INTRODUCTION TO HANOVER'S FACULTY SUPPORT SERVICES

Prepared for:

The Purdue Polytechnic Institute

We're excited to start supporting you.

Your institution has contracted with Hanover to support your grantseeking efforts. This presentation will review the following:

- Who we are

- How we support people like you

- How to engage with our services

HANOVER RESEARCH

WHO WE ARE

Hanover provides research development, grant writing, and strategic advising support to faculty at a wide range of colleges and universities. Our professionals deliver customized proposal review, revision, and production support, while also helping to align strategic priorities to funding trends and opportunities at all levels. Hanover's services are designed to help faculty secure funding, with support across the lifecycle of the grantseeking process:

Develop grant writing skills and understanding of the funding landscape

Find grant opportunities aligned to your projects and areas of interest

Strategize around the best approach for success with targeted funders

Develop compliant and well-crafted proposals for submission

Refine and rework proposals to improve competitiveness

REPRESENTATIVE MEMBERS

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

Sample Awards

$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

OUR ENGAGEMENT

As part of your contract with Hanover, we will be providing access to proposal revision and grantsmanship training services to faculty from the Purdue Polytechnic Institute.
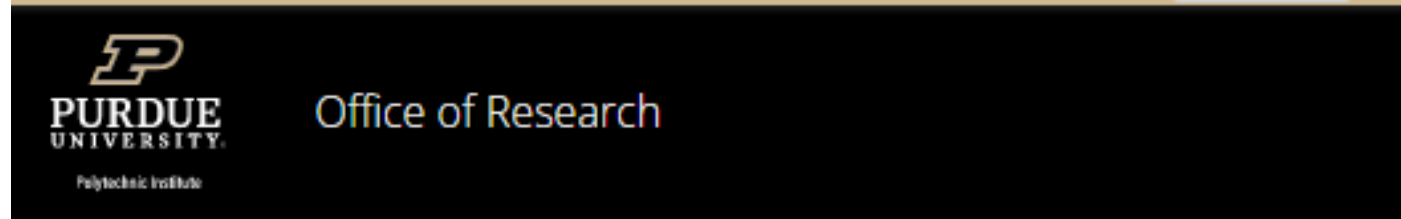
WHO MANAGES OUR HANOVER MEMBERSHIP?

Kathy Newton
Associate Dean of Research

Cheryl Drake Smith
Senior Research Operations Administrator

REQUEST SERVICES HERE!

PURDUE UNIVERSITY
Polytechnic Institute

Office of Research

IMPACT AREAS   RESEARCH DEVELOPMENT   RESEARCH MANAGEMENT   DIGITAL MEASURES   RESEARCH NEWS   CONTACT

Home / Office of Research / Hanover Research Partnership

Hanover Research Partnership

Hanover Research is a grant development and market research firm headquartered in Washington, D.C. Hanover's grant professionals have collectively more than 150 years of grantsmanship experience that cuts across a wide range of foundations and federal agencies. The Purdue Polytechnic Institute has a Research Partnership with Hanover to provide a combination of services to support faculty development of research proposals.

Hanover's services are available to faculty members who hold a primary appointment at the Purdue Polytechnic Institute. Preference will be given to tenure-track Assistant Professors who are working on proposals.

Hanover's services focus on external grant submissions and are available on a first-come, first-served basis.

Form Review Process: PPI Research Office will make every effort to contact the faculty member within five (5) business days to confirm receipt of Hanover Request Form and service needs.

To inquire status, please send an email to polytechnicresearch@purdue.edu.

Submit a Hanover Request Form

Service Offerings

Overview   +

Consultation Session   +

Proposal Review   +

Proposal Revision   +

FAQ

How are projects selected for the Hanover queue?   +

YOUR HANOVER TEAM

As a client, the Polytechnic 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.

AUDREY NGEOW
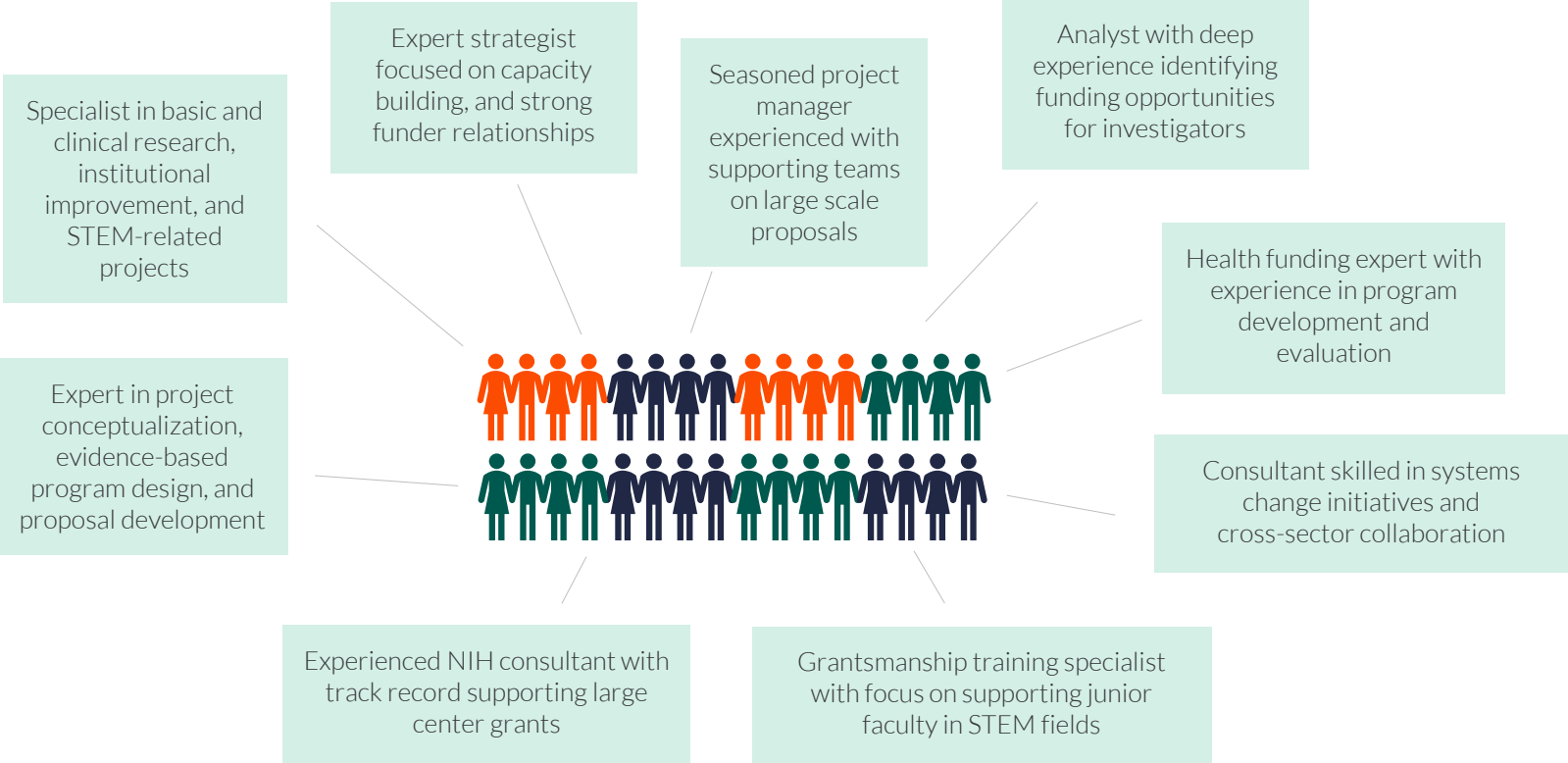*CONTENT DIRECTOR*

- Primary project contact

- 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

7

THE GRANTS SUPPORT TEAM

Specialist in basic and clinical research, institutional improvement, and STEM-related projects

Expert strategist focused on capacity building, and strong funder relationships

Seasoned project manager experienced with supporting teams on large scale proposals

Analyst with deep experience identifying funding opportunities for investigators

Health funding expert with experience in program development and evaluation

Expert in project conceptualization, evidence-based program design, and proposal development

Consultant skilled in systems change initiatives and cross-sector collaboration

Experienced NIH consultant with track record supporting large center grants

Grantsmanship training specialist with focus on supporting junior faculty in STEM fields

Gain access to our full-time, in-house team of Grants Consultants and Grants Research Analysts, with 200+ years of collective experience in grant-seeking and research development.

GRANTS SOLUTIONS

GRANTS CAPACITY DEVELOPMENT

Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.

FUNDING RESEARCH

Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.

PRE-PROPOSAL ACTIVITIES

Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.

PROPOSAL SUPPORT

Supporting member-led grant proposal projects by providing review and revision services designed to ensure the strongest possible proposals are submitted.

PROPOSAL DEVELOPMENT

Leading programmatic grant proposals, in close coordination with member teams, crafting narrative drafts over a defined timeline towards a polished submission.

PROPOSAL REVISION

❑ Revision to address all areas where the proposal does not **comply with funder requirements**.

❑ **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.

❑ Identification of material that should be supported with a citation.

❑ Confirmation that **tables and figures** are numbered correctly and appropriately placed.

❑ Identification of any **missing / needed content**.

❑ **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.

10

PROPOSAL REVIEW

❑ 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.

❑ Review of **spelling, grammar, and punctuation**, highlighting recurring concerns across the draft.

❑ 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.**

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

For Proposal Review projects, Hanover provides margin comments and guidance with an eye toward compliance, quality, and grantsmanship.

PROPOSAL SUPPORT PROCESS

GRANTS CONSULTANT
Expert on grant writing and funding mechanisms

CONTENT DIRECTOR
Project manager and team facilitator

SCOPING

Grants Consultant:
- As needed, is available to consult with the PI in advance of the review.

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

PROPOSAL REVIEW/ REVISION

Grants Consultant:
- 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.

Content Director:
- Delivers proposal review or revision documents to the PI or project team.

DEBRIEF

Grants Consultant:
- Debriefs with the PI to review key recommendations and/or changes made to the proposal.
- Addresses outstanding questions and comments from the PI.
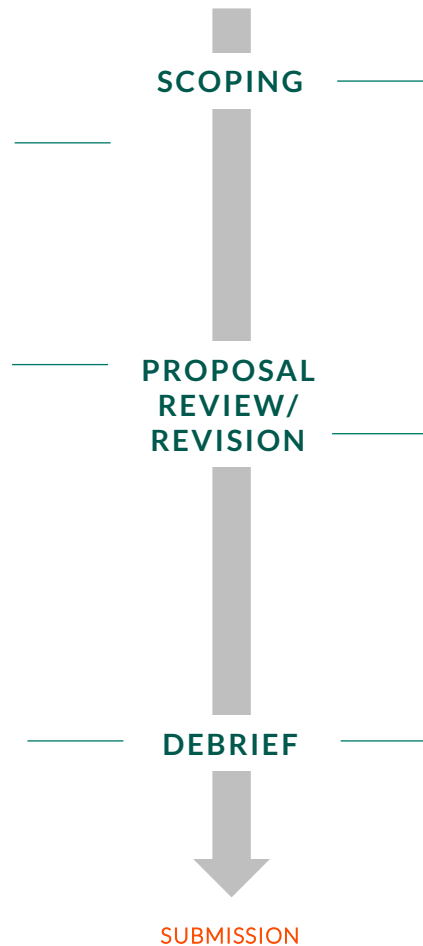
Content Director:
- Coordinates and facilitates conference call with PI and the Grants Consultant.

SUBMISSION

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
8	9	10	11	12
15	16	17	18	19
22	23	24	25	26

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

GRANTSMANSHIP TRAINING
STANDARD SESSIONS

Hanover's Grantsmanship Training sequence series aims to deepen participants' knowledge of the funding landscape and hone their grant writing skills. Standardized sessions cover the entire grantseeking lifecycle, from initial development to grant stewardship.

Introduction to Grantseeking
MODULE 1

Laying the Groundwork
MODULE 2

Prospecting
MODULE 3

Concept Development
MODULE 4A - PROGRAMMATIC
MODULE 4B - RESEARCH

Logic Models
MODULE 5

Program Officer Engagement
MODULE 6

Essentials of Competitive Proposals
MODULE 7

Resubmission Strategies
MODULE 8

Stewardship
MODULE 9

GRANTSMANSHIP TRAINING
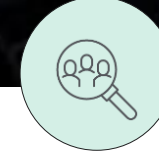## CUSTOMIZED SESSIONS

FUNDERS AND PROGRAMS

— *Developing Competitive NSF Proposals*

— *Developing Competitive NIH Proposals*

— *Developing Competitive ED Proposals*

— *Developing a DOD White Paper*

— *Keys to a Competitive NSF CAREER*

— *Keys to a Competitive AREA R15*

ADVANCED GRANT WRITING

— *Research Design and Methodology*

— *Developing Proposal Aims and Objectives*

— *Developing a Budget and Budget Narrative*

— *Success in Interdisciplinary Grant-seeking*

— *Cultivating Relationships with Foundations*

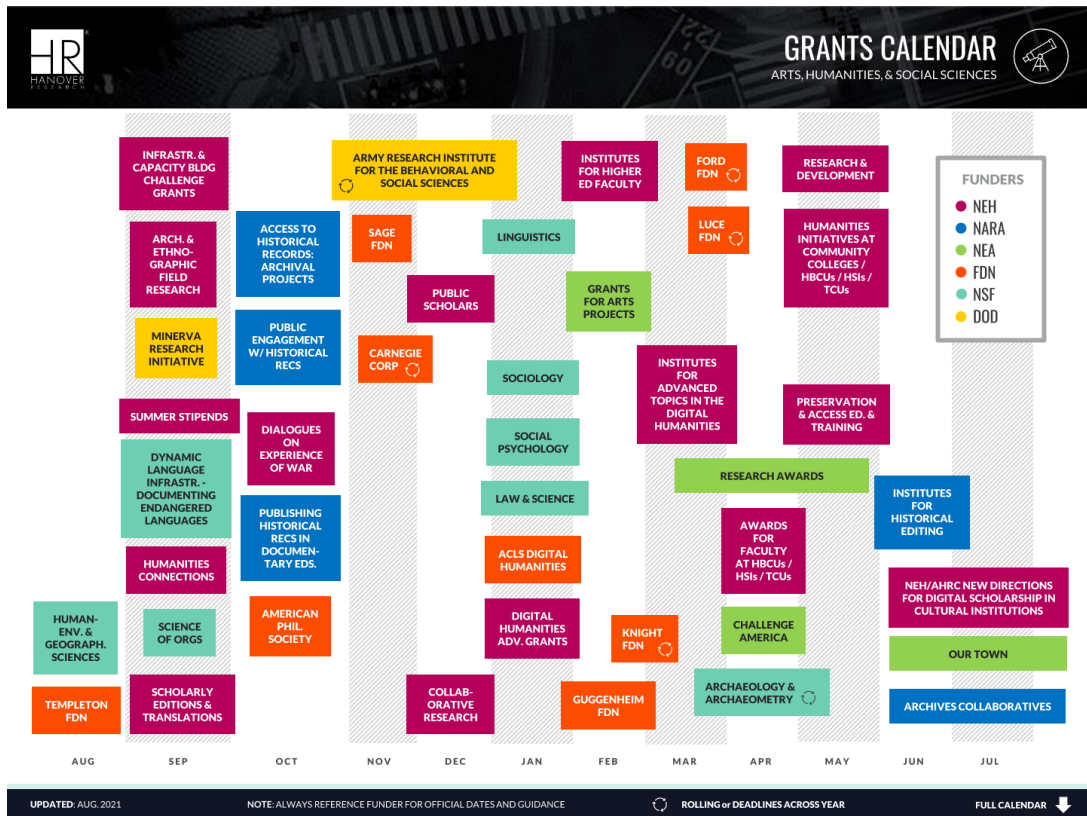— *Collaborative Team-Based Research*

SPECIAL AUDIENCES

— *Grant-seeking for Mid-Career Faculty*

— *Grant-seeking for Early Career Faculty*

— *Grant-seeking for Senior Faculty*

— *Grant-seeking in the Arts & Humanities*

— *Funding Landscape for Social Sciences*

— *Funding Landscape for Nursing Faculty*

Customized webinars can be delivered on a 3- to 5-week timeline depending on scope and scale of the request

HANOVER EMAIL ALERTS AND GRANTS WEBINARS

GRANTS WEBINARS

Get notified of upcoming grants webinars to strengthen grantsmanship skills and deepen the knowledge of funding mechanisms.

GRANTS ALERTS & PROJECTIONS

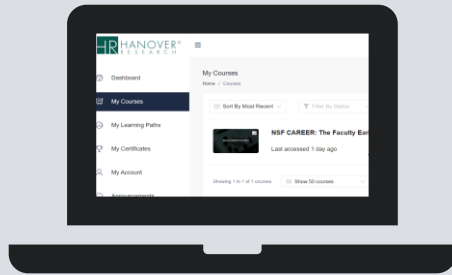Get notifications of new funding opportunities in select areas.

FUNDING CALENDARS

Receive email updates twice a month on funding calendars on a variety of rotating topics.

CLICK to subscribe:

Hanover Grant Alerts

GRANTS LEARNING CENTER

Build your own grant-seeking capacity with flexible training for faculty

Hanover's **Grants Learning Center** offers on-demand grantsmanship training designed specifically for higher education professionals. Online training, resources, and tools can be accessed at any time from anywhere.

KEY FEATURES

Agency-specific federal funding support (such as NIH R-mechanisms and NSF CAREER)

Self-paced modules with step-by-step guidance to develop compelling proposals

Interactive exercises, videos, and resources to navigate the process

visit **hanoverresearch.com/grants-learning-center** to learn more

FREQUENTLY ASKED QUESTIONS

- ❑ Does the Hanover Service cost the department or the PI?

- ❑ Can I expect to get a Grants Consultant that has my specific subject matter expertise?

- ❑ What types of proposals will Hanover support?

- ❑ Does Hanover provide support on other documents, such as the budget or the biosketch?

- ❑ Does Hanover provide feedback on the scientific merit of the proposal?

- ❑ How do I connect with Hanover for support on my proposal?

- ❑ How far in advance do I need provide notification of my intent to use Hanover?

- ❑ If I've used Hanover previously, can I request the same Grants Consultant?
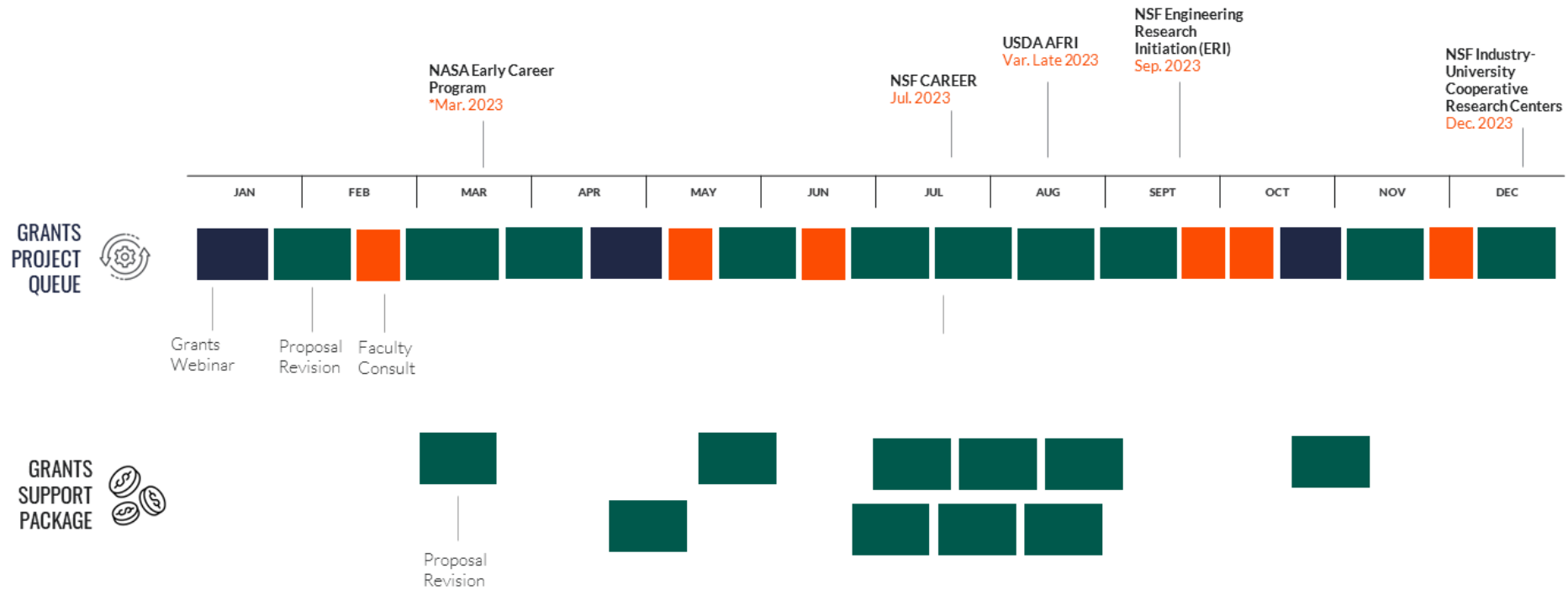
A list of our most frequently asked questions.

QUESTIONS?

THE MEMBERSHIP STRUCTURE

1 GRANTS PROJECT QUEUE + GRANTS SUPPORT PACKAGE OF 10 PROPOSAL REVISIONS

NASA Early Career Program
*Mar. 2023

NSF CAREER
Jul. 2023

USDA AFRI
Var. Late 2023

NSF Engineering Research Initiation (ERI)
Sep. 2023

NSF Industry-University Cooperative Research Centers
Dec. 2023

| JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEPT | OCT | NOV | DEC |

GRANTS PROJECT QUEUE

Grants Webinar

Proposal Revision

Faculty Consult

GRANTS SUPPORT PACKAGE

Proposal Revision

OUR SOLUTIONS

GRANTS CAPACITY DEVELOPMENT

FUNDING RESEARCH

PRE-PROPOSAL SUPPORT

PROPOSAL SUPPORT

PROPOSAL DEVELOPMENT

WHAT PIs TELL US

"This was a great experience. **I learned so much.** I will definitively 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**."

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]

Thank you!

Audrey Ngeow

Content Director

4401 Wilson Blvd, Arlington, VA 22203
www.hanoverresearch.com

E: angeow@hanoverresearch.com

P: 202-793-8706