

WPI

Resources for Grant Development

Where the Funding Is
and How to Get It

Grantwriting for Impact (G4I) Workshop Series
October 29, 2020

**George C. Gordon
Library**

**Research Solutions
Institute**

**Foundation &
Corporate Philanthropy**

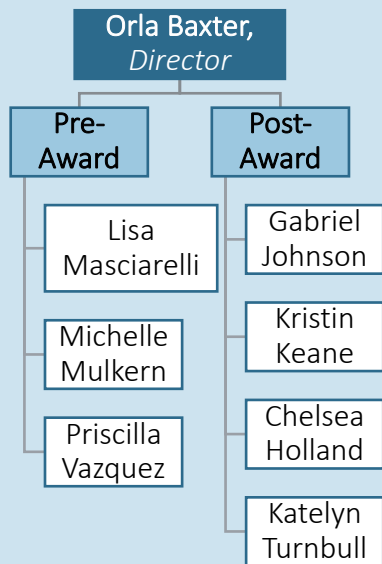
**Office of Sponsored
Programs**

Research Infrastructure

Vice Provost for Research



Office of Sponsored Programs (OSP)



Pre-Award

- Assist with developing and finalizing proposal budget
- Submit federal proposals as AORs

Post-Award

- Negotiate and accept awards
- Issue subawards
- Manage awards



Research Solutions Institute (RSI)

Ellen Piccioli,
*Director of
Manufacturing
Innovation*

Mo Modarres
*Research
Opportunity
Development
Lead*

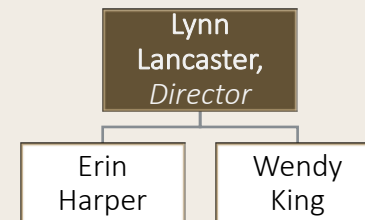
Sujatha
Koduvayur
*Research
Development
Manager*

- Connect PIs to industry and federal agency solicitations
- Provide strategic brainstorming and opportunity targeting
- Assist PIs with White paper and proposal development, and review
- Provide relevant training (in collaboration with OSP and FCP) as well as Value Creation pitch coaching

University Advancement



Foundation & Corporate Philanthropy (FCP)



- Connect PIs to private and corporate foundation solicitations
- Provide technical support to help present research to donors
- Assist PIs with Proposal Writing for Foundations
- Assist with proposal review

Advancing Research at WPI through an integrated support structure for proposal development

How We Help, and When It's Helpful

	Find funding, connect with funders	Develop and pitch your idea	Plan and write your proposal	Submit your proposal
Library	Develop online presence; alerts to funding opportunities and search tools; citation management	Background research support and alerts using Scopus, Web of Science, PubMed, etc.		
RSI	Locates opportunities; advises on strategy for funding sources	Helps you refine & tailor your research "pitch"	Helps you plan, write & reviews your proposal	Final proofreading, final review
F&CP	Provides information on foundation funding opportunities and connections with funders	Knows funders and how to pitch your proposal to them	Reviews proposals; non-technical edits; helps refine your lay summary	Helps you submit your foundation proposal directly or through OSP (depending on funder requirements)
OSP	Broad knowledge of funders & opportunity types; keeps current on new/changing rules.		Knowledge of rules, regs & guidelines; helps you create your budget; reviews proposals for compliance, etc.	Knowledge of funder electronic systems; submits your proposal as the authorized WPI submitting office

George C. Gordon Library

Lori Ostapowicz-Critz



Developing Your Online Presence

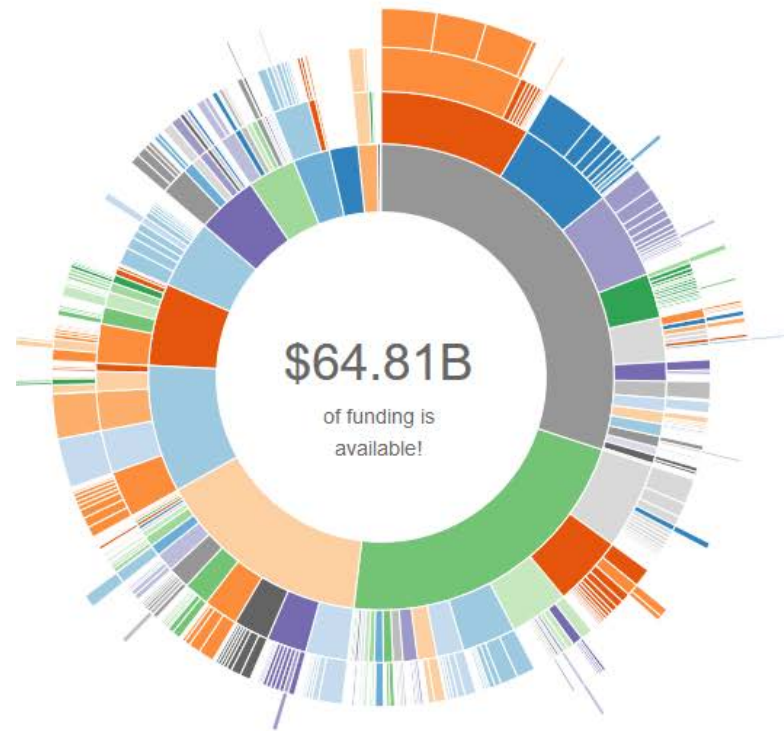
	Name Differentiation	Visibility	Funding	Network/ Collaboration	Impact Metrics
Google Scholar	X	X			X
ORCID	X	X			
Twitter				X	X <i>Altmetrics</i>
Pivot			X		
Scopus Profile	X	X			
Mendeley		X	X	X	X <i>Altmetrics</i>
Publons Researcher Profile/ Researcher ID	X	X			X

Funding Alerts & Intelligence

PIVOT:

Sign up for a free [Pivot](#) account with your WPI email, claim profile

- Put funding opportunities in **tracked opps** and **curated lists**
- Pivot will use **Advisor** to track funding opportunities relevant to the profile you build-weekly emails available



Funding Alerts & Intelligence

- Foundations Directory
- Proposal Central
- Mendeley
- Grants.gov

Links & more resources
at:

libguides.wpi.edu/funding

The screenshot shows the Foundations Directory website interface. At the top, there is a navigation bar with links: Feed, Library, Suggest, Groups, Datasets, Careers, Funding (highlighted), and a search icon. Below the navigation bar, there are tabs: Discover, Find opportunities (selected), and Browse funders. A large search bar contains the text "Search for funding opportunities". To the left of the search results, there is a "Refine results" sidebar. It includes a "Research area" section with a search filter and a list of categories: Computer Science (9 selected, 538), Agricultural and Biological Sciences (205), Arts and Humanities (2,346), Biochemistry, Genetics and Molecular ... (338), Business, Management and Accounting (1,572), and a "Show more" option. Below this is a "Funding type" section with a dropdown arrow, followed by "Country of citizenship" and "Amount", each also with a dropdown arrow. The main content area displays "538 funding opportunities". It includes a filter for "Computer Science" (selected) and a "Clear search" button. The first result is "IBRO-LARC Programs 2019: IBRO-LARC Short Stays", which includes filters for "Graduate Students" and "Mid-Career and Experienced Researchers". The result details include "International Brain Research Organization", a deadline of "October 9th 2018", an amount of "Up to 2,500 EUR", and a funding type of "Programs and projects". A "★ Favorited" button is visible. The second result is "Safe Documents (SafeDocs)", with filters for "Non-profit Organizations", "Local or State Governments", "Small and Medium Business", "Academic Institutions", and "Minorities". It details the "Defense Advanced Research Projects Agency" with a deadline of "October 18th 2018", an amount of "Not specified", and a funding type of "Programs and projects". A "★ Favorite" button is also present.

Research Solutions Institute

Ellen Piccioli



Research Solutions Institute (RSI)

RSI helps faculty researchers identify research funding, prepare well for strategic research opportunities, and develop winning proposals

Strategic brainstorming and opportunity targeting

- Early-stage scoping, project coordination, proposal assistance

Proposal Development

(Single-PI Proposals, Complex Proposals, and White papers)

- Facilitating institutional support, Facilitate collaboration with outside entities, Assisting with all aspects of proposal development
- Value Creation Pitch coaching

New/Evolving Research Clusters and Centers

- SWOT (strengths, weaknesses, opportunities, and threats) analyses, concept papers, organizing meetings & workshops

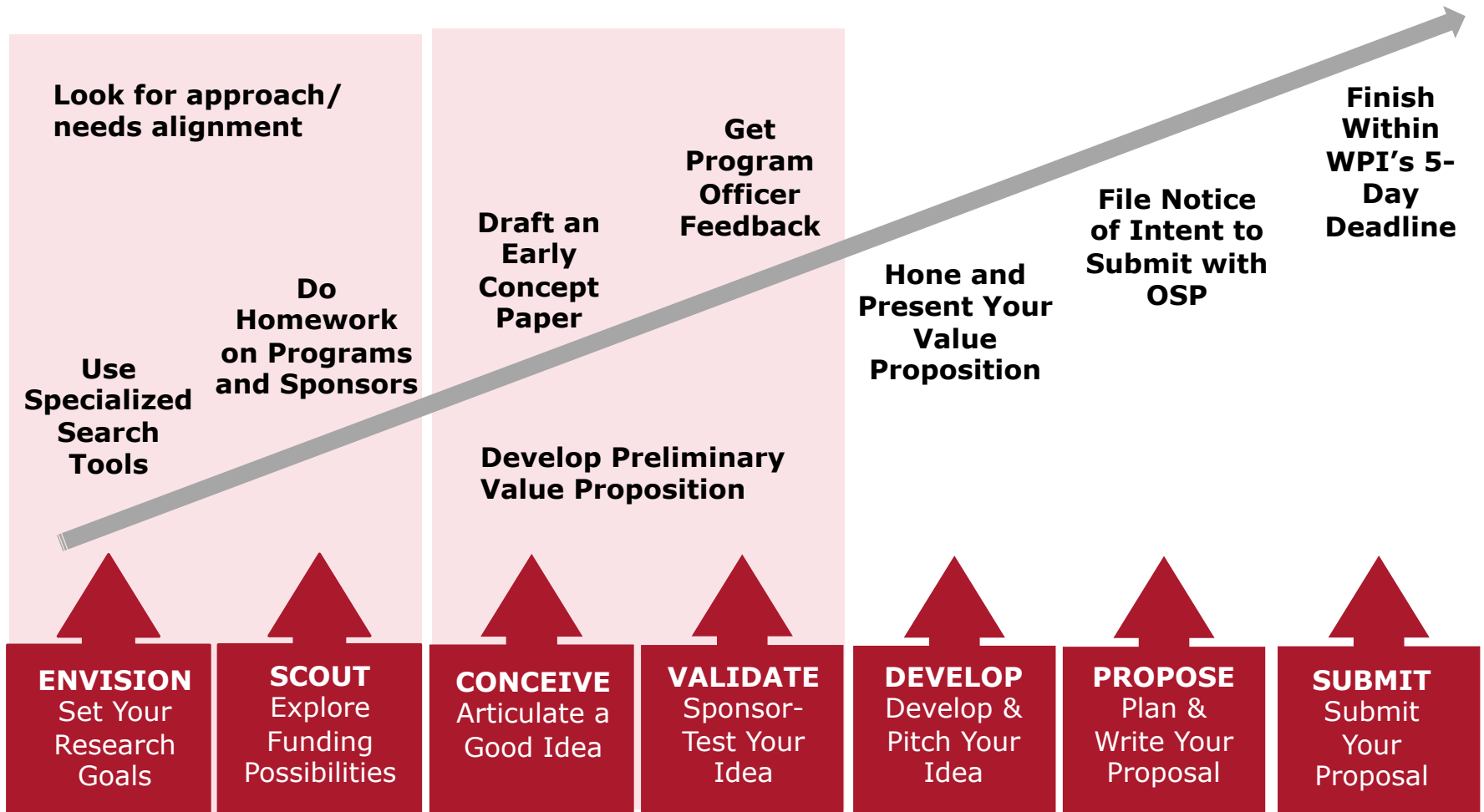
Manufacturing USA

- MII project calls, research opportunities related to manufacturing

Location: 50 Prescott Street, 1st Floor
Web: www.wpi.edu/+rsi

Worcester Polytechnic Institute

Proposal Development Steps



Foundation & Corporate Philanthropy

Erin Harper



Office of Foundation & Corporate Philanthropy (FCP)

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

FCP: Searchable Online Database of Funding Opportunities

wpi.edu/ +privatefunding

A database of philanthropic opportunities that the FCP office is tracking.
This database is updated regularly.

Welcome to WPI Foundation and Corporate Philanthropy's (FCP) open funding announcement(s). The following list provides tailored information on current open or anticipated funding opportunities. Please follow these steps to search and filter this list:

1. Select the "All Opportunities" button and search the entire database of opportunities, sorted alphabetically or by deadline. Or, select the "Range of Dates" button and input a start and end date to search for opportunities with deadlines over a specific period of time. **Some search options may take up to 1 minute to load.**
2. View data in current window or save as a PDF by using Ctl P (Windows) or Cmd P (Mac) and save your results as PDF.

Coming Soon – the ability to search for opportunities by interest.

All Opportunities

Range of Dates

Select type of Data:

- ☐ All Opportunities (Sorted Alphabetically)
- ☐ All Opportunities (Sorted by Date, Rolling Deadlines Excluded)
- ☐ All Opportunities (Rolling Deadlines Only)

Submit

Reset Page

FCP: Gifts-In-Kind

Faculty member identifies gift-in-kind opportunity

Faculty member contacts FCP (Wendy King, wking@wpi.edu)

FCP works with faculty member and donor on back-end processes and paperwork, including Dept. Head and/or Dean approval

**Additional approvals/signatures may be required depending on value of gift

Once approved, faculty member arranges for gift to be transferred and inventories gift on receipt

Office of Sponsored Programs

Michelle Mulkern



OSP Pre-Award Support

- Proposal development is an iterative, collaborative process
- What we do:
 - **We submit your proposal!**
 - Ensure compliance and eligibility with the solicitation
 - Help navigate the internal processes and approvals, e.g. cost share
 - Develop your budget and help with other mandatory items
 - Provide resources (templates, checklists) and keep you on track for a successful submission

Pre-Award Support: Resources

- OSP will provide you with the most up-to-date templates
- Our website can serve as a jumping off point, and is connected to the 'Funding Toolkit'

***→ RESEARCH → RESOURCES FOR WPI RESEARCHERS → SPONSORED PROGRAMS

RESOURCES FOR WPI RESEARCHERS

Sponsored Programs

Coronavirus (COVID-19) Guidance for Research

Your Partner in securing and managing external funding

The Office of Sponsored Programs (OSP) partners with WPI's faculty and staff throughout the life cycle of a sponsored research project. We assist in proposal development and review and submit funding applications; we negotiate and accept awards and issue subawards; we provide guidance throughout the award and interpret applicable regulatory requirements to ensure that research conducted is in compliance.

We will help you to [Find Funding](#), [Prepare Proposals](#), [Manage Awards](#), and stay compliant with federal regulations and sponsor requirements as well as WPI's [Policies and Procedures](#).

Check out WPI's new [Funding Toolkit](#) for resources to help you find and successfully apply for funding to support your research activities.

Contact: 508-831-5359 or resadm@wpi.edu

← Resources for WPI Researchers

Sponsored Programs

Resources ▾

Notice of Intent to Submit a Proposal [↗](#)

Contact by Department

Meet the Team

Request for PSA [↗](#)

FAQs

NOTICE OF INTENT TO SUBMIT

REQUEST PROFESSIONAL SERVICES AGREEMENT (PSA)

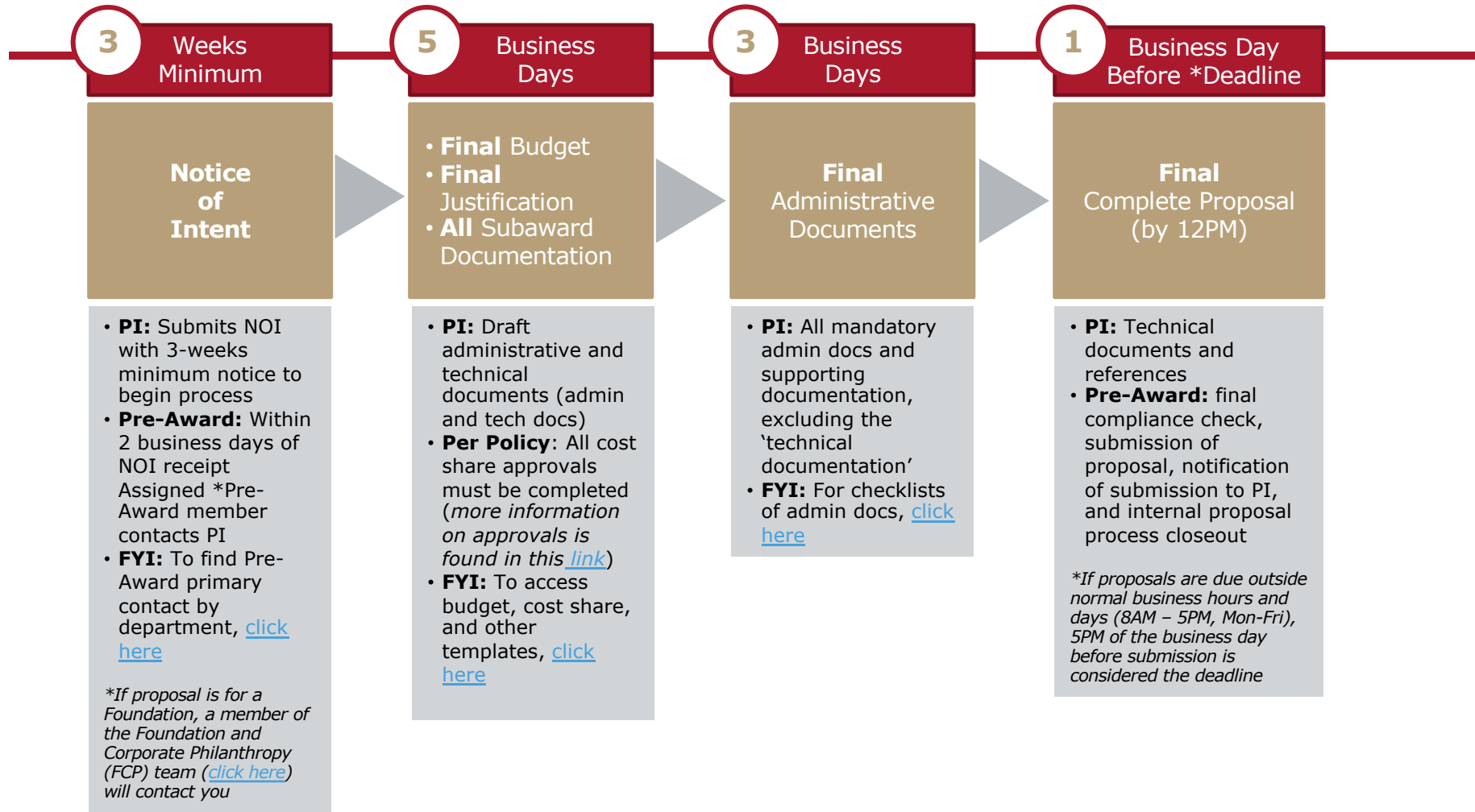
INSTITUTIONAL INFORMATION & RATES

PREPARE PROPOSALS

POLICIES AND PROCEDURES

REPORTS

Proposal Development Timeline



This process is made to help you. By closely collaborating with your assigned Pre-Award member and adhering to the deadlines, your research application will receive multiple reviews ensuring a successful final submission.

Research Proposal Development Roles & Responsibilities

- Accountable
- ◆ Collaboration

		PI	RSI*	Pre-Award
Deadline	Task			
	Opportunity Identification	●	◆	
Weeks prior to proposal submission	Submit NOI	●		
3	Receive NOI and begin internal proposal process		◆	●
	Technical documentation writing and preparation	◆	◆	
	Administration documentation preparation	◆		◆
	Review proposal	◆	◆	◆
5 Business days prior to proposal submission	<ul style="list-style-type: none"> Budget and budget justification preparation and finalization (obtain IDC and cost share approvals) All subaward documentation finalized 	◆		◆
1 Business day before proposal submission	Finalization of all documents and upload to appropriate electronic system	◆		◆
1 Business day before proposal submission	Provide institutional signatures and submission of proposal			●

*RSI timeline is proposal dependent:

- RSI can assist with funding opportunity identification, proposal development, and project management of proposal development
- If requested in the NOI, an RSI member will contact the PI by the Thursday following NOI submission
- We recommend you contact RSI (rsi@wpi.edu) as soon as you have an identified funding opportunity to ensure full use of RSI services

Advancing Research at WPI through an integrated support structure for proposal development

Foundation Proposal Development Roles & Responsibilities

		PI	FCP	Pre-Award
Deadline	Task			
	Opportunity Identification	◆	◆	
3 Weeks prior to proposal submission	Submit NOI	●		
	Receive NOI and begin internal proposal process		◆	●
	Assist with proposal requirements and submission process		●	
	Review proposal	◆	◆	
5 Business days prior to proposal submission	Finalize budget (obtain IDC and cost share approvals)	◆		◆
1 Business day before proposal submission	Provide institutional signatures if required			●
SUBMISSION DAY	Submit proposal	◆	◆	

- Accountable
- ◆ Collaboration

Early Career Opportunities

RSI & FCP



Summary of Federal Programs

- National Science Foundation
 - CAREER, plus a few isolated program-specific opportunities
- National Institutes of Health
 - Early-Stage Investigator opportunities
- Department of Defense
 - Separate programs at Army, Navy, Air Force, DARPA
- Department of Energy
 - Early Career Research Program
- National Aeronautics and Space Administration
 - Separate programs at major NASA Directorates
- Cross-Federal Recognition
 - PECASE

Foundation Opportunities

- Gift-size will vary; clout will vary
- Utilize the FCP office for institutional knowledge re: funders (i.e. we know which funders WPI tends to have success with; which funders are long-shots, etc.)

Some Common Early-Career Funders:

Alfred P. Sloan Foundation

American Chemical Society

Arnold & Mabel Beckman Foundation

Burroughs Wellcome Fund

The Medical Foundation – Smith Family Awards

PhRMA Foundation

Russell Sage Foundation

Thank you! And coming attractions



November:

NSF Workshop: *noon 11/11*

Other Fall Workshops

Early Career Funding Opportunities: *TBD*

NIH workshop: *TBD*

IES Workshop: *TBD*

