INTRODUCTION TO HANOVER GRANTS

Prepared for UTIA

REPRESENTATIVE MEMBERS

Though Hanover often supports central research offices, memberships typically reside **within a school/college at an institution.**

SAMPLE AWARDS

RESEARCH GRANTS

Our team has helped investigators secure research funding across a broad range of government agencies and private grantmakers.

$730K
NSF Faculty Early Career Development Program (CAREER)

$15M
DARPA Friend or Foe

$400K
NASA Minority University Research and Education Program

$500K
NSF Research Traineeship (NRT)

$950K
DOD Congressionally Directed Medical Research Programs

$650K
NSF Partnerships for International Research and Education (PIRE)

$380K
NIH Research Enhancement Award (R15)

$120k
AHRQ Small Research Grant Program (R03)

$9M
NIH Clinical and Translational Science Award (U54)

$325K
NIH Exploratory/Developmental Research Grant Award (R21)

$20M
NSF Experimental Program to Stimulate Competitive Research (EPSCoR)

$230K
American Heart Association Scientist Development Grant

$250K
Patient-Centered Outcomes Research Institute (PCORI)

$430K
NIH Research Enhancement Award (R15)

$300K
NSF Major Research Instrumentation (MRI)

$2.8M
NIH Research Project Grant Program (R01)

$50K
Spencer Foundation Small Research Grant

$380K
DOE Early Career Research Program

$240K
CDC Mentored Research Scientist Career Development (K01) Award

$460K
NIH Resource-Related Research Projects (R24)

$380K
DOD MSI STEM Research & Development Consortium (MSRDC)

$120K
NIH Scholarly Works in Biomedicine and Health

$330K
NSF Dynamics of Coupled Natural and Human Systems (CNH)

$165K
NIH Support of Competitive Research (SCORE) Pilot Project Award

THE GRANTS SUPPORT TEAM

As a client, UT AgResearch has a dedicated account management team. The team's priority is to gain a deep understanding of your needs and connect you with the right people to support your projects.

Chris Gray

CONTENT DIRECTOR

- Primary project contact
- Evaluates needs and proposes support approach
- Secures and guides appropriate consultants or analysts to support projects
- Ensures timely and quality delivery of support

Kola Danisa

RELATIONSHIP DIRECTOR

- Primary commercial and service contact
- Confirms satisfaction with and effective utilization of Hanover services
- Engages new users to leverage our capabilities.

GRANTS SUPPORT TEAM

- **Grants Consultants** are deeply experienced grant writing professionals who work with members to complete a range of strategic planning, training, and grant development support projects.

WHAT WE HEAR

↗ Consultation, editing, and writing support from an external expert can make all the difference in boosting submission quality.

↗ Institutions seek to improve the quality and competitiveness of their proposals.

↗ Converging deadlines and limited internal resources often create bottlenecks for proposal support, leaving some proposals neglected.

15 PROPOSAL REVISION PROJECTS

For each project, faculty receive up to two waves of the following support:

PROPOSAL REVISION
Editing and revision of proposals for a polished final draft, with an eye toward funder compliance, grantsmanship, style/presentation, and overall competitiveness.

PROPOSAL REVIEW
Critique of proposal content focused on compliance and alignment with the funding mechanism and improving grantsmanship aspects of the proposal.

STRATEGIC CONSULTS
Consultation to ensure alignment with funding mechanism and to evaluate key concerns relating to project competitiveness.

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PROPOSAL REVIEW/REVISION

Review Support:

❑ Identification of all areas where the proposal does not comply with **funder requirements** and guidelines, with explicit advice on how to comply.

❑ Prescriptive comments on areas of **grantsmanship** that can be improved, with supporting rationale.

❑ Consultative advice on **research or program design**, supporting data or literature, or other elements.

❑ Advice on obtaining feedback from a **PO, peer, or grants office**.

Revision Support (+ Review):

❑ **Editing** for spelling, grammar, and punctuation.

❑ Revision of content for **style and presentation**.

❑ Revision of formatting to match **best practice** and **funder preference**.

❑ Revision of the **structure** to improve **logical presentation** of material.

❑ **Debrief** to review recommendations, proposed changes, and PI questions.

For Proposal Revision projects, Hanover provides a full edit and revision of the proposal with an eye toward compliance, quality, and grantsmanship.

FACULTY REQUEST AND APPROVAL PROCESS

UTIA has created the following internal process for faculty approval of Hanover support:

❑ Faculty can request Hanover proposal through an internal
  <u>Project Request Form</u>

❑ Project requests are evaluated by the Associate Deans for Research, the faculty member(s), and the appropriate Department Head(s).

❑ The internal approval process is completed within one-week of receiving the faculty's Project Request Form.

❑ Upon approval, faculty will be connected with Chris Gray to continue the process at Hanover.

PROPOSAL SUPPORT PROCESS

CONTENT DIRECTOR

Project manager and team facilitator

- Evaluates needs of the PI and identifies best-fit Grants Consultant to support the proposal
- Learns key questions and areas of concern from PI

- Delivers proposal review or revision documents to the PI or project team

- Coordinates and facilitates conference call with PI and the Grants Consultant

SCOPING

PROPOSAL REVIEW OR REVISION

DEBRIEF

GRANTS CONSULTANT

Expert on grant writing and funding mechanisms

- As needed, is available to consult with the PI in advance of the review

- Provides a proposal review or revision depending on scope requested, with an eye toward funder compliance, quality, and grantsmanship
- Provides margin comments and key recommendations for Proposal Reviews
- Provides documents with tracked changes for Proposal Revisions

- Debriefs with the PI to review key recommendations and/or changes made to the proposal
- Addresses outstanding questions and comments from the PI

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PROPOSAL SUPPORT TIMELINES

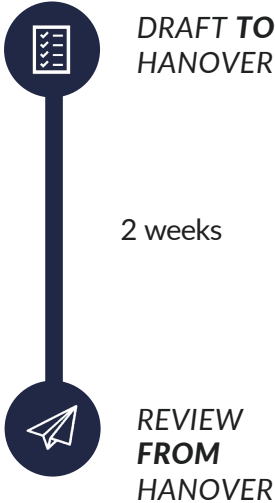**Lock in a <u>one-week</u> turnaround for proposal support when you confirm the date you will be sending us your draft.**

For revisions, lock in the date **3+ weeks** ahead of your delivery to us. For reviews, we need **2+ weeks** notice.

MON	TUE	WED	THU	FRI
1	2	3	4	5
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8	9	10	11	12
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15	16	17	18	19
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22	23	24	25	26
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EXPEDITED REVIEW or REVISION

DRAFT *TO* HANOVER

1 week

REVIEW OR REVISION **FROM** HANOVER

STANDARD REVIEW

DRAFT *TO* HANOVER

2 weeks

REVIEW **FROM** HANOVER

STANDARD REVISION

DRAFT **TO** HANOVER

3 weeks
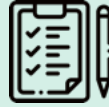
REVISION **FROM** HANOVER

APPENDIX

Details on our solutions, the queue model, and your digital membership

SAMPLE REVIEW COMMENTS

While Aim 1 says "develop and implement" it looks like the aims under aim 2 are really the implementation work. I think Aim 1 should focus on training staff and potentially testing instruments if you are unable to do that prior to this grant. I would remove the "develop and implement" terminology from aim 1 and change it to focus on a pilot and staff training.

The points you have expressed do not seem innovative. It is not clear why the collaboration is innovative since prior interventions have combined HIT and motivational interviewing. You will need to thoroughly review the literature (including the articles we have suggested) and identify exactly what sets your study apart from those that have been done. If you can only identify incremental innovation, it may not be a strong project for this type of funder. As for structure of this section, you want to have three parts. In the first paragraph you should cite previous similar interventions and explain how and why they are the "status quo". The second paragraph is your statement of innovation. This is where you will tell the reviewers exactly what makes your study a substantive departure from the status quo. For instance: "The proposed study is innovative because…" List the multiple innovations to conclude this statement. The third and last paragraph should describe the new horizons/future directions which will be possible because of your innovation. Keep this section to half a page or less.

You say you will develop and plan the intervention, but the list of activities only includes questionnaires and training of staff. It is also unclear as to how these activities will lead to information regarding feasibility and optimization? Are you conducting a pilot of the intervention to do this? Most often these grants are to test an existing intervention/material and you would want any pilot testing to likely be done prior to applying for funding through this mechanism.

[From a draft NIH R18 Proposal]

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WHAT PIs TELL US

"This was a great experience. **I learned so much.** I will definitely recommend Hanover to my colleagues and personally use it in the future."

"My thanks for your keen eye and great comments. I feel that **my application materials are stronger** and better organized for your help."

"OUTSTANDING FEEDBACK THAT **LED TO A SUCCESSFUL AIMS PAGE**."

"THE PROPOSAL WAS **SIGNIFICANTLY IMPROVED** AFTER HANOVER PROVIDED MEANINGFUL CRITIQUES THROUGHOUT."

"The review done by Hanover covered several major and minor issues in my grant with suggestions to how to address them. This strategy **WAS VERY USEFUL TO ELEVATE THE QUALITY OF MY GRANT PROPOSAL**."

"Having now experienced Hanover services, I view my application and other grants through a new light. I have been successful in securing millions of dollars in grants, but **have never received this level of thoughtful feedback and support**."

"THE REVIEWER CLEARLY WORKED HARD ON OUR PROPOSAL AND GAVE US A LOT TO THINK ABOUT AND FOCUS ON FOR **IMPROVING THE APPLICATION**."

Chris Gray

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