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# The ALS Association.

The ALS Association selects ProposalCentral to scale its grant making efforts.

case study series





## The ALS Association Selects ProposalCentral to Scale its Grant Making Efforts

The ALS Association is the largest private funder of ALS research worldwide. ALS, or amyotrophic lateral sclerosis (also known as Lou Gehrig’s Disease), is a progressive and terminal neurodegenerative disease. The mission of The ALS Association is to discover treatments and a cure for ALS, as well as to serve, advocate for, and empower those affected by ALS. In 2014, the ALS Ice Bucket Challenge created attention and awareness and raised millions of dollars worldwide.

“The service Altum offers, the interaction with its customer service team, and the vastness of learning from other organizations—we feel that these things are going to serve us really well.”

**DR. KULDIP DAVE**  
Vice President of Research



The ALS Association was able to increase their research funding three-fold, invest in the development of assistive technologies, and increase access to care and services.

### The Challenge

While donor participation had grown tremendously, The ALS Association’s existing grants management solution was no longer adequate to meet the growing and changing needs of the organization. The incumbent solution, which had been in place for more than a decade, was limiting the Association’s ability to launch different types of grant-making efforts, engage with applicants and reviewers,

and provide adequate reporting to its donors and boards. Awardees were also having difficulties with the software's speed and experiencing challenges around submitting applications and reports.

## The Solution

Dr. Kuldip Dave, Vice President of Research, joined The ALS Association in 2019. Upon arriving at the Association, Dr. Dave felt that the organization needed a new “cradle to grave” grants management platform. After researching and vetting many different solutions, The ALS Association made their final decision and selected Altum's ProposalCentral.

ProposalCentral was selected because of its ease of use and the level of service provided by the Altum team. With ProposalCentral, The ALS Association can now manage the entire grants process from application to award, easily collaborate with reviewers and applicants, and measure the impact of their programs.

## Looking Ahead

The ALS Association has been with ProposalCentral for eight months and recently launched their first RFA. The team has enjoyed the capabilities of the platform and they've received positive feedback from applicants. “When we joined ProposalCentral at the beginning of the 2020, we were expecting some challenges.” Dr. Dave said. “But it's been such an easy transition. And it's going well for two main reasons: ProposalCentral is user-friendly and your customer service has been fabulous.”



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It's been such an easy transition to ProposalCentral. And it's going well for two main reasons: The solution is user-friendly and the Altum customer service has been fabulous.”

**DR. KULDIP DAVE**

Vice President of Research