

# The Marine Institute of Ireland



## About The Marine Institute of Ireland

The Marine Institute is a state agency responsible for marine research, technology development and innovation in Ireland. They carry out environmental, fisheries, and aquaculture surveys and monitoring programs to meet Ireland's national and international legal requirements. The Institute provides scientific and technical advice to the Irish government to help inform policy and support the sustainable development of Ireland's marine resources.

## The Challenge

The Marine Institute was using an entirely paper-based process for the application, review and awarding process for their grants. "It was an incredibly cumbersome system," says Martina Maloney, who works in the Research Office of the Marine Institute. "We did a huge amount of printing, especially for our evaluators. In reality we only used our database for internal reporting, but we really needed a system that went further and did more."

In 2007, The Marine Institute decided to do a deep dive into finding a system that could meet all their needs. "We don't just record our own funding and funding initiatives," continues Martina, "Due to the nature of our work, we needed to be able to track all marine research and everything related to marine research in Ireland for tracking and reporting purposes. Plus, we wanted a system that would manage every submission we received from application to final reporting. Our goal was to use it for a range of purposes, while making it accessible to all internal and external stakeholders."



The RV Celtic Explorer is a multi-purpose research vessel run by The Institute.

## Selecting SmartSimple

With the help of an outside consultant, Martina's team did a thorough and detailed requirements review to figure out exactly what the Institute needed in a research grants management system. "This was an important and valuable exercise for us, giving us the opportunity to explore what exactly our processes were, what templates we were using and our requirements from both internal and external users," Martina continues. "We wanted to be sure we were completely ready and know exactly what we wanted a software system to accomplish."

"It was very clear immediately after SmartSimple's demonstration of their system capabilities that this was the only platform that could meet our needs," adds Martina. "We loved the fact we'd have the ability to do a lot of the configuration ourselves, and that SmartSimple met all our technical and functional requirements."

## Working with SmartSimple

Martina, her team and consultant worked together with the SmartSimple implementation team. "We got into a routine using the time between meetings to our advantage by getting our notes and questions together so we could make the most of our time together," says Martina.

Once the Marine Institute's system was up and running, they also found SmartSimple's Support Team was a valuable resource whenever they needed help. "The ticketing system for service support is fantastic," continues Martina, "and having Brian Fallon and Chris Kulczyk at the SmartSimple Dublin office available for ongoing planning for our system is a huge asset. We've also noticed a massive reduction in the amount of paper we produce since we so rarely need to print anything anymore."

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Everything is stored right in the system, reports that we would have had to create manually now just run through our SmartSimple system. Plus, all our reports can easily be exported to other programs or posted to our website. This has also saved us a lot of time responding to queries for information. Thanks to SmartSimple, people can simply access what they need right from our website using permissions and security access we control.”

“SmartSimple is not a static system. The regular upgrades ensure that the platform changes as we change while still offering us the opportunity to configure as we need to,” concludes Martina. “The flexibility of the system is definitely one of the highlights for me, with the advantage of having a massive amount of data available at the click of a button. I certainly would recommend SmartSimple to other organizations!”

## About SmartSimple

SmartSimple isn't just software. It's a cloud-based solution that streamlines the management of your grants, research and claims management processes. Endlessly configurable, and at a price that reflects only what you actually use, SmartSimple puts the control of your system in your hands.

To learn more, visit [www.smartsimple.com](http://www.smartsimple.com) and request a demo. Alternatively, you can reach us by email at [sales@smartsimple.com](mailto:sales@smartsimple.com) or call +353.(0)1.554.7428 (for Europe) or toll-free 866.239.0991 (for North America).



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