



## How Enterprise Ireland optimized resources by integrating multiple systems in the cloud.

### Synopsis

Enterprise Ireland's Commercialisation Fund Programme was in dire need to digitize their time-consuming manual process. Not only was too much administrative time consumed by tracking down grant application data through emails and spreadsheets, but also there wasn't a transparent, auditable tracking process for reporting. SmartSimple delivered a centralized system that made their granting cycle more efficient, allowing researchers to submit their grant applications online and post-award data.

### Key Stats

**Client Name:** Enterprise Ireland

**SmartSimple Client Since:** 2013

**Type of Giving:** Grants

**Old System:** Paper and Excel spreadsheets

**Key Pain Points:** An outdated system requiring a digital overhaul to streamline, modernize, and future-proof the grant application process.

**New System Must-Haves:** An easy-to-use digital platform with robust reporting capabilities and clear channels for communication between the grants manager and grantee.



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*Having one, central [grants management] system for our Commercialisation Fund Programme makes work much less labor-intensive for everyone; no need to go into multiple systems to find and collate the information we're looking for.”*

Majella Maher  
Programme Manager  
Enterprise Ireland

## About Enterprise Ireland

Enterprise Ireland is the government organization responsible for growing and developing Irish companies. The aim of the Commercialisation Fund Programme is to improve the competitiveness of the Irish economy. We invest in innovative scientific research at Irish universities and research performing organizations to develop new products and services, leading to the creation of technology-based start-up companies and the transfer of innovations to industry in Ireland.

## Selecting SmartSimple

Recommendations from other Irish organizations, and a strong track record in the United States helped guide their decision to choose SmartSimple. "Other funding agencies in Ireland spoke highly of their own SmartSimple systems. Their large client base, particularly in the United States, also made it clear that they had the capabilities to handle our needs." Once Enterprise Ireland met with the SmartSimple team, they were sold: "The people were competent and confident they had the expertise to create the kind of system we were looking for."

## Integrating SmartSimple

At the start, Majella and her team put a high value on regular, face-to-face meetings with SmartSimple's Dublin office. "It was important to build the relationship and a common understanding of our system needs. Once we got to know the people and the process, we were able to comfortably transition to virtual meetings."

"A high level of configuration and innovation was needed to create the online system for Enterprise Ireland. The SmartSimple team was open, responsive and willing to adjust and change specifications to ensure we had what we needed. Overall, it was clear they wanted to work with us to find a good solution everyone was happy with. We also appreciate ongoing regular support meetings with Business Support Analyst Ciaran Arshad, as we continue to refine our system."

Enterprise Ireland has experienced improved efficiency since moving online and into the cloud. "Not having to print off reams of paper has greatly reduced the amount of administrative support required to manage our grants. Having one, central system has made work much less labor-intensive for everyone. The system provides a better audit trail, eliminating the need to go into multiple systems to find all the details we're looking for."



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powered by **aws**

Enterprise Ireland  
is hosted on  
Amazon Web Services

## Utilizing SmartSimple's Unite System

SmartSimple's Unite solution is a robust, end-to-end grants management system that gives you the ability to oversee the entire granting process from the initial call for proposals to tracking acceptance letters and awards. A cloud-based platform, SmartSimple Unite offers seamless collaboration between your organization and all associated stakeholders. From data collection and analysis, to fully trackable and reportable options for all your information, SmartSimple Unite is endlessly configurable, streamlining every step in your grants management process.

External users have also complimented Enterprise Ireland's online SmartSimple Unite system, "Feedback from our users has been highly favorable. For applicants, the application forms are organized so they are easy to work through and complete. For reviewers, applications are organized to logically present information – rather than needing to flip back and forth between sections looking for relevant details – making it easier to evaluate each submission."

"Since the system also keeps track of where applications are in the process and what actions are completed, I can go in at any time and see exactly what stage any given application is at. I can see who has done their review and how the application is rated so far. Previously, I would have had to go in and out of multiple files to find out what stage an application was at. Now, I get a complete picture in one central location."

"SmartSimple Unite offers many advantages over a manual system, and everyone has found it quite easy to use. The SmartSimple Dublin team is great. It's clear that pleasing the client is their main priority and they're always open-minded and willing to listen to what we need."



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## About SmartSimple

SmartSimple is a global leader in cloud-based automation software, offering unique process solutions used by over 300 clients in more than 192 countries. Some of the largest companies in the Fortune 100, as well as global foundations and government agencies, choose SmartSimple to enrich their impact story and create greater efficiencies in their granting processes.

## SmartSimple's Unite Solution

SmartSimple's Unite Solution is a robust, end-to-end grants management platform that makes it easy for foundations to track, manage and report across multiple grants programs, giving true insight into the impact of your funding efforts. In a single online solution, SmartSimple gives you complete control and visibility over the entire granting process. From the initial call for proposals to reporting on final outcomes, SmartSimple helps foundations stay on top of everything from correspondence with applicants, to monitoring budgets and reporting, eliminating hours of paper shuffling and administration. No two foundations are alike. That's why the technology behind SmartSimple's Unite Solution comes with the flexibility to fit your unique needs and deliver innovative solutions that transform how you manage your granting programs.

Our commitment to making processes work better and freeing our clients to do more good goes beyond the technologies we create – **it's at the very heart of our business.**

**Michael Reid**  
**Co-Founder, Chief Operating Officer**  
**SmartSimple**



## Discover more.

Contact us to request a demo that's tailored to your granting needs.



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smartsimple.com

SmartSimple interacts with over **215,000** unique users a month from over **300** organizations in more than **192** countries.

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