RBW Strategy Value Proposition and Metrics

The grant landscape is undergoing significant transformation. The most successful organizations will adapt by diversifying their funding sources and identifying resources and partnerships to strengthen efficiency and effectiveness. RBW Strategy (RBW) is a fundraising and a grants consulting champion for our clients. Our team's singular focus is identifying and responding to an organization's grants and related needs across the lifecycle — from pre-award planning and strategy, through research and writing, to post-award compliance and additional grant management support.

We prioritize working together to ensure adherence to all applicable local, state, and federal laws and regulations as they evolve. RBW also provides current and ongoing updates, thought leadership, and support to help maximize organizations' grant seeking and grant management success as both government agencies and private entities evaluate funding alignment. This includes areas that require streamlines, pivots, or a deepened focus.

In 2025, RBW delivered service solutions that are designed so the success "stays" after we leave. We also advanced our partnership with MyFedTrainer (MFT), which offers comprehensive training, tools, and templates to support a confident, competent, and in-compliance workforce. This has converted RBW + MFT into a one-stop shop, not just to help organizations seek grants and manage them but to complement their approach through educational training to ensure good stewardship.

In our experience, the most successful grant seekers and managers have these key foundations in place: infrastructure, planning, strategy, research, relationships, visibility, and more importantly, integrity, passion, and commitment. We lead with ethical standards and take a partnered approach in our work to fuel these organizations for next-level success. Our track record reflects this:

Since 2013, RBW has provided premium, values-centered consulting management services that meet industry standards and codes of ethics developed by the Grant Professionals Association (GPA) and Association of Fundraising Professionals.

RBW consultants and subject matter partners are skilled and hold higher education degrees and special certifications, including the Grant Professionals Certification, GPA Approved Trainer, Certified Grants Management Specialist, Project Management Professional, SCRUM Master, Certified Research Administrator (CRA),and Certified Public Account

Over the past 2 years, for every $1 that clients invested across our full spectrum of services, we won $145 + in grant awards. Among our team's many yields last year, we secured a nine-figure win on behalf of a client from a federal agency.

In the last 2 years, we provided grants compliance/management oversight to organizations with federal funding exceeding nine figures.

We served over 200+ organizations to date, representing every region of the country. A number of our clients were national organizations (including association foundations) or had a globally expanded footprint. Our virtual team of nearly 20 strategists,including operational, administrative, writers, and thought leaders is based throughout the continental US and beyond

Our team has collectively raised over $460 million in grant funding and has managed over $2.5 billion in federal grant awards.

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RBW STRATEGY

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