



# WPI

## Resources for Grant Development

Where the Funding Is and How to Get It

Grantwriting for Impact Workshop Series  
February 20, 2018

George C. Gordon  
Library

Office of  
Foundation &  
Corporate  
Philanthropy

Office of  
Sponsored  
Programs

Research Solutions  
Institute

# Resources and Timeline



<b>Library</b>	Sets you up with Pivot and provides training in using it.	Background research assistance		
<b>FCP</b>	Provides foundation funding opportunities information; connects you with funders.	Knows funders and how to pitch your proposal to them	Reviews proposal against foundation guidelines; non-technical editing; assists with refining lay summary.	Assists with submission directly or in collaboration with OSP, depending on foundation requirements.
<b>RSI</b>	Provides funding opportunities; helps to connect you with funders	Knows funders and how to pitch your proposal to them	Proposal writing assistance, proposal reviewing	Final proofreading, final review
<b>OSP</b>	Knows about funders and opportunity types; provides training on funding opportunities; keeps current.		Knows funder's rules/regulations; reviews proposal guidelines; assists with budget devel; reviews proposal for compliance etc.	Knows funder's electronic systems and is set up to submit; submits/resubmits your proposal.

# Research Solutions Institute

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## **Developing Team Science Opportunities**

(early-stage scoping, project coordination proposal assistance, etc.)

## **Large/Complex Proposals**

(facilitating institutional support, assisting with all aspects of proposal development, etc.)

## **Single-PI Proposals**

(finding opportunities, proposal development strategy, reviewing drafts, etc.)

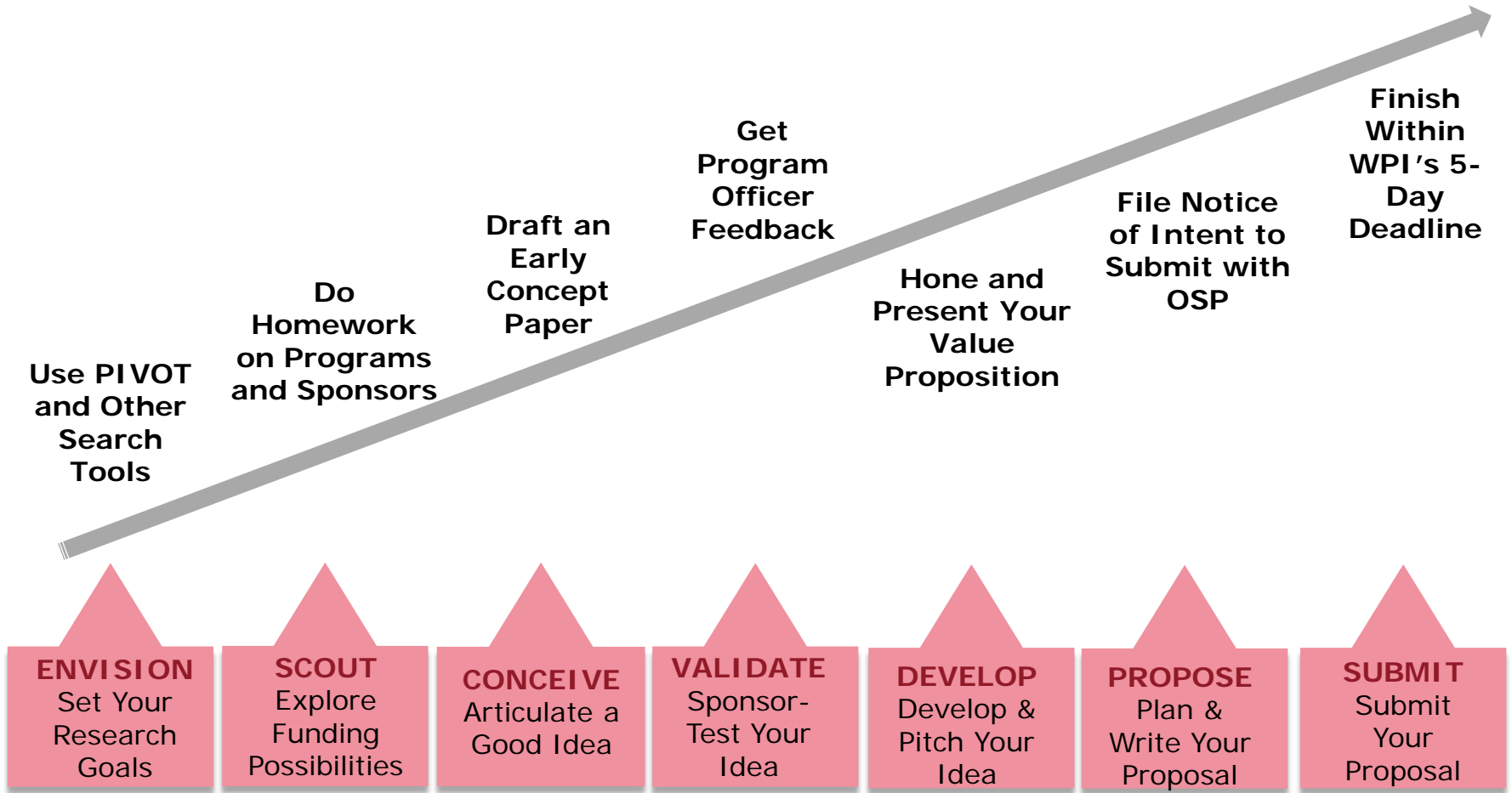
## **New/Evolving Research Clusters and Centers**

(SWOT analyses, concept papers, organizing meetings & workshops, etc.)

## **Manufacturing USA**

(MII project calls, research opportunities related to manufacturing, etc.)

# Proposal Development Steps



# Unadvertised Funding Specials! – Manufacturing USA

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## Manufacturing USA Institutes

Partnerships between industry, academia, and government that leverage existing resources and collaborate, co-invest to nurture manufacturing innovation and to accelerate commercialization.

- Research facilities, Testing and prototyping facilities, “teaching factories”
- Funding mechanism: federal support (>\$70M) and matching from states, corporations and universities
- Build an ecosystem to drive economic growth, workforce development: *Applied Research*
- Longer-term goal of 21<sup>st</sup> Century Manufacturing Hub at WPI:
  - 2018 - Developing an Integrated Photonics Facility

# How Does MII Funding Work?

- Funding varies by each institute, typically ~ \$10-15M /year
- Cost-share model between proposal team & Institute
  - Project Calls are the main MII funding mechanism (~\$200K up to \$1M+)
- Massachusetts State Funding cost-share available for some of the Institutes.

## Examples:

MII Institute	WPI Lead	Other Partners	Area
AIM Photonics	Doug Petkie	QCC, MIT	AIM Photonics LEAP Facility (\$4M) (State – M2I2)
ARMI - BioFabUSA	Marsha Rolle	Akron Biotech	Technical
NIIMBL	Kamal Rashid	<b>Industry:</b> CAI, FRS, Genentech, Merck <b>Academic:</b> NCSU, UMD, IAAE	Workforce Development

## Examples of How can RSI help (if needed):

- Engaging with potential industry proposal partners, and the MII
- Facilitating activities to get early feedback on your proposal
- Assistance in application for state related funding, if applicable
- Proposal review and feedback, sanity check against RFP requirements, for example
- Utilizing WPI's marketing graphic design experts for help creating visuals/charts, etc.

# WPI: Manufacturing Innovation Institutes

WPI is currently a member of eight Institutes:

- Lightweight and modern metals manufacturing (LIFT)
- Photonics manufacturing (AIM Photonics)
- Clean energy/smart manufacturing (CESMII)
- Modular process intensification (RAPID)
- Biopharma manufacturing (NIIMBL)
- Regenerative manufacturing (ARMI) - BioFabUSA
- Sustainable manufacturing (REMADE)
- Robotics manufacturing (ARM)

## Next Step:

If you have interest in any of these areas - please contact me.



# Office of Foundation & Corporate Philanthropy

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## Our Role

- Partner with faculty to connect with private & corporate foundations

## When to Contact Us

- As soon as you identify a foundation as a potential donor
- If you receive a gift of equipment to support your research

## How We Help

- Research potential funders; publicize likely funders
- Communicate with foundation officers
- Provide supporting documentation (Board Lists, Audit Statements, etc.)
- Proposal review for compliance and for non-technical editorial assistance
- Coordinate with OSP and other WPI offices
- Track WPI history with foundations



# OSP Pre-Award Support

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- Pre-Award contact for each department
- What we do:
  - Review solicitation for Eligibility and Proposal Requirements
  - Help ensure compliance with Sponsor Guidelines
  - Help you develop your budget
  - Help with administrative documents (e.g. C&P, COA, Subs)
  - Help navigate the internal processes and approvals e.g. cost share, PRFs
  - Electronic Submission Systems (Fastlane, grants.gov/Cayuse, other systems)
  - Ensure proposal passes validations and submitted on time

# Proposal Timeline

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- The earlier we know the more we can help
  - Submit your NOI early
  - Get your budget and admin docs out of the way so you can focus on the project description



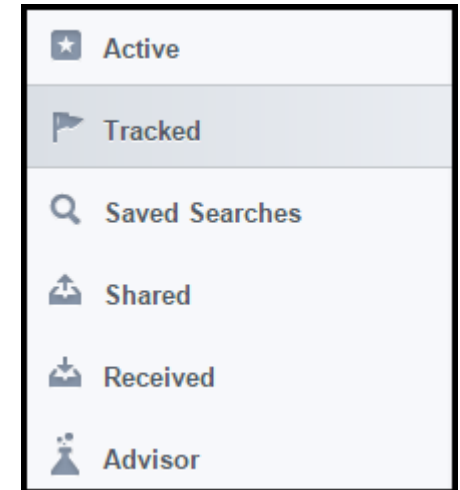
- Resources on Website
  - Notice of Intent Form
  - Sample Budgets
  - Checklists
  - Templates
  - Blog

# Pivot

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[http://pivot.cos.com/funding\\_main](http://pivot.cos.com/funding_main)

- Sign up for a free pivot account with your WPI login
- Put funding opportunities in 'tracked' and 'active'
- Pivot will use 'advisor' to track funding opportunities relevant to the profile you build



# Your Research Team—We Are Here to Help!

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We partner with you and collaborate with each other  
to help you be successful!