



BEST PRACTICES IN COMMUNICATING WITH A U.S. FEDERAL AGENCY: PROPOSAL TO AWARD CLOSEOUT

24th Annual EARMA Conference 2018

ROLE OF US GOVERNMENT IN R&D FUNDING



IDENTIFYING FUNDING OPPORTUNITIES

HOW DO I FIND THEM?

Use agency award databases:

- NIH: Research Portfolio Online Reporting Tools (RePORT)

U.S. Department of Health & Human Services

Printer Friendly | Text Size: A A A

NIH Research Portfolio Online Reporting Tools
(RePORT)

Search

HOME | ABOUT RePORT | FAQs | GLOSSARY | CONTACT US

QUICK LINKS | RESEARCH | ORGANIZATIONS | WORKFORCE | FUNDING | REPORTS | LINKS & DATA

Awards by Location
Consolidates all information about NIH-supported extramural organizations in a single tool.

RePORTER | **AWARDS BY LOCATION** | NIH DATA BOOK | FUNDING FACTS | CATEGORICAL SPENDING | REPORT CATALOG | SPECIAL REPORTS | ABOUT REPORT

CLICK TO VIEW

REVIEW ABSTRACTS AND FUNDED EXPAMPLES

NATIONAL INSTITUTE OF HEALTH (NIH)



- Largest source of funding for medical research in the world
- Robust research policies and funding schemes (R01s, K01s, T32s)
- Funding Opportunity Announcements (FOAs) and Grants.gov
- Funds Non-US Applicants Directly as well as through Subawards

NATIONAL INSTITUTE OF HEALTH (NIH)

Key Funding Opportunity for Non-US researchers

Parent R01 permits foreign Institutions to apply.



Foreign Institutions

Non-domestic (non-U.S.) Entities (Foreign Institutions) are eligible to apply.

Non-domestic (non-U.S.) components of U.S. Organizations are eligible to apply.

Foreign components, as defined in the *NIH Grants Policy Statement*

(http://grants.nih.gov/grants/guide/url_redirect.htm?id=11118), are allowed.

Required Registrations

INTERNATIONAL PARTICIPATION – U.S. FEDERAL QUICK START GUIDE

- Basic Registrations
 - Data Universal Number System (DUNS) number from Dun & Bradstreet
 - Employer Identification Number (EIN) from the Internal Revenue Service
 - Registers with the new System for Award Management (SAM), [which replaced CCR in July 2012]
 - NATO Commercial and Governmental Entity (NCAGE) code
- Systems:
 - Grants.gov
 - Agency System Profile (e.g., NIH Electronic Research Administration – eRA - Commons)



COMMUNICATION STRATEGY AND PROPOSAL DEVELOPMENT

- Use “editing services” and/or colleagues to review
- Pay attention to formatting
 1. Biosketches/CVs
 2. Mentoring Plans
 3. Letters of Support
- Relationship building with PO is KEY!!
- Based on the agency, find out who makes the funding decision. For example NSF, peer-review panel meets and makes recommendation, but PO makes actual decision. NIH is different – funding decisions are based on a point scheme earned by peer-review panel
- Faculty are commonly afraid of making missteps or mistakes – but shouldn't be!
- Pay Careful Attention to Titles:
 1. Should be descriptive enough to indicate the topic of proposal
 2. Avoid clever taglines or other aspects.
- **DON'T ask questions that are already addressed in RFP/FOA**



QUESTIONS?

Jennifer A. Ponting
Director, Pre-Award Services
Harvard University
jennifer_ponting@harvard.edu