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

Through Topic-Focused Agencies & Departments, Distribute Funding

Set Regulatory Guidelines

Set & Enact National Policy and Agenda
IDENTIFYING FUNDING OPPORTUNITIES
HOW DO I FIND THEM?

Use agency award databases:

- NIH: Research Portfolio Online Reporting Tools (RePORT)

REVIEW ABSTRACTS AND FUNDED EXAMPLES
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

27 Institutes and Centers (e.g., NIA, NIAID, NCI, etc.)
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](http://grants.nih.gov/grants/guide/url_redirect.htm?id=11118)), are allowed.
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?

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