periodic report submissions** from scientists to donors

Lack of **centralized visibility** into **grant progress**, making it difficult for stakeholders to track and manage funding allocations

Manual reporting to donors, causing delays and a lack of real-time insights

Solutions:

Salesforce Integration:

Centralized the entire **grant lifecycle**, including grant submissions, approvals, and reporting

Automated Notifications:

Integrated **real-time alerts** to notify scientists of new funding opportunities and grant updates

Grant Approval Automation:

Streamlined the **pre- and post-submission approval process**, ↓ turnaround times, and ensured timely decisions

Standardized Reporting:

Implemented **standardized reporting** templates to **generate grant allocation** and **utilization** reports automatically

Donor Reporting Automation:

Automated **periodic report submissions** to keep donors informed on funded research progress

Benefits:



Faster approval cycle, reducing the time between proposal submission and funding allocation



15% ↑ in the Turnaround time for grants



30% ↑ in grant management and donor communication



↑ Stakeholder collaboration through **centralized visibility** and real-time updates on grants