Spotting the Missing Tech in Grant Proposals

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GMN 2017
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Helping Nonprofit Technology

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When Technology is Missing
Think about your experience with technology in grants.

What’s the biggest mistake you ever made?
Youthrive is launching a new program.

There is no technology line item. What might be missing?
Caring Homes tried to roll out EMR.

They planned for user buy-in and trained all staff. But people quickly went back to paper records. What did they forget?
Save the Unicorns wants to buy EZ-CRM.

It’s free thanks to a product donation program! They just need a consultant’s help with setup. Is this a good investment?
What is needed for **nonprofits** to thrive with technology?
A Technology Plan

Nonprofits need to understand tech as a strategic resource.
Knowledge about Technology

What tech is available?
How do solutions compare?
What is best practice?
Nonprofits need access to technical skill, in house or outsourced.
Funding Cycle of Pain 😞

Nonprofits are worried if they ask for too much it won’t get funded

Nonprofits ask for (and get) less money than they need

Which leads to the impression that technology is not helpful

So they cut corners with tech

So funders are nervous about funding technology
What is needed for **grant makers** to support nonprofits with technology?
What are your challenges?
What insights can you offer?
What do you need?
4 Recap and Reflection
Summarize.
What surprised you?
What resonated?
What will you do?
QUESTIONS?

Funders Guide to Supporting Technology
http://bit.ly/2I48eH0
Handouts
Questions to Ask About Infrastructure

- What does the organization need to efficiently deliver the programs you care about?
- Are they prepared to continue on with your project even if there is a disaster?
- What tweaks would help them deliver even more?
- Who will support and maintain IT?
- What (if any) are the sources of major complaint from the team?
Questions to Ask About Data Management

• Can they accurately manage program constituents?
• Can they comprehensively track and report on the programs you care about?
• Are they tracking outcomes and improving programs based on data?
• Are they effectively managing their financial data?
Questions to Ask About Digital Communications

• How do they get the word out about their programs?
• Are there improvements that could be made to enhance program delivery?
• Could they make their programs more cost effective by using online communications?
• What are the key barriers to increased communications effectiveness?
• Do they have a fundraising or marketing plan and a clear strategy?
• Is social media the best way to communicate about their programs?