

# STRATEGIC PARTNERSHIP PLANNING

Grantsmanship, Working with  
IRBs, and Partnership Planning  
Specific to Potential Future  
Funding



# PRESENTATION OBJECTIVES

Describe the different funding sources for the projects they are working on

Determine which partner and/or partner organization is the best to house future awards and/or projects

Determine which partner and/or partner organization is the best to be the named lead in future awards and/or projects

Plan for future IRB applications and/or how to engage partners to assist with IRB

Plan for the future structure of their projects in Tier III and other future awards

# FUNDING SOURCES

## Government Funding

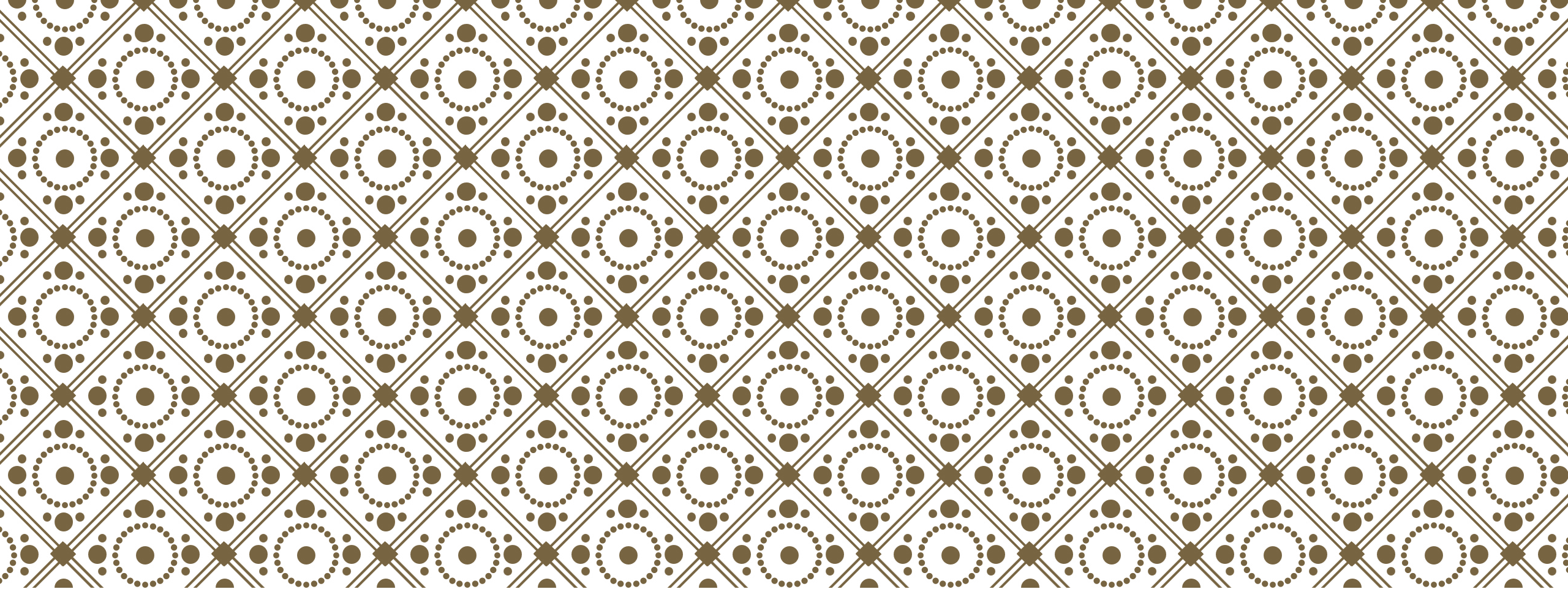
- National Institutes of Health (NIH), Centers for Disease Control and Prevention (CDC)
- State Health Departments, Local Governments

## Private Funding

- PCORI, Robert Wood Johnson Foundation (RWJ)
- Local Organizations, Disease Specific Organizations
- Crowd Funding

## Universities and Other Employers

- Pilot Projects, Additional Funds



# GETTING FUNDING



# TYPES OF FUNDING

## Solicited Funds

- The funder tells you what they want and you respond accordingly

## Unsolicited Funds

- The funder provides general guidelines about what the funds can be used for and you tell them what you will do with the funds

## Contracts

- Typically, contracts pay for a specific service or goods, are thus more restrictive, and are cost reimbursable.

## Grants

- Typically, grants are less restrictive and paid upfront.

# GOVERNMENT VS PRIVATE FUNDERS

## Governmental Funding

- Typically given to seasoned researchers at universities or research institutions
- Some opportunities for new researchers
- Outcomes typically are scientific findings or new interventions (based on science)

## Private Funding

- Typically given to non-profits, local governments, community groups and researchers
- Outcomes vary depending on funder

## Mixed Funding Streams

- Don't put all of your eggs in one basket

# THE TRUTH ABOUT FUNDING

NIH tends to fund approximately 20% of the applications they receive

- [https://report.nih.gov/success\\_rates/](https://report.nih.gov/success_rates/)

Private Funds are more difficult to estimate

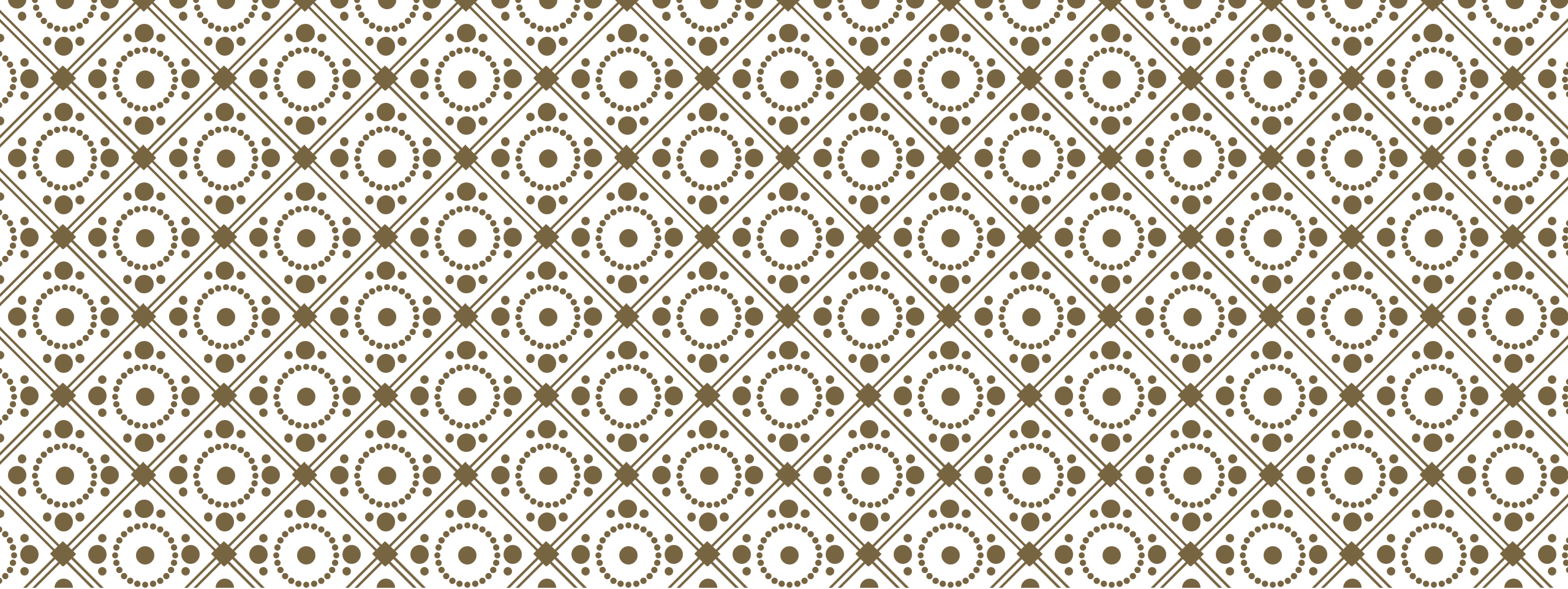
- PCORI tends to fund 18% of the applications they receive

You will need to write multiple applications to fund your work

Be strategic and learn from unfunded applications

Do your homework and write for the reviewers

Use your history to your advantage



# THE NEXT HURDLE





# INSTITUTIONAL REVIEW BOARDS

Made up of researchers and non-researchers

Ensure research is ethical

- Respect for Persons (informed consent)
- Beneficence (risk/benefit analysis)
- Justice (selection of research subjects)

Rooted in clinical trials

[http://archive.hhs.gov/ohrp/irb/irb\\_introduction.htm](http://archive.hhs.gov/ohrp/irb/irb_introduction.htm)

# THE CHALLENGES OF IRBS AND NON-CLINICAL TRIAL RESEARCH

Trainings don't typically cover ethical issues for non-clinical trials

Risks are different but the rules aren't

Sometimes not telling test subjects something is important to avoid bias

Non-research activities are often judged as research activities

Organizational rules sometimes trump reasonable review of non-research activities



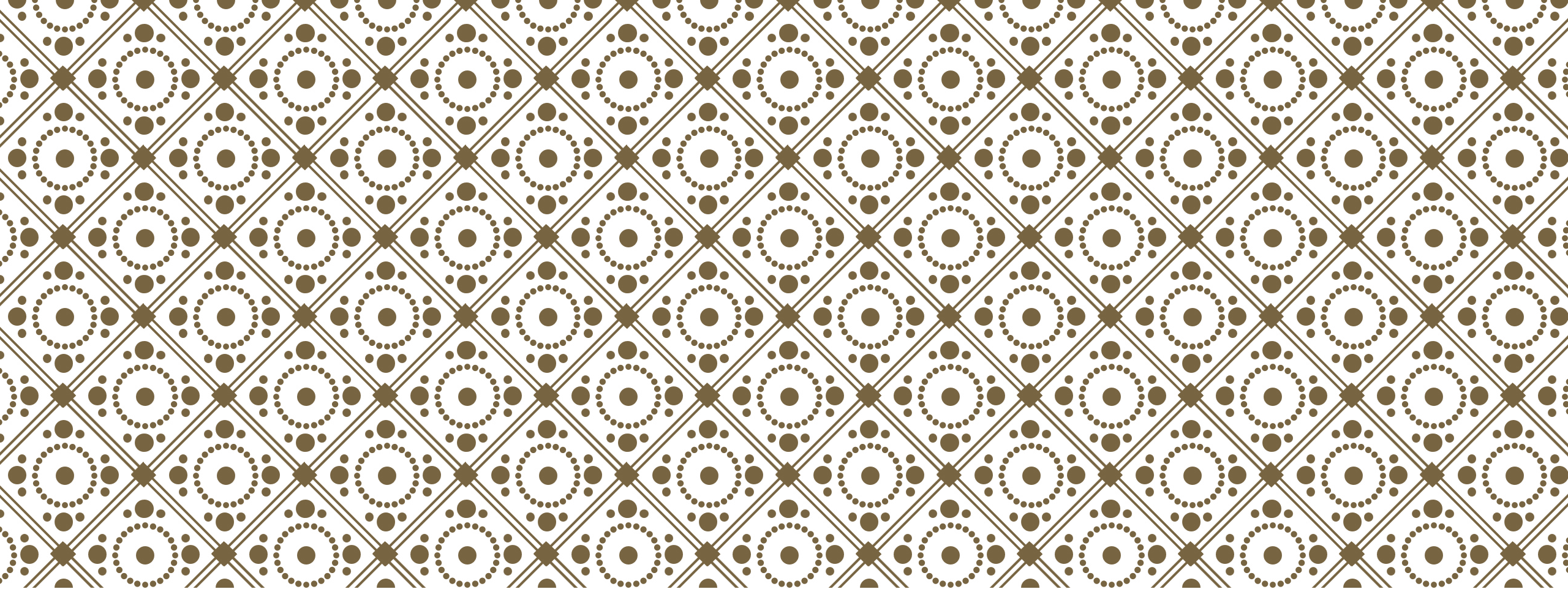
# SOLUTIONS

## Educate your IRB

- IRB applications
- Meeting with your IRB

## Educate your University

## Use external IRBs



# STRATEGIC PARTNERS



# ENGAGING STRATEGIC PARTNERS

|          |                            | Who in your partnership has this quality? | What are the qualities or expertise your partnership want in these partners? | How do you know they have the perspective your partnership needs? | How many are enough? | What kind of diversity does your partnership want among this group? |
|----------|----------------------------|---|--|---|----------------------|---|
| Patients | With lived experience      |   |  |   |                      |   |
|          | Caregivers                 |   |  |   |                      |   |
|          | Family Members             |   |  |   |                      |   |
|          | Community Members          |   |  |   |                      |   |
|          | <i>Write in Other here</i> |   |  |   |                      |   |
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**QUESTIONS?**