



## INTRODUCTION

# Grant Lifecycle Manager (GLM)

It's truly a pleasure to connect with such a distinguished group of funders in Yorkshire who are dedicated to improving the impact of philanthropy and driving positive change.

As we all know, managing grants effectively is at the heart of ensuring that philanthropic funds are used efficiently, responsibly, and with the greatest possible impact. Yet, many organisations still face significant challenges when it comes to tracking, reporting, and managing their grant processes. This is where our solutions come in.

This document outlines how our GLM grants management software is designed to streamline and transform the entire lifecycle of grantmaking—from the initial application to final reporting.

BETTER TOGETHER

# Foundant – SmartSimple

Foundant Technologies and SmartSimple Software are leaders in providing software solutions tailored to their clients' unique needs. Our extensive portfolio of grant management products enables us to provide exceptional service and support, keeping client success at the heart of our operations.

SmartSimple Software have worked with UK clients since 2018 and are a Framework Agreement Supplier of G-Cloud Services.

4,050+

Clients

280+

Team Members

## OUR EXPERIENCE

# SHARING OUR LESSONS LEARNT

Through our journey, we've gained valuable insights that have helped refine our products and approach to supporting Grantmakers choose the right solution.

We hope these insights will support you when considering new software for your grantmaking needs.

### SCALABLE

Focus on the requirements that will have the greatest impact on your organization today, while keeping in mind that your needs will evolve as you grow. Where you start is just the beginning—our software is designed to scale with you, supporting your long-term growth and future opportunities.

### SIMPLE

Evaluate the software's user interface and ease of use. An overly complicated applicant experience can hinder success. Consider how the software enhances the application process, simplifies administration, and strengthens ongoing relationships with your applicants.

### COMMUNITY

Check if there is a strong user base and whether the vendor values user feedback. Consider the vendor's responsiveness, support channels, and training resources. Select a vendor who will collaborate as a partner and bring value to the Yorkshire Funders Members.

### VALUE

Be mindful of your budget by choosing pricing that aligns with your needs and the software's value. Consider additional costs for upgrades, support or features. We offer tiered licenses for organizations of all sizes; including unlimited users, and a money-back guarantee for peace of mind.

## OVERVIEW

# GRANT LIFECYCLE MANAGER

Introducing the Grant Lifecycle Manager (GLM), a powerful solution designed to streamline and simplify your grant management process. GLM replaces outdated systems like spreadsheets, offering a more efficient, scalable way to manage your grants from start to finish.

Take advantage of the following features:

- Assign grant follow-ups at the program or individual level for precise tracking.
- Tailor forms to different grants to collect relevant information and use branching to eliminate unnecessary questions.
- Allow applicants to leverage auto-save functionality, preview follow-up forms, and copy and paste responses with rich text formatting to save time.
- Give multiple users access to grant applications before submission.

These features facilitate the application and review processes, making them more efficient and user-friendly for everyone involved.



# Grant Lifecycle Manager License Options

Features	Basic	Standard	Advanced
Letter of Inquiry (LOI)	✓	✓	✓
Applications	✓	✓	✓
Review & Review Stages (3)	✓	✓	✓
Configurable Reporting & Exports	UNLIMITED	UNLIMITED	UNLIMITED
Email Templates	✓	✓	✓
Post-Award Follow Ups	✓	✓	✓
Mail Merge	✓	✓	✓
View Past Funders with Foundation Center	✓	✓	✓
Great Nonprofits Reviews	✓	✓	✓
Grants Manager Role	✓	✓	✓
Shared Documents	✓	✓	✓
Collaborator	✓	✓	✓
Quickbooks Integration	✓	✓	✓
AI Summary		✓	✓
Nested List Questions		✓	✓

# Grant Lifecycle Manager License Options Continued

Features	Basic	Standard	Advanced
Table Questions		✓	✓
DocuSign Integration		✓	✓
Custom Columns in Grids		✓	✓
Third Party Contributors			✓
Increased File Upload Size		✓	✓
Copy Application		✓	✓
RegEx Questions			✓
Internal Follow Ups			✓
Question Branching		✓	✓
Custom Grants Manager Permissions & Assignment			✓
Read-Only API			✓
Eligibility Quiz			✓
My Organisation Chart Hierarchy			✓
Payment Import Tool			✓
Single Sign On			✓

PRICING OVERVIEW

# COST SUMMARY

**The next three pages** outline the exclusive pricing we've created for Yorkshire Members, reflecting our commitment to this potential partnership.

1

## 2025 2yr Cost

The first page outlines the cost of a two-year license, along with implementation and training fees, broken down by tiered license options. It includes discounts for early adopters (first half of 2025) and those onboarding in the latter half of the year.

2

## 2025 Annual Cost

The second page shows the annual cost of the license only.

3

## 2026 Offer

On the third page, we've designed a special discount package for Members planning to onboard in 2026.

GLM PRICING- TWO YEAR LICENSE

## Yorkshire Funders 2025 Pricing & Members Discount

January- June 2025	2 Year GLM License				
	License Type	2025 Total 2-year License Cost	Yorkshire Funders Total 2-year License Cost	2025 Implementation Cost	Yorkshire Funders Implementation Cost
	Basic	£7,500	<b>£6,000</b>	£2,000	<b>£500</b>
	Standard	£11,000	<b>£9,000</b>	£2,750	<b>£688</b>
Advanced	£16,500	<b>£13,500</b>	£3,500	<b>£875</b>	
July- December 2025	2 Year GLM License				
	License Type	2025 Total 2-year License Cost	Yorkshire Funders Total 2-year License Cost	2025 Implementation Cost	Yorkshire Funders Implementation Cost
	Basic	£7,500	<b>£6,300</b>	£2,000	<b>£1,000</b>
	Standard	£11,000	<b>£9,500</b>	£2,750	<b>£1,375</b>
Advanced	£16,500	<b>£14,100</b>	£3,500	<b>£1,750</b>	





GLM PRICING- ANNUAL COST

## Yorkshire Funders 2025 Annual License & Members Discount

January- June 2025	Annual GLM License		
	License Type	2025 Annual License Cost	Yorkshire Funders Annual License Cost
	Basic	£3,750	<b>£3,000</b>
	Standard	£5,500	<b>£4,500</b>
Advanced	£8,250	<b>£6,750</b>	

July- December 2025	Annual GLM License		
	License Type	2025 Annual License Cost	Yorkshire Funders Annual License Cost
	Basic	£3,750	<b>£3,150</b>
	Standard	£5,500	<b>£4,750</b>
Advanced	£8,250	<b>£7,050</b>	

**Note:** Implementation cost remains the same as displayed in the previous slide but only applies to the year 1 cost.

This slide is to demonstrate your reoccurring costs by showing the annual license cost only.

GLM PRICING

## Yorkshire Funders- 2026 Pricing & Members Discount

**2026**

### **2 Year GLM License**

For any organisations looking to join in 2026, we will offer a £1,000 discount off the license cost and a 20% discount off implementation.

## CLIENT EVENTS

# Education, Product Training, and Networking



### Yorkshire Funders Exclusive Webinars

When 10 Members become clients, we will host an exclusive bi-annual webinar focused on areas that are most important to you. Walk through the most recent solution enhancements, provide input about our anticipated three to six-month solution roadmap, ask questions, and build connections with other GLM users.



### Yorkshire Funders Exclusive Event

When 20 Members become clients, we will host an exclusive annual in-person one-day event with those who can attend allowing you to network and learn alongside peers.



### Product Training Webinars

Reinforce key software functionality and features with our Success team. You will also learn about recent solution enhancements and releases.



### Education Webinars

Hear industry thought leaders and innovative peers from across philanthropy share their expertise and experiences to gain inspiration and ideas you can implement in your own work.



### Coffee Talks

Join this virtual discussion to learn, exchange ideas with your peers, and build relationships across the sector. We invite you to participate and share your experiences, tips, and lessons learned related to the topics.



Find in your “nine dot” in product

# Your Contact



**GABBY CROUCH**

Business  
Development  
Executive (GLM UK)

Please reach out with any questions, to arrange a follow up demo for your individual organisation or just to say hello.

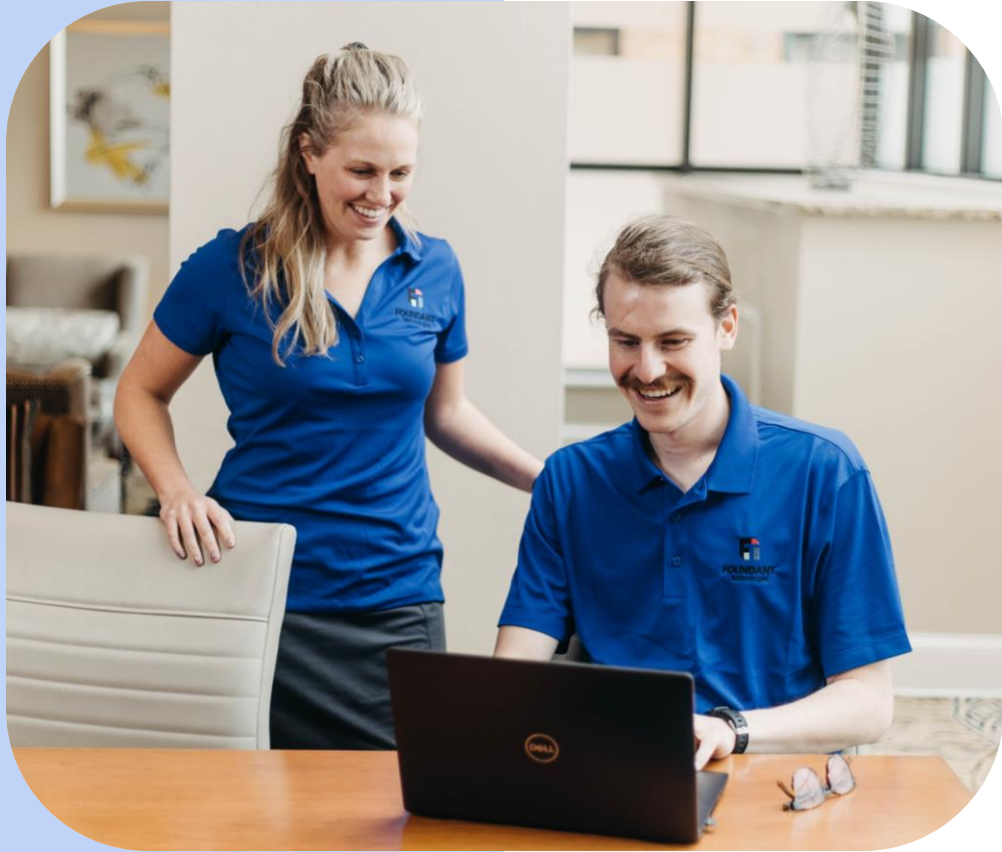
Email: [gcrouch@smartsimple.com](mailto:gcrouch@smartsimple.com)

## EVALUATOR EXPERIENCE TESTIMONIAL

# SHUMAKER FAMILY FOUNDATION

"I love using Foundant's GLM system because it makes the grant application and evaluation process so much easier for me and for our small foundation. The continuing development of better systems and responsiveness to their clients' needs is awesome. But the day-to-day customer service is what sets Foundant apart. I never hesitate to call to ask questions or to get help, and I actually enjoy talking to the customer service team members. In addition to being friendly, they are always professional and knowledgeable in answering my questions and solving any issue I might have—whether it is my problem or that of a grantee or applicant. I sometimes wonder if the mountain air is what makes them so cheerful! Actually, at Foundant being both knowledgeable and nice is just part of the company culture."





#### APPLICANT TESTIMONIAL

## JEFFERSON FOUNDATION (MO)

"I love how user-friendly the Foundant system is. I frequently get compliments on it from applicants. And Foundant customer service is amazing!!!"



#### EFFICIENCY TESTIMONIAL

## **ANNENBERG FOUNDATION**

"The Foundation's number of received applications increased from 217 to 389 – almost an 80% increase! Now with the workflows built into our system, we have more time to read our LOI forms and give great feedback."