

Time for a New Philosophy in Research Funding Acquisition ?





Time for a New Philosophy in Research Funding Acquisition?

Mylene Joubin and Alexander Nehm – Business Development Managers, Idox

Tjaša Baloh – Project Manager, Slovenian Forestry Institute

Rolf Klappert – Head of Grants and Tech Transfer Office, Université de Neuchâtel



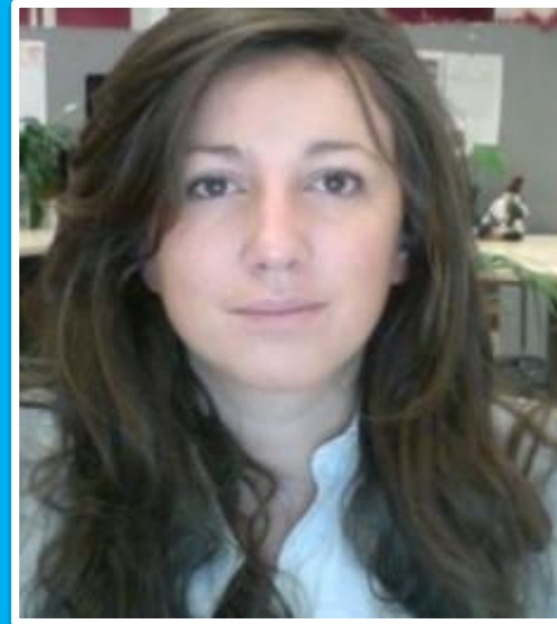
- > Introduction: Mylene Joubin & Alexander Nehm (15 min)
 - Time for a New Philosophy in Research Funding Acquisition?
 - Demonstration: RESEARCHconnect International
- > Case studies: Tjaša Baloh & Rolf Klappert (20 min)
 - Challenges and solutions in research funding acquisition
- > Group exercise (10 min preparation / 10 min presentation)
 - How to address changes in research funding availability? How to move beyond the funding 'comfort zone'?
- > Questions & Answers (5 min)



> Who we are...



Alexander Nehm
Business Development Manager



Mylene Joubin
Business Development Manager

Success rates in Horizon 2020



- > Success rates overall 20% in FP7 > 14% in Horizon 2020
- > University sector = least successful in Horizon 2020
- > Private Research (15%), Research Organisation (19%), Public Bodies (27%) and other Entities (19%) = better success
- > Newcomers to EU funding: 38% of successful applicants (80% of which are from the Private Sector)



- > Researcher awareness of certain high-profile funders within and outside their own country
- > However, fierce competition for grants and the complex bureaucracy of applying can deter

Extending your global reach to alternative international funders



- > Good news!
- > The wealth of alternative sources of international funding which can be easier to access and apply to





> Who we are...



Tjaša Baloh
Project Manager
Slovenian Forestry Institute

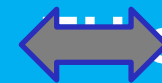


Rolf Klappert
Head of Grants and Tech Transfer Office
Université de Neuchâtel



- > Public research institute of national importance
- > Conducts basic and applied research on forests
- > A scientific, professional, and cultural storehouse for Slovenia's relationship with its forests and the resources and services they provide

Slovenian forests & forestry needs



opportunities

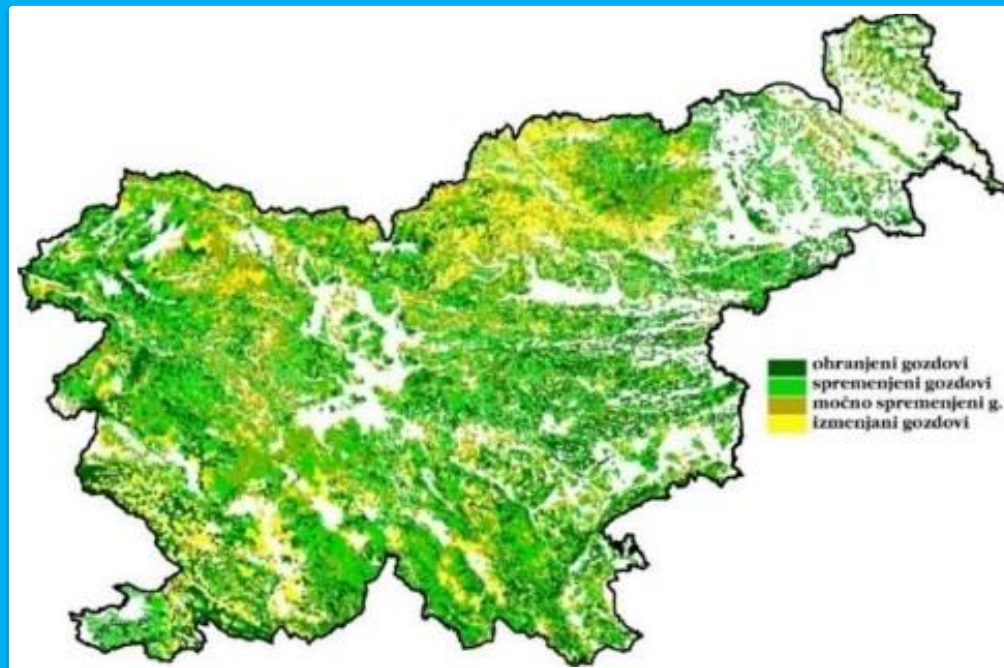
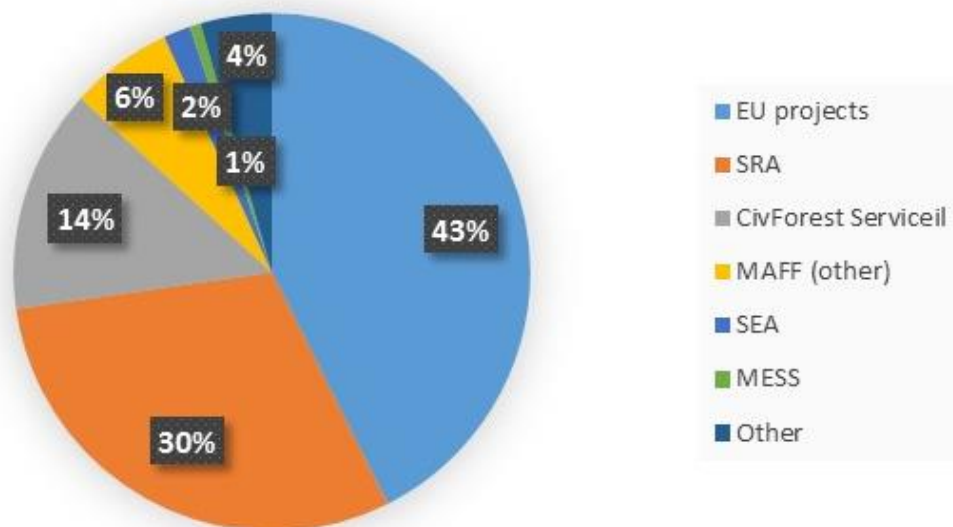
Slovenian Forestry Institute – who we are



GOZDARSKI INŠTITUT SLOVENIJE
SLOVENIAN FORESTRY INSTITUTE



Financing of SFI (%)



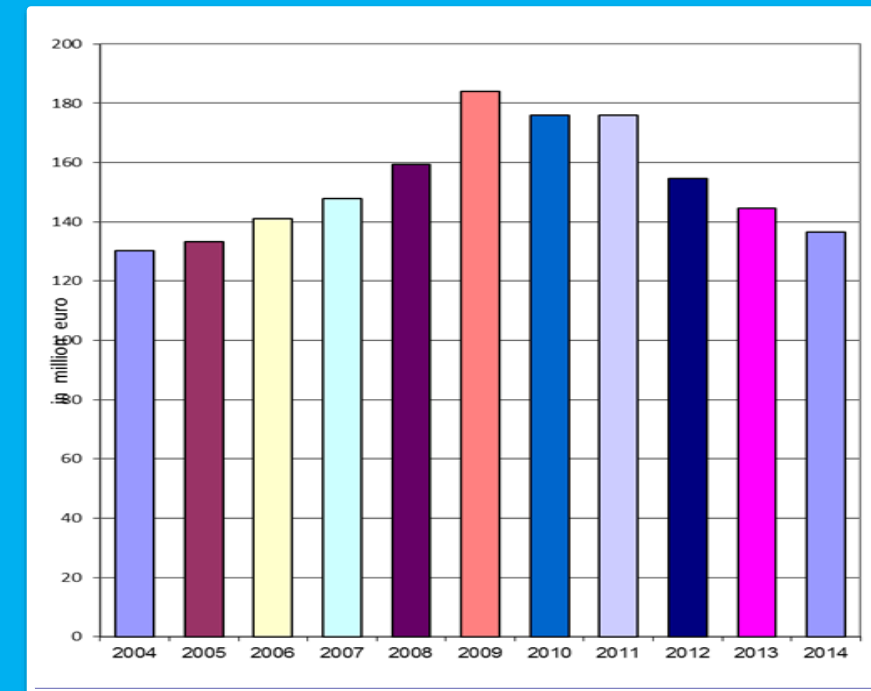
Slovenian Forestry Institute – who we are



GOZDARSKI INŠTITUT SLOVENIJE
SLOVENIAN FORESTRY INSTITUTE



- > Annually decreasing national research funding
- > Only 10% of national research budget dedicated to Biotechnical sciences
- > No stable funding, competitive calls
- > Low success rate



Sources: SFI presentation (prof. dr. Hojka Kraigher), SRA, public



- > We strongly depend on international funding of different shapes and sizes:
 - ca 60 different projects currently running
- > Small institute:
 - Annual Budget of €3.5m
 - 80 people, 60 researchers
 - Project office 2.5 FTE

“Everyone does everything!”

So, we need all the help we can get...



> SFI Individuals:

- Networking at different scientific and **professional** events
- Maintaining the networks and partnerships established

> Project office services:

- Constant search for opportunities: eAlerts, info days
- Networking at different **professional** events to ensure the capacity building and best practice exchange
- Mentoring and **sponsoring**



> Project incubator:

- Internal Info days for different programmes
- Open calls overview
- Brainstorming
 - Prep-time: before – **unimaginable**; RESEARCHconnect: half a day

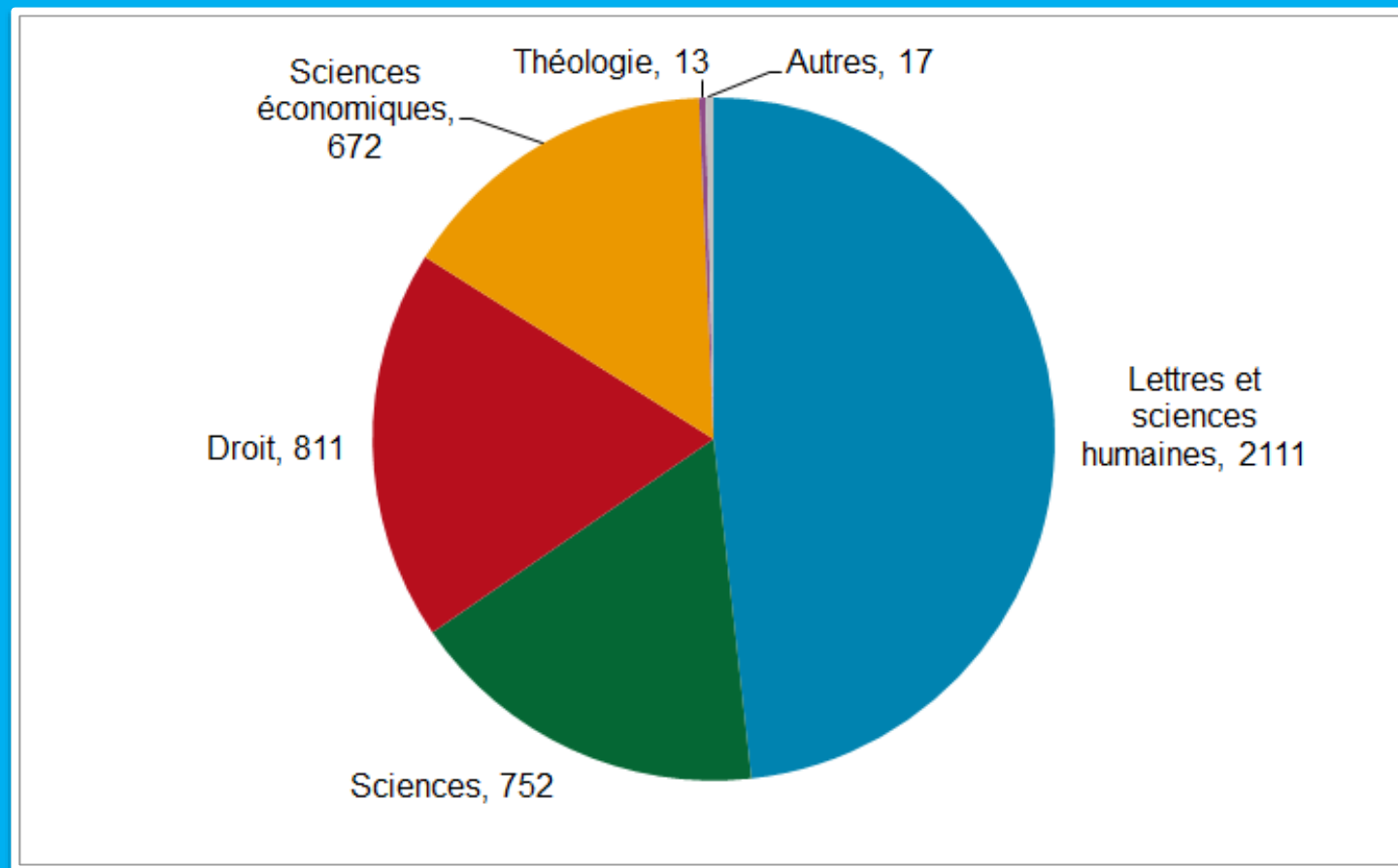


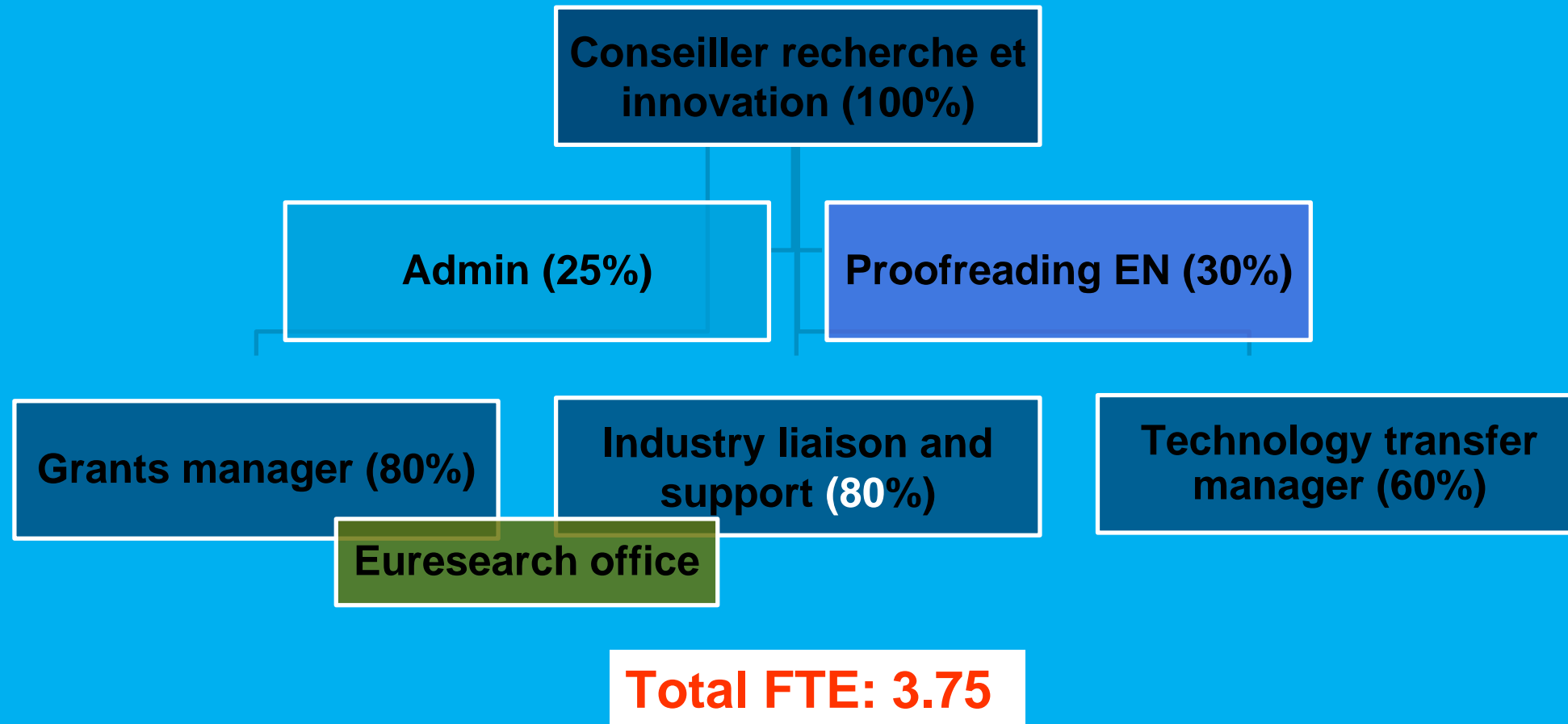
> Individual researcher:

- **Specific (?)** report with relevant calls (manually: 1 full working day or more; RESEARCHconnect: 10 min)
 - Prep-time: manually 1 **full day or more**; RESEARCHconnect: 10 min)
- Staying up to date (RESEARCHconnect email alerts, home page news) – set up done by the project office

- > The best small Swiss university
 - 11th in THE World 2016 ranking, less than 5,000 students
 - 37th in THE World 2016 ranking for world's most international universities
- > Students 4,376
- > Employees 768 FTE / 1,087 heads
 - Professors 114.4 FTE / intermediary staff 413.7 FTE
 - Females 48% FTE / 50% heads
- > Budget €125,000,000
 - third party funds 26% (€37m)

Students in our faculties (2014)





Swiss National Science Foundation

- > Grants 2014: **€771,800,000 (+3.7%)**
 - 3,469 projects; 14,010 researchers (30/06/2014)
 - bottom-up
 - success rate 2014: 52%
 - however, in the future only one grant per main applicant

European RDI programme Horizon H2020

- > FP7, annual CH contribution about **€230,000,000**
 - ‘top-down’ for most of it
 - overall success rate FP7: 21.2% (CH: 24.1%)
 - overall success rate H2020: 15.1% (CH: 17.8%)

Commission for Technology and Innovation CTI (→ Innosuisse)

- > Grants R&D projects 2014: €137,000,000
 - in general 'bottom-up'
 - support to industrial innovation; needs a strong business case
 - success rate 2014: 55%

How to find alternatives?

Do your homework!

- > Google
- > subscribe to eAlerts if any
- > websites of 'competing' institutions
- > Euraxess national pages
- > compendiums of foundations
- > foundations of big companies
- > etc.

Or you let others do your homework!

> BUT

There is no short-cut; you still need to do your own homework:

- > who will do the work for your researchers?
 - Grants Office; on faculty or institute level; individual researchers?
 - automatic searches generating eAlerts; search profiles need to be updated
 - Monthly Bulletin
- > how does the information get to the researchers and how to make sure that they 'notice' the information?
 - personalised mails

Last but not least:

> check what you get – all that glitters is not gold !





Please consider the below questions and bring together your findings and ideas on the sheets provided

- *Time for preparation 10 min, then 2 min per group to power-present*

1. How to address changes in research funding availability?
2. How to move beyond the funding 'comfort zone'?
3. Thinking outside the box





Thank you

- > Mylene Joubin
mylene.joubin@idoxgroup.com
- > Alexander Nehm
alexander.nehm@idoxgroup.com