



# Solution Spotlight

## PeopleSoft Enterprise Grants Management

Mounting pressure on the federal budget means more people are fighting for fewer funds. Those who chase these limited resources know that grant administration can be as demanding and exacting as the research itself. The competition is fierce and as federal agencies move closer to their goal of processing proposals electronically – organizations must prove operational efficiencies, regulatory compliance, and fiscal accountability. When considering PeopleSoft Enterprise Grants Management we want you to consider BTRG – and here are 8 reasons to do just that.

**1. Vertical Expertise.** Oracle's PeopleSoft Enterprise Grants is a comprehensive, web-based grants life cycle management solution. BTRG consultants bring experience in core industries to your implementation. As a result, innovations from industries such as Higher Education, Healthcare, Public Sector, Aerospace and Defense, and Government Contracting can be leveraged to craft a “best fit” solution to most appropriately address your needs.



**2.** By Integrating with PeopleSoft Enterprise Billing, Contracts, GL, Payroll, Payables, Project Costing, Purchasing, and Receivables - Grants streamlines the full range of pre- and post-award processes so that research administrators can boost productivity, drive operational efficiencies, and facilitate regulatory compliance. BTRG consultants have strong **Implementation and Integration Expertise** in the modules that integrate with Grants including the core modules; **Expenses, Payables, Time & Labor, Inventory, Purchasing, and Assets.**

**3.** Eliminate disparate, home-grown, researcher-managed systems and put all of your grants, award, contract, and project data into one place– providing you with complete visibility of pre- and post-award grant information so that you can adopt “Best Practices”. Using BTRG consultants you can be confident that you are achieving both **“Best Fit” and “Best Practices”**. BTRG consultants won't encourage you to accept a solution that doesn't fit with your organization. Our recommendations take into account that each IT project is unique and we won't recommend solutions that go against your project philosophy.

**4. Oracle Certified Advantage Partner:** Oracle recognizes BTRG as subject matter and product experts and often engages BTRG for product demonstrations. We have worked with the Grants module since its first release and stay connected with Oracle regarding new releases.

**5. Experienced Account Management** BTRG provides actively engaged account managers who oversee implementation and upgrade projects from the senior level. These account managers are former PeopleSoft consultants who typically possess upwards of 8-10 years of PeopleSoft experience. They will help your project managers identify and mitigate project risk so that your project stays on track and your goals are achieved.



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6. Having implemented Grants at **Healthcare and Research Institutions** we have connections within the research community and can help you reach out to your peers.



7. BTRG believes in and actively facilitates the **knowledge transfer** between our consultants and your project team. We don't keep the information to ourselves. We will collaborate closely with your team so your organization can independently function after the project is complete.



**8. User Group Participation:** BTRG participates in user group conferences to gain more insight on how PeopleSoft customers use the system, obtain updates from Oracle, and to ensure we are actively engaged in the PeopleSoft solution.

With PeopleSoft Enterprise Grants Management you will seamlessly manage the complete life cycle of research administration including critical processes such as – proposal generation, proposal-to-award transitioning, award tracking, facilities and administration processing, billing, financial reporting, project analysis, award budgeting control, and award closeout. With BTRG as your consulting partner you'll benefit from the smooth implementation and lower cost of ownership that come from solutions and subject matter expertise.

The Business & Technology Resource Group (BTRG) is dedicated to helping organizations bridge business and technology. As one of the first consulting groups to specialize in ERP implementations; we understand it can difficult for IT to respond to emerging strategic direction in a timely and a cost-effective manner. As today's CIO struggles to meet the shifting demands of their business - BTRG remains a capable, affordable, and strategic resource - close at hand to help organization's bridge the gap between business and technology.

A privately owned corporation in the United States and Canada; BTRG has a stable management team and an aggressive market position in the Oracle PeopleSoft consulting space. Founded in 1986, BTRG began working with beta versions of PeopleSoft GL and AP modules in 1993 and quickly became one of the first PeopleSoft Partners to specialize in the implementation of the Financials Suite. Our early commitment to PeopleSoft applications and technologies positions us as a leader in providing highly effective, multi-discipline consultants at competitive rates. Today, the scope of BTRG's expertise has grown to include full service project consulting and staff augmentation across many product lines including PeopleSoft, Oracle, Lawson and SAP. Throughout the years we have cultivated niche expertise in key industries, including **Financial Services, Insurance, Aerospace & Defense** and **Healthcare**.

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