



Grants Office
GOinternational

Obtaining grants

Opportunities, tools & tips
for success



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Obtaining grants: How to get started?

What are your needs?

Start with basic questions

- **Main research idea?**
- New / exploratory idea? Preliminary data?
- **Individual or collaborative?**
- **How much?** Personnel, equipment, lab consumables, travel...?
- **How long?**
- Only basic research? Any product development or clinical trial?
- Related to another project?
- Any other specific issues?

Description of your funding needs

PI identity/Entity name	
Title/Subject/Project	
Type of project:	<i>Collaborative project, Individual fellowship OR Mono-beneficiary</i>
Description of the possible collaborators	<i>If you already have collaborators: Name of the institution, name of your collaborator & country</i>
Short scientific description (10 lines max):	<i>Hypothesis/Goal(s), Who does what, Techniques used in the study, Clinical research? Impact on Public Health? etc...</i>
Keywords (5 max)	
Funding for:	<i>Equipment, Salaries for lab personnel, Functioning/Running costs, Networking, other?</i>
Funding range (amount) and duration	
Relation with other current projects?	
Comments	

How to know about funding opportunities?

Talk with colleagues, international collaborators, funders...

- ❑ Be ready: **prepare an abstract** of your research idea – specific aims, requested budget, collaborations...
- ❑ Identify your potential US and other international competitors / partners and contact them, if relevant
- ❑ Contact your **Grants Office** (or equivalent office)
- ❑ Find out current opportunities through websites and newsletters from funding agencies
- ❑ Be proactive in **international meetings**
- ❑ Talk to representatives of funding agencies
- ❑ **Contact your colleagues** from other research institutes to let them know that you wish to apply to funding



How to choose the right funding agency?

Find the right funder and the right call for proposals

- ✓ Is your project more appropriate for **national or international** funds?
- ✓ Consider all key aspects: consortium, budget, topic...
- ✓ Take into account your status: are you an established PI, early or mid-career, post-doctoral fellow?
- ✓ Find the **appropriate call** for proposals / funding opportunity announcement
- ✓ Keep in mind the **eligibility** criteria
- ✓ What are your **chances** of being funded?
- ➔ **Your project must perfectly fit the call for proposals**
- ✓ Think about other options, if relevant: industrial partnership, philanthropy...





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Obtaining grants: Overview of some international funders

Introduction to National Institutes of Health

NIH main features



Tools from National Institutes of Health

Find funding opportunities, funded projects and proposal samples

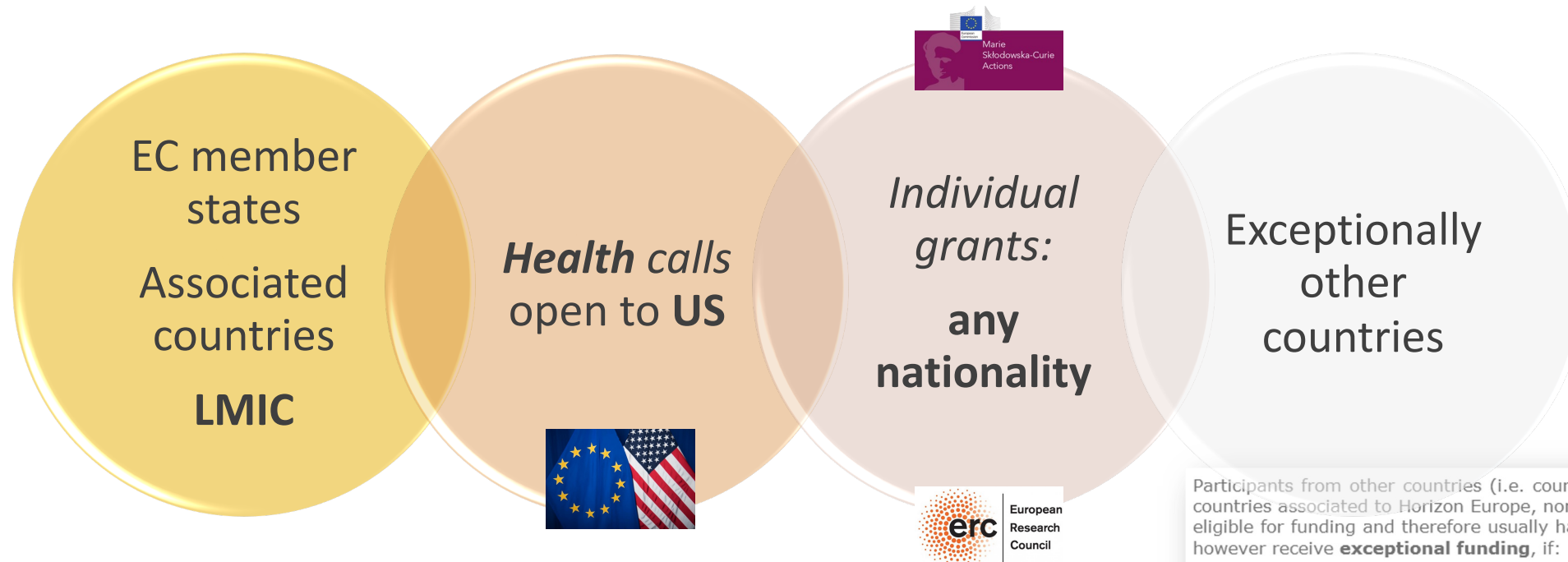
Look for funding opportunities

Database of funded projects

Read grant samples

International cooperation in Horizon Europe

How can non-EU institutions be funded by EC funds?



Participants from other countries (i.e. countries that are neither EU Member States nor countries associated to Horizon Europe, nor countries listed above) are not automatically eligible for funding and therefore usually have to participate at their own cost. They can however receive **exceptional funding**, if:

- their country is explicitly identified in the work programme and call for proposals as being eligible for funding
- the granting authority considers that their participation as a beneficiary is essential for implementing the project, for example in view of their:
 - outstanding competence/expertise
 - access to particular research infrastructures
 - access to particular geographical environments
 - access to particular data).

Official list of participating countries to Horizon Europe

Funding for post-doctoral fellows

3 major fellowships

EC – MSCA Postdoctoral Fellowships

- 24 months
- Any nationality based in EU/AC
- September 18, 2023



Human Frontier Science Program

- 36 months
- Nationals or based in HFSP countries
- May & September, 2023



European Molecular Biology Organization

- 24 months
- Nationals or based in EMBO countries
- February or August, 2023



Funding from private international agencies

Examples of major private funders

Wellcome

- Founded in 1936, based in the UK
- Generally eligible for UK and low- and middle-income countries
- 3 health challenges: **mental health, infectious disease and climate & health**
- Early-Career, Career Development & Discovery Awards



Bill & Melinda Gates Foundation

- Launched in 2000, based in the US
- Generally **targeted to low- and middle-income countries**
- Mission: “fighting poverty, disease, and inequity around the world”
- Grant opportunities, Grand Challenges grant opportunities or direct contact



Chan Zuckerberg Initiative

- Founded in 2015, based in the US
- Generally open to research institutions based in any country
- Support the **science and technology** to cure, prevent, or manage all diseases
- Programs in Imaging, Single-Cell Biology, Neurodegeneration, Open Science



Coalition for Epidemic Preparedness Initiatives

- Founded in 2017 by the governments of Norway and India, the Bill Gates Foundation, Wellcome, and the World Economic Forum
- Mission: “to **develop vaccines** to stop future epidemics”
- Calls for proposals in vaccine development, technologies, clinical trials for vaccines



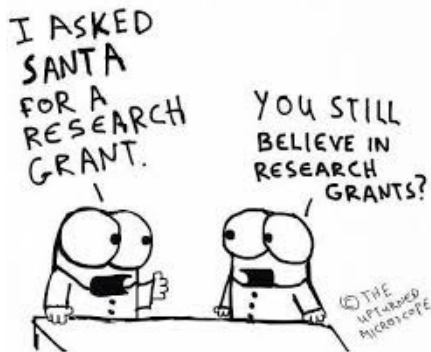
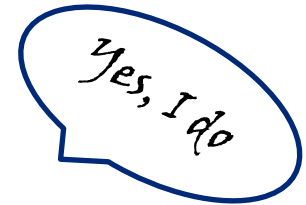


Thank you
Any question?

Contact:
gointernational@pasteur.fr

Grant Writing for success

Ksenia Bagrintseva, MD PhD
Expert in grant writing
Grants Office





Low success rates

MSCA PF/ DTN	13%
ERC	8 - 16%
NIH	10- 19%
ANR	25%



60-120 h/proposal

*To apply or not to apply: a survey analysis ... PNAS, March 2015

Do a Great Science and package well !



Content

WHAT?

+



Packaging

HOW?

Evaluation

=

WHO & HOW?

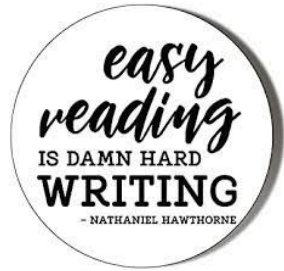


Funding

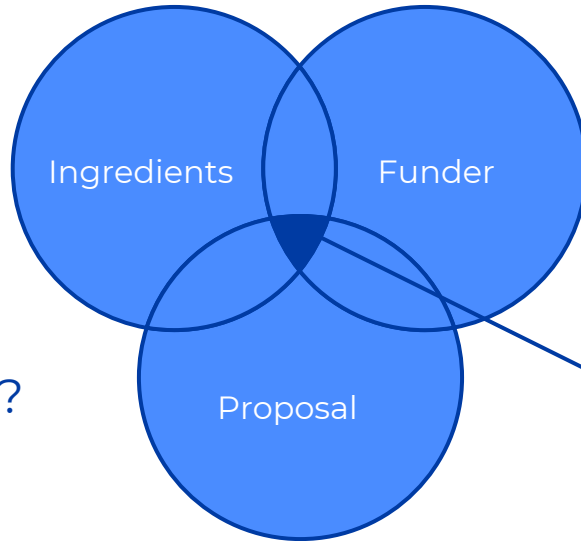


*Looks like they became extinct after developing
of food and medicine packaging they were unable to open*

Proposal Preparation



1. What ?



2. Where?

3. How ?

Funding

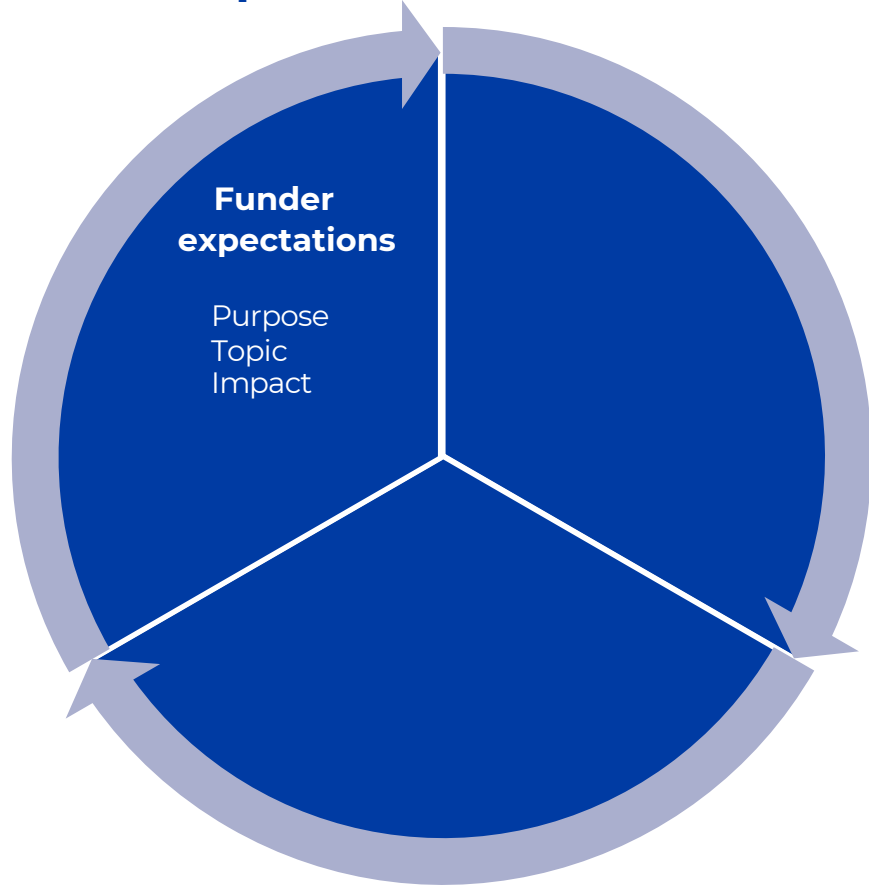
WHAT? Project's Ambition

	Basic	Average	World-Class
Ingredients	●		●
Recipe/ Methodology		●	●
Expected outcomes		●	●
Impact		●	●
Budget	●		●



*The reviewers thought fieldwork in the Galapagos was a bit extravagant.
So Darwin's travel budget got slashed.*

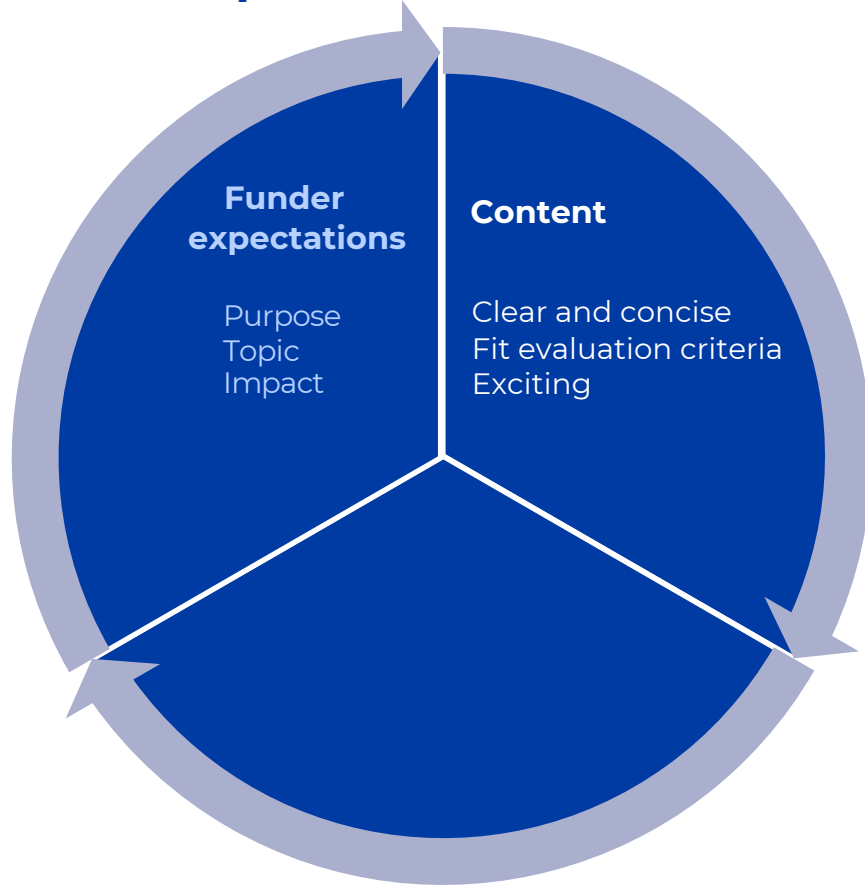
WHERE? Adapt to funder



Isaac Newton struggles to write the economic impact section of his « gravity » proposal



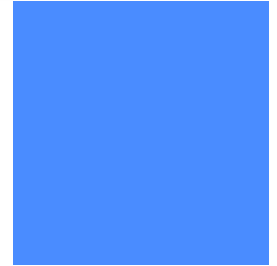
WHERE? Adapt to funder



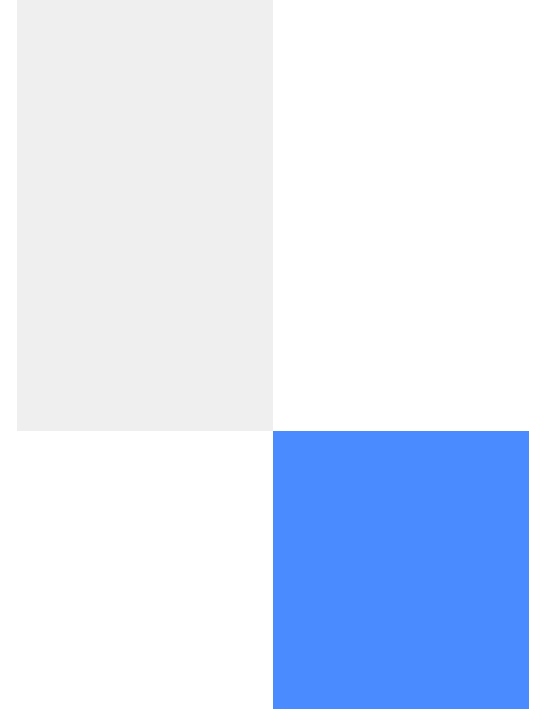
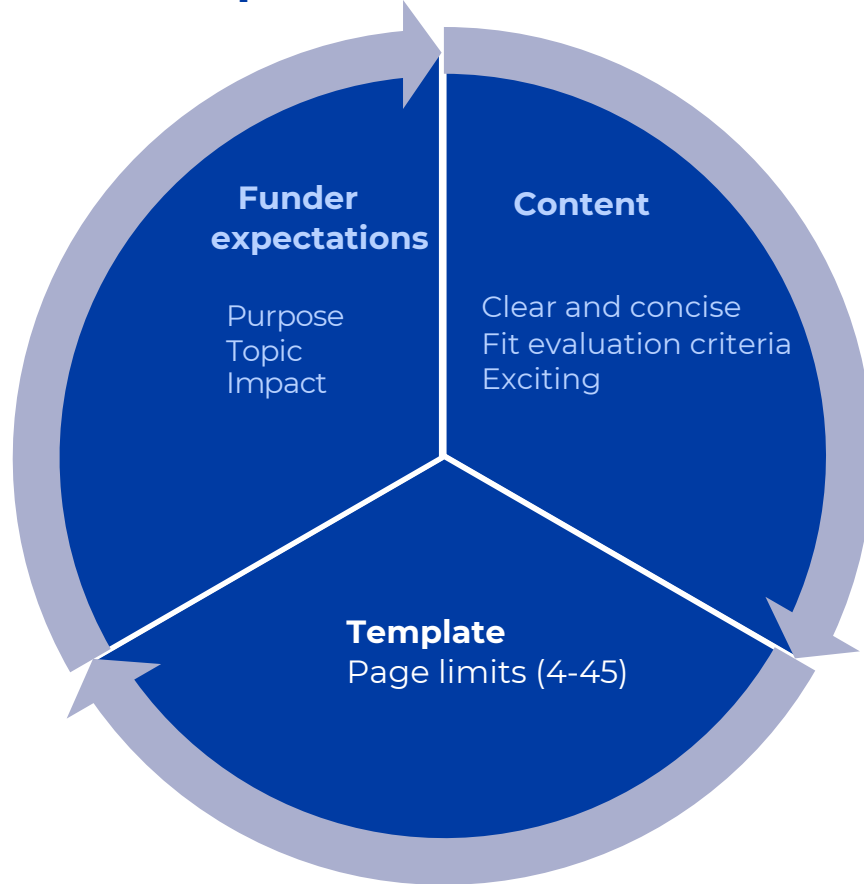
Create a « logic model»



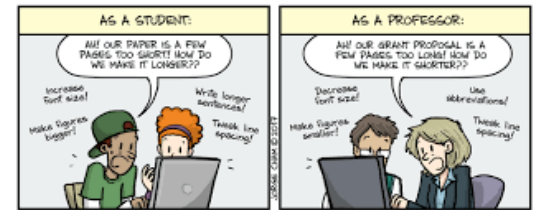
*Here is our
new simplified
logic model*



WHERE? Adapt to funder



PAGE LIMITS





“Having knowledge but
lacking the power to express
it clearly is no better than
never having any ideas at all.”

— **Pericles**
c. 495 – 429 BC

HOW ? Proposal Writing

GRANT			
PAPER			



HOW ? Proposal Writing

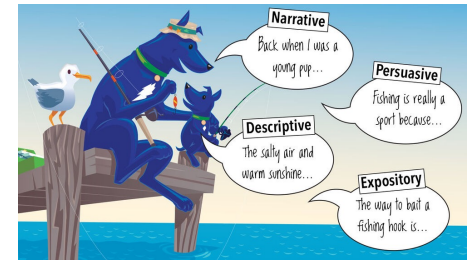
	Content		
GRANT	<ul style="list-style-type: none">• Ingredients• Recipe/ Methodology• Expected outcomes		
PAPER	<ul style="list-style-type: none">• Results• Methods		

HOW ? Proposal Writing



	Content	Evaluators	
GRANT	<ul style="list-style-type: none">• Ingredients• Recipe/ Methodology• Expected outcomes	<ul style="list-style-type: none">• Experts• Non-experts• Not always interested• Busy	
PAPER	<ul style="list-style-type: none">• Results• Methods	<ul style="list-style-type: none">• Experts• Interested	

HOW ? Proposal Writing



	Content	Evaluators	Writing Style
GRANT	<ul style="list-style-type: none">• Ingredients• Recipe/ Methodology• Expected outcomes	<ul style="list-style-type: none">• Experts• Non-experts• Not always interested• Busy	<ul style="list-style-type: none">• Narrative• Convincing
PAPER	<ul style="list-style-type: none">• Results• Methods	<ul style="list-style-type: none">• Experts• Interested	<ul style="list-style-type: none">• Descriptive• Results value



Be concrete, show evidences ?

At the [appropriate stage](#), the [necessary steps](#) will be taken and [sufficient funds](#) committed to tackle the [problems](#) arising in [several research institutions](#) as a consequence of the COVID-19 confinement measures.



Be concrete, show evidences !

At the appropriate stage, the necessary steps will be taken and sufficient funds committed to tackle the problems arising in several research institutions as a consequence of the COVID-19 confinement measures.

Over the next **six months**, the **MESRI** will provide the **Academic Research Institutions** in France with a budget of **€100 million** to help them **finish** their funded research projects



“Good writing will not save
bad science, but bad writing
can kill good science.”

— **Jacob Kraicer The Art of Grantmanship**

Evaluators

Project 1

“...the research design and aims were so briefly outlined that the likelihood of success or even the potential impact for the field were very difficult to assess. ... the proposal would benefit from more compelling arguing of its competitive advantage...

...It is difficult, if not impossible, to assess the feasibility in the absence of a proper outline of the work plan.”

Project 2

The proposal is well structured and written. The applicant convincingly argued ... the applicant is one of few researchers in the world with the required technical skills, ... reviewer would judge ...this proposal is feasible.



Common mistakes and their impact

Long State of the Art description - the problem appears at the end

Evaluator is not engaged

The problem/main goal are not stated at all

Non-expert is not interested

Your preliminary results not clearly differentiated

The evaluator doesn't understand your contribution to the field

The feasibility of your approach is not clearly described

Evaluator may not be able to assess it

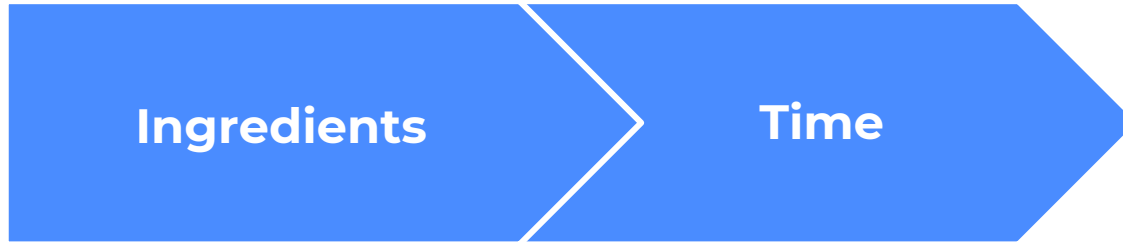
3 Steps to success



Ingredients

- Data/Hypotheses
- Methods/Models
- Collaborations

3 Steps to success



- Hypotheses/Data
- Methods/Models
- Collaborations

- Think
- Structure
- Write

3 Steps to success



- Hypotheses/Data
- Methods/Models
- Collaborations

- Think
- Structure
- Write

- Use grant-writing style
- Fit to evaluation criteria
- Be convincing



« His grant application was accepted. »

Thank you for your attention

Do you have any questions?

Contact

Grants Office IP

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The 5th Wave

By Rich Tennant



« The money for this grant is probably coming from the Dept. Of Agriculture, so make sure to use words like « yonder », « mosey », « y'all », that sort of thing. »

References

My personal experience and :

- Lecture – Stanford Scientific Writing – 56 videos with corrections of scientific texts, with Kristin Sainani. I used her corrections in my slides (KS) - <https://www.youtube.com/playlist?list=PLGNyyrO8GoM7uUxVfYJbccEO8eNFfr1M>
- Publications of the EU:
 - How to write clearly <https://op.europa.eu/en/publication-detail/-/publication/725b7eb0-d92e-11e5-8fea-01aa75ed71a1/language-en>
 - Claire's Clear Writing Tips https://ec.europa.eu/info/sites/info/files/clear_writing_tips_en.pdf
 - Clear English - Tips for Translators https://ec.europa.eu/info/sites/info/files/clear-english-tips-translators_en.pdf
- The Art of Grantsmanship - Human Frontier Science Program by Jacob Kraicer <https://www.hfsp.org/sites/default/files/webfm/Communications/The%20Art%20of%20Grantsmanship.pdf>
- Writing Well by William Zinsser
- Wish Granted! By Holly Rustick