



Rapid Response: Facilitating Mobile Coroner Solutions During the Pandemic

A GovFunds Case Study

At a glance

During the peak of the COVID-19 pandemic, coroners' offices throughout the United States were confronted with a severe shortage of space for the deceased. A company specializing in medical-grade morgue solutions offered a mobile morgue unit to address this critical need, facing the challenge of the coroners' limited budgets. This innovative solution proved crucial in managing the unprecedented surge in demand, ensuring dignified and efficient care in a time of crisis.

Key metrics

The strategic approach culminated in over \$1,000,000 in sales of mobile morgue units within six months, primarily through the FEMA Public Assistance Grant program. This achievement not only demonstrates the effective use of grants but also the company's vital role in responding to a significant public health challenge.



\$1 MILLION

Additional sales exceeding \$1,000,000 within 6 months.



>80%

Reduction in the time taken to close sales.

CHALLENGES



The need for additional morgue capacity became acute, forcing coroners to negotiate for extra space with funeral homes and other counties. The company's mobile morgue units, designed for such crises, presented an ideal solution. However, the limited budgets within the coroners' offices made acquiring these necessary resources challenging. This situation not only highlighted the urgent need for effective solutions but also the critical importance of finding financially feasible options for these essential public services.

SOLUTIONS



GovFunds addressed the challenge by identifying federal funding sources, like the FEMA Public Assistance Grant, as available resources for the purchase or lease of mobile morgues. We developed a focused strategy around these grants, guiding both current and past prospects through the application process. We built a custom onboard process, tracked all communications, and provided regular updates to company leadership, ensuring an efficient and effective response to the urgent need for mobile morgue solutions.

BENEFITS



Essential Resource Provision

1

Supplied critical infrastructure during a public health emergency.

Budget-Conscious Solutions

2

Enabled coroners with limited budgets to access necessary equipment.

Streamlined Grant Acquisition

3

Facilitated efficient access to FEMA grants for rapid deployment.

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