Show Me the Money: Using COS Pivot to Find Funding Opportunities in the Biomedical Sciences

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Workshop Objectives

• Review the services and resources of OVPR.
• Discuss and demonstrate web-based funding databases
  • Set up a COS Pivot account and run through its features.
• Briefly review other funding opportunities search resources relevant to biomedical sciences.
• Discuss search strategies.
• Discuss how to get grant search assistance at VCU.
VCU Research Development Services

- Assistance in locating funding.
- Assistance in identifying campus resources.
- Assistance in building collaborations.
- Proposal development assistance and editing.
  - Interdisciplinary and collaborative opportunities
  - New and early-stage faculty
- Provision of "template language" and research statistics.
- Proposal submission assistance.

Office of Research Website

- Descriptions of all training and workshop offerings.
- Access to funding opportunities databases.
- Enhanced proposal preparation tools.
  - Award databases, collaboration tools
  - Sample funded proposals
  - Grant writing guides
- Internal funding opportunities listing.
- Research policies and procedures.

http://www.research.vcu.edu/vpr/resources/index.htm
Prepare for Your Search

- **Write a lay-language prospectus.**
  - Keywords, target population, methodologies, areas of innovation, collaborating disciplines, outcomes and impact.
- Determine type of funding needed.
- List priorities.
- Consider timing and deadlines.
**COS Pivot**

- 26,000+ funding opportunities worth $33 billion
- 3 million+ expert profiles from around the world
- Updated daily by COS editors.
- Includes *solicited* grants, fellowships, and other awards.
  - Federal and private opportunities.
- Sign up for weekly alerts.
- For maximum capabilities, **set up a Pivot account**.

**pivot.cos.com**

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**Getting in the Right Mindset**

How the Database Thinks

How You Think

How Sponsors Think

How the Database Thinks
It’s not an ATM.

Ways of Searching Pivot

1. Quick Search
   - Search across all available funding opportunities.

2. Sponsor Search
   - Search for all programs in the database attached to a specific sponsor.

3. Search Advisor
   - Find funding matches based on expertise profiles.

4. Advanced Search
   - Constructs a targeted, field-specific search using search boxes, browsing windows, and pick lists.
Managing Your Results: Account Benefits

- Find collaborators
- Find other opps like this one
- Save to tracked list
- Save to active list
- Share with others
- Receive alerts
- Save query

Navigating the Pivot Landing Page

1. Quick Search
2. Sponsor Search
3. Search Advisor, (Funding matches based on expertise)
4. Advanced Search

- Sign-in
- Manage account
- Claim profile

Dashboard
Select: United States, Virginia, Unrestricted, Unspecified
Select: Country/ies of citizenship and residency, Unrestricted, Unspecified
Select: Collaboration, Equipment, Meeting, Postdoctoral Award, Research, etc...
Browse for terms
Select: Academic Institution, Minority, New Faculty, PhD/MD, Women, etc...
Select: if you want to limit to a certain type of sponsor
Funding Opportunities Details

American College of Obstetricians and Gynecologists/Ambit Nutrition Research Fellowship in Nutrition in Pregnancy

Opportunity Details

Full Details

- Always go to the sponsor’s website for full information.
- If you like the opportunity, put it on your “Active” list.
- Share the opportunity with others.
- “Show more opps like this” to replicate this record.
- Use the keywords of one good record to learn how the database works.

Searching Profiles

Profile Advanced Search

- Search by Research Area
- Search by Institution
- Search by Name

Filters by

- Institution
- Degree
- Country

Search

4,705 Results

- Jeff, Crookie
  Nursing
  College of housing
  UAB, Health
  University of South Florida
- Kim, John
  Associate Professor
  BISTP, Graduate Programs in Biomedical Sciences
  School of Medicine
  Northwestern University
- Gundersen, Eric
  Self-employed Consultant
  Biomechanics and Biomechanics
- Lowe, Lynn
  Research Associate Professor
  Department of Preventive Medicine
  Feinberg School of Medicine
  Northwestern University
- Bahour, Lore
  Professor
  Division of Endocrinology, Metabolism and Diabetes
  Department of Medicine
  School of Medicine
  University of Colorado at Denver
Searching Profiles

- Mine other people’s profiles for funding opportunities and keywords.
- Use the Profiles feature to find collaborators.

Weekly Funding Alerts

Funding alerts for your saved searches
Results: September 15, 2013

Community Engagement
1 funding opportunities

1. AmeriCorps State and National Grant Competitions

   Sponsor: Corporation for National and Community Service (CNCS)
   AmeriCorps

   Deadline: December 11, 2013
Tips for Using Pivot

- Consider also using “old” keywords.
- Look for keyword patterns.
- Pay attention to notes within individual records.
- Look for an opportunity you know and replicate its description.
- Look up your mentors’ and colleagues’ funding matches.
- Use notifications features (alerts come once a week).
- Use the Support Guides as needed.

Tips for NOT Using Pivot

- The database **DOES NOT** contain “everything.”
- **OR**, the database does contain “everything,” and we are not searching correctly.
- When searching for a particular opportunity, go to the source.
- There is no substitute for word-of-mouth.
Search Strategies

- Review the literature.
  - Emerging areas of study, opportunities for collaboration
  - Emerging sources of funding (check acknowledgements)
- Search for a funding opportunity that you know, then work backwards.
- Look for keyword patterns, ideas.
- **Start broad, then narrow** (especially for graduate funding).
- Explore alternative disciplines, think about where the money is.
- **Think about characteristics of you.**

Individual Grant Search Appointments

- **MCV Campus** – Hunton Student Center, Room 209
  - First Tuesday of the month
  - 9:00 am – 2:00 pm
- **Monroe Park Campus** – Honors College, Room 572
  - Fourth Wednesday of the month
  - 9:00 am – 2:00 pm
- **By Appointment** – Biotech One or 809 South Cathedral Place
  - Can also arrange workshops for larger groups.

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QUESTIONS?