Strategies for Developing, Implementing and Managing Successful Global Collaboration

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Strategies for Developing, Implementing and Managing Successful Global Collaborations

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Proposal Development

Considerations

- What will it take??
  - A good idea – one that helps the funder achieve its interests and priorities
  - Good grantsmanship
- Why should an agency fund you?
  - Because you have convinced them that you and your team have a good idea AND can carry out the project

Challenges to Collaboration

1. Your idea is unfocused
2. You lack a proposal development plan
3. You are unfamiliar with funder's interests
4. You lack expertise
5. You lack adequate and true partnerships
6. You have little time to plan
7. You have little time to write
8. You have little time to reflect and edit

Reasons to Collaborate

1. You have a good idea
2. You can show a need for the project
3. You have a project that matches the sponsor
4. You have a sponsor that will fund your idea
5. You have the expertise to conduct the project
6. You have legitimate and committed partners
7. You have time to develop your idea
8. Your university supports your idea

Understand the Guidelines

- Get to know your sponsor and its history
- Identify its funding interests and priorities
- Identify written and unwritten requirements
- Get to know your sponsor's program officer
- Identify and clarify any restrictions for international (and domestic) efforts

Assess Required Resources

- Personnel: availability, commitment, expertise
- Administrative Support: experience with complex and multinational projects
- Facilities: adequate and appropriate space, access
- Equipment: restrictions on foreign use?
- Supplies
- Travel

Why a Team Approach?

– Trend or requirement with funding agencies

– Adds credibility to project

– Need outside and diversified resources

– Share the workload

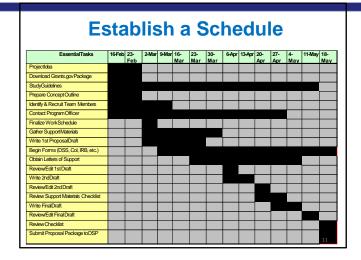– Global solutions to complex problems

Pursing a Team Approach

- Develop a Consensus on Essential Issues

  – Project concept and budget

  – Roles and responsibilities

  – Assignment of lead writing and co-writing for multinational projects

There is never enough TIME!

- Allocate time to:
  – Reflect & refine your project idea
  – Recruit team and secure partners
  – Gather support data
  – Share drafts and rewrites
  – Review and critique
  – Obtain commitments and signatures

  Write, Review, Edit, Write, Review, Edit

Establish a Schedule

EssentialTasks	16-Feb	23-Feb	2-Mar	9-Mar	16-Mar	23-Mar	30-Mar	6-Apr	13-Apr	20-Apr	27-Apr	4-May	11-May	18-May
Project Idea														
Download Grants.gov Package														
Study Guidelines														
Prepare Concept Outline														
Identify & Recruit Team Members														
Contact Program Officer														
Finalize Work Schedule														
Gather Support Materials														
Write 1st Proposal Draft														
Begin Forms (DSS, CoI, IRB, etc.)														
Obtain Letters of Support														
Review/Edit 1st Draft														
Write 2nd Draft														
Review/Edit 2nd Draft														
Review Support Materials Checklist														
Write Final Draft														
Review/Edit Final Draft														
Review Checklist														
Submit Proposal Package to OSP														

Effective writing is the key!

- Stay flexible when writing your proposal and communicate with the team
- Professional writers have editors correct their work
  - non-professional writers should have help, too.
- Non-native language writers may need assistance

Sponsored Projects Offices – Domestic and International

- Where ever they reside they are:
  - The critical component for submitting accurate proposals
  - The link to the funder and other university offices
  - Committed to protect PI and the institution
  - The institution's signature authority
  - Possess the expertise on rules, regulations & procedures for federal and other funding sources

Pre-Award

Where the paperwork begins…

- Firming up decisions made during the development stage
- Anticipating and resolving compliance issues
- Pre-submission agreements
- Coordinating the negotiation

Firming up development decisions

- Roles and Responsibilities
  - Institutional
  - Programmatic
- Financial
  - Cost sharing
  - Resources (space, personnel, facilities)

Compliance

- Human Subjects
  - Use of humans
  - Sharing of protected data
- Animal Subjects
  - Sharing of animals
  - Approvals/permits

- Which committee will have responsibility?

Compliance (cont.)

- BioSafety
  - Training
  - Approvals/permits
- Export Regulations
  - Exchange of technical data/equipment/materials
  - Foreign persons
  - Spending funds in proscribed countries

Intellectual Property

- Background IP
  - Sharing existing technologies
  - Licensing enabling technologies
- Project IP
  - Pooling Project IP
  - Licensing Project IP
  - Government involvement
- Publication/Confidentiality

Pre-submission Agreements

- Confidentiality

- Intellectual Property

- Material Transfer

- Memorandum of Understanding

Funding Agreements

- Form of Award
  - Prime agreement/subagreement
  - Parallel agreements
- Coordination with key institutional players
  - Principal Investigator
  - Tech Transfer/General Counsel/Export Compliance
- Coordinating with Collaborators

Post-Award

Large Scale Program Issues

- Inter Department/ College Communications
  - Communication across Academic/Administrative Silos
- Inter Institutional Communications
  - Administrative workgroup or forum
- Subawardee progress

Sub-award Agreement

- Research Plan
- Budget
- Programmatic Milestones
- Financial Milestones
- Human/Animal Subject Protocols – administrative or full board approval

Financial Monitoring and Audit

- Coordinate with prime investigator
- Monitor expenditures
  - Obtain sponsor approvals when required
  - Don't leave budgeted funds unspent
  - Monitor subawardee expenditures
  - Pay subawardees in a timely manner
  - Ensure cost sharing commitments are met
- Obtain required audits

Thank you!

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