



# WORKING WITH HANOVER GRANTS

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INTRODUCTION FOR GRANT-SEEKERS



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## We're excited to support you.

Your institution has contracted with Hanover to support your grantseeking efforts. This presentation will review the following:

- Who we are
- How we support people like you
- How to engage with our services

# WHO WE ARE

Hanover provides research development, grant writing, and strategic advising support to faculty at a wide range of colleges and universities. Our professionals deliver customized proposal review, revision, and production support, while also helping to align strategic priorities to funding trends and opportunities at all levels. Hanover's services are designed to help faculty secure funding, with support across the lifecycle of the grantseeking process:



**Develop grant writing skills and understanding of the funding landscape**



**Find grant opportunities aligned to your projects and areas of interest**



**Strategize around the best approach for success with targeted funders**



**Develop compliant and well-crafted proposals for submission**



**Refine and rework proposals to improve competitiveness**

# OUR ENGAGEMENT

As part of your contract with Hanover, we will be providing access to our full range of grant support and advising services, including: proposal review, proposal revision, proposal development, prospect research, grantsmanship training, and more.

Support will be delivered through our Grants Project Queue, with projects completed one at time in a sequential workflow – alongside “tokens” for proposal revisions that allow for concurrent capacity.

## WHO MANAGES OUR HANOVER MEMBERSHIP?



**EVY GONZALES**  
DIRECTOR OF STRATEGIC RESEARCH  
INITIATIVES

E: [eg13@txstate.edu](mailto:eg13@txstate.edu)

P: 512-245-2918

# YOUR HANOVER TEAM

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**ERIN BANGSBOLL**  
**SENIOR CONTENT DIRECTOR**

**E:** ebangsboll@hanoverresearch.com

**P:** 202-459-9769

- Primary project contact
  - Secures and guides appropriate consultants or analysts to support projects
  - Ensures timely and quality delivery of support
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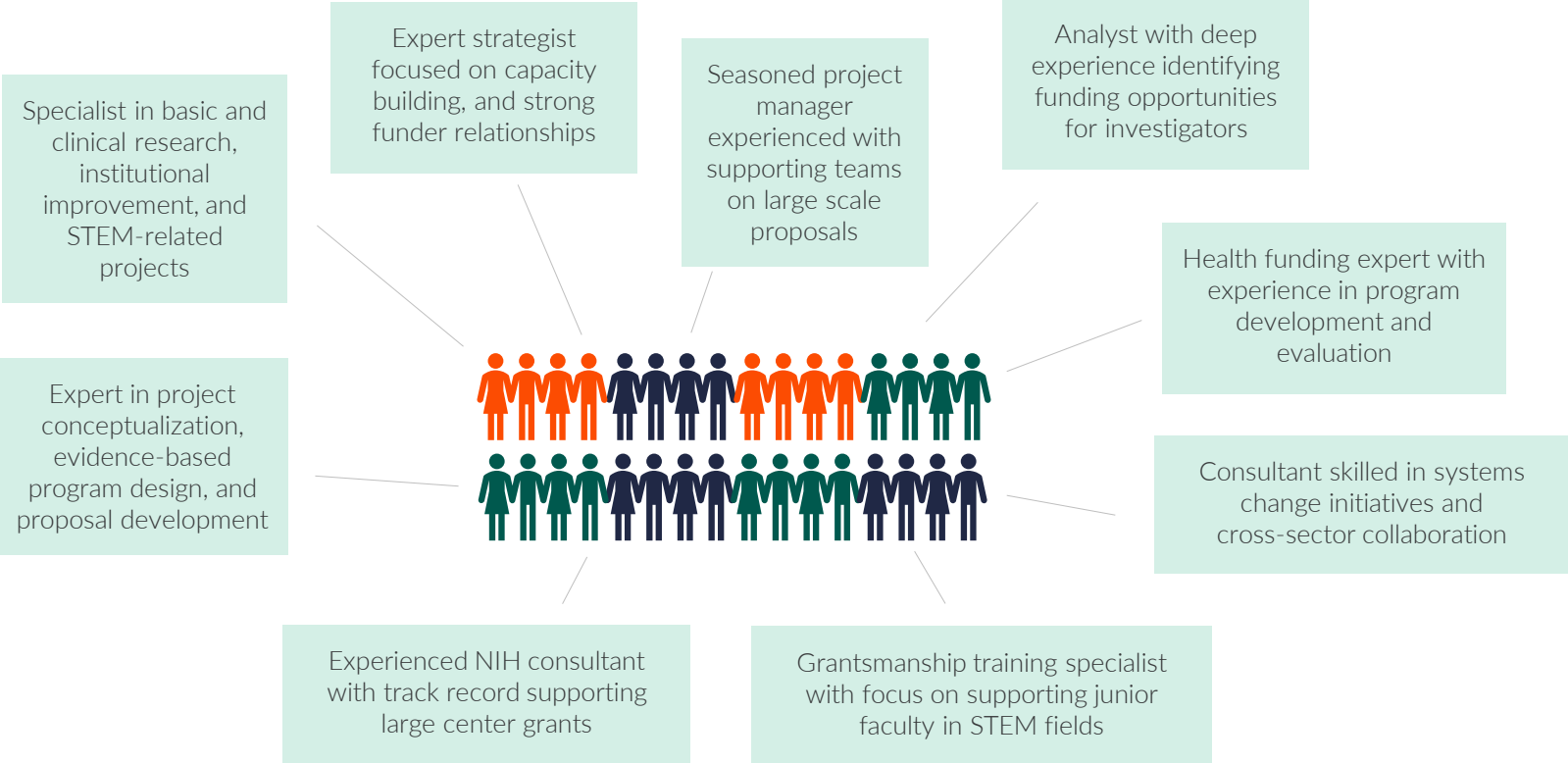
**LINDSEY BOZZIO**  
**RELATIONSHIP DIRECTOR**

**E:** lbozzio@hanoverresearch.com

**P:** 202-793-8804

- Additional resource to ensure partnership satisfaction
- Works closely with Erin to ensure partnership progress

# THE GRANTS SUPPORT TEAM



Gain access to our full-time, in-house team of Grants Consultants and Grants Research Analysts, with 200+ years of collective experience in grant-seeking and research development.

# GRANTS SOLUTIONS

## GRANTS CAPACITY DEVELOPMENT



Developing organizational capacity to pursue and win grant funding, through training, strategic assessment, and benchmarking.

## FUNDING RESEARCH



Identifying and evaluating grant opportunities aligned to member projects, while enabling longer-term planning through funded project research and forecasting.

## PRE-PROPOSAL ACTIVITIES



Assessing and developing competitive project concepts, helping members to navigate funder requirements and build relationships prior to completing submissions.

## PROPOSAL SUPPORT



Supporting member-led grant proposal projects by providing review and revision services designed to ensure the strongest possible proposals are submitted.

## PROPOSAL DEVELOPMENT



Leading programmatic grant proposals, in close coordination with member teams, crafting narrative drafts over a defined timeline towards a polished submission.

# FREQUENTLY REQUESTED SERVICES



## PROPOSAL REVIEW

~2 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations; and
- Debrief via teleconference.



## PROPOSAL REVISION

~3 WEEKS

- Review the proposal narrative for alignment with funding opportunity announcement;
- Make specific recommendations using margin comments and/or produce a memo outlining high-level recommendations;
- Track changes to suggest revision to the proposal narrative;
- Track changes to focus on achieving clarity and effective use of language, which include addressing punctuation and grammar; and
- Debrief via teleconference.



## CONSULT CALL

~1 WEEK

- Call with a Grants Consultant to discuss your project's alignment and competitiveness with a particular solicitation, program, or funding agency.
- Typically an hour in length, and the GC may provide some follow-up materials.



## PROSPECTING

4 WEEKS

- Review the federal and foundation funding landscape to identify funders and mechanisms with an interest in research topics similar to yours;
- Prepare a report detailing our findings, with profiles of identified funding mechanism; analysis of previous funding; and guidance on next steps.



# PROPOSAL REVISION

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## WHAT'S INCLUDED:

- ❑ Revision to address all areas where the proposal does not **comply with funder requirements**.
- ❑ **Editing** for spelling, grammar, and punctuation.
- ❑ Revision of content for **style and presentation**.
- ❑ Revision of formatting to match **best practice** and **funder preference**.
- ❑ Revision of the **structure** to improve **logical presentation** of material.
- ❑ Identification of material that should be supported with a citation.
- ❑ Confirmation that **tables and figures** are numbered correctly and appropriately placed.
- ❑ Identification of any **missing / needed content**.
- ❑ **Debrief** to review recommendations, proposed changes, and PI questions.



**For Proposal Revision projects, Hanover provides a full edit and revision of the proposal with an eye toward compliance, quality, and grantsmanship.**

# HOW TO REQUEST SUPPORT

## STEP 1: PROVIDING BACKGROUND

- Get in touch with Evy Gonzales ([eg13@txstate.edu](mailto:eg13@txstate.edu)) and Olga Gerhart ([ogg3@txstate.edu](mailto:ogg3@txstate.edu)) to provide background information on your project and the type of support you are seeking.
- Evy will prioritize access to Hanover and communicate next steps for working with us.



# HOW TO REQUEST SUPPORT

## STEP 2: SCOPING WITH HANOVER

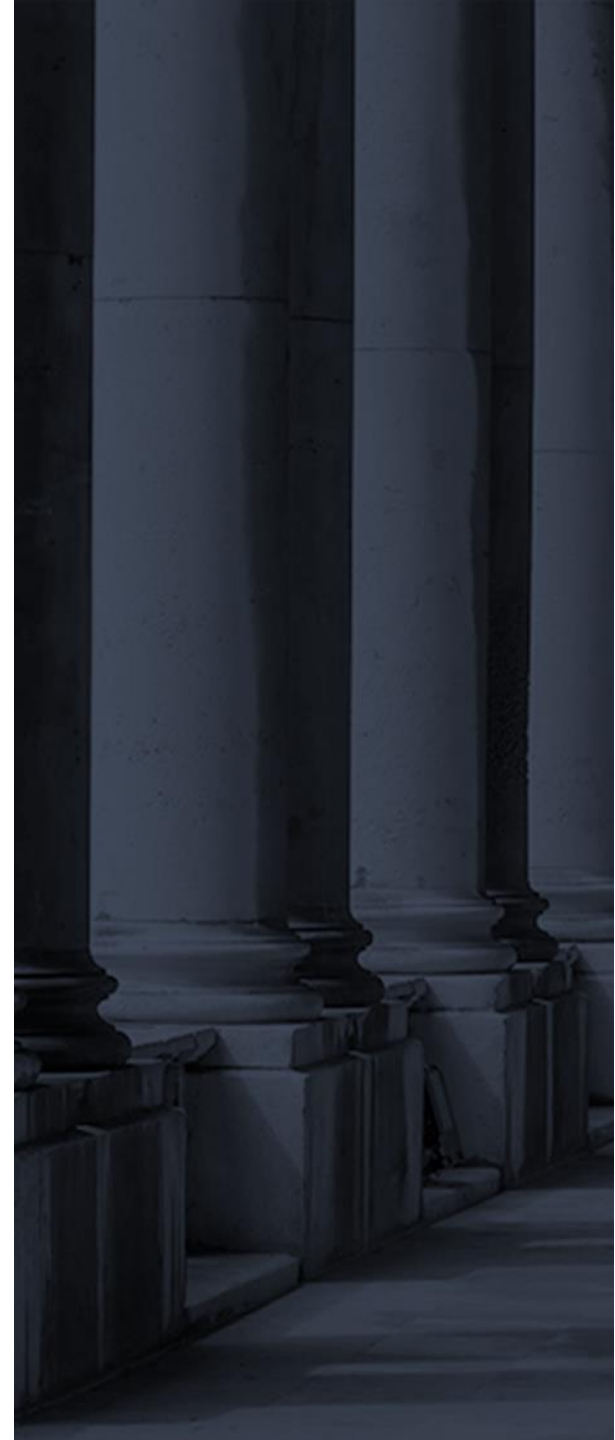
- A scoping conversation will be coordinated between you and your Content Director (CD).
- On that call, your CD will ask additional questions about the project, confirm the scope and timing of support, and answer any questions you may have.
- Afterwards, your CD will send written confirmation of the scope and timeline for our support.



# HOW TO REQUEST SUPPORT

## STEP 3: INITIATING WORK

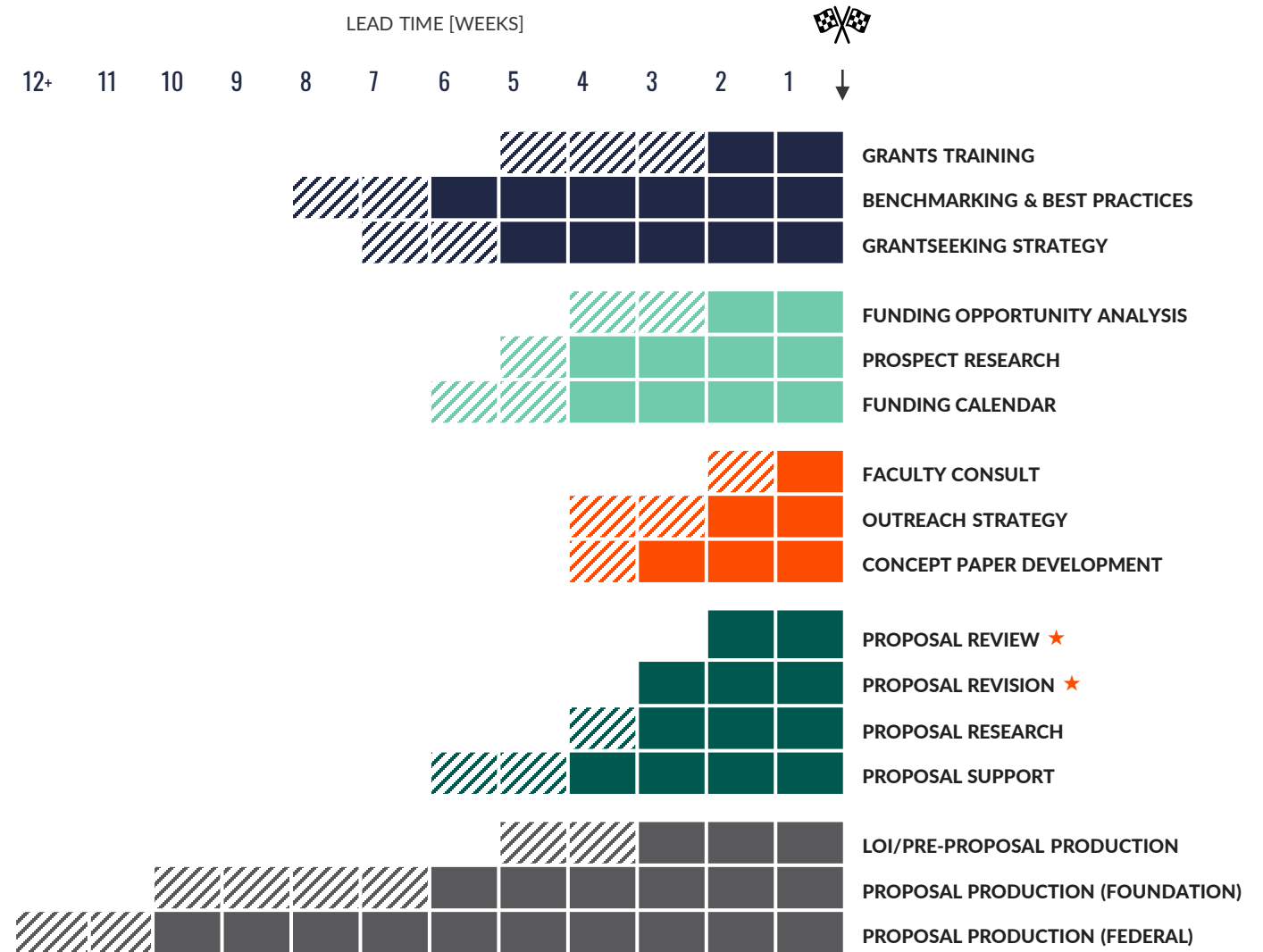
- With a full understanding of your request, your CD will identify the right person on our team to work with you.
- Key dates and deliverables will be determined and we will confirm details with you regarding executing on the scope of work.
- Your CD will follow up with you in advance of your project start date to introduce your Grants Consultant or request additional background materials if needed.





# OUR TIMELINES

Hanover maintains standard timelines for different levels of support and methodologies, reflecting typical timeframes needed to produce quality results. These may be influenced by the scale of each project, evolving member needs, stakeholder participation, and other factors.



★ For these projects, Hanover is sometimes able to expedite support with advanced scheduling.

# GRANTS NEWSLETTERS

Through a series of newsletters, the Hanover Grants team tracks funding opportunities in line with strategic interests of our members. Subscription is open for faculty and administrators to select which updates they would like to receive from our team.

## GRANT ALERTS WEEKLY



Every Monday, learn about the previous week's grant solicitations of interest from federal agencies and select private foundations. Alerts are broken up into research and programmatic grant opportunities: Higher Education Programmatic, Higher Education Research, Health Programmatic, and Health Research.

## GRANT PROJECTIONS MONTHLY



Hanover looks three months ahead at major grant competitions, providing details on program background, key deadlines, and timelines for engaging Hanover for varying levels of assistance. Projections available: Higher Education, Health, and K-12.

## GRANTS CALENDARS BIMONTHLY



Hanover produces a specialized calendar twice each month, tracking grant opportunities across the coming year of interest to different types of institutions and to faculty in different areas of focus. These calendars include:

- Minority-Serving Institutions
- Arts, Humanities, & Social Sciences
- STEM Programs
- STEM Research Grants
- Health Research
- Early Career Faculty Grants
- Interdisciplinary Research
- Student Success
- Diversity, Equity, & Inclusion
- Environmental Sustainability
- Research Centers
- Education Research & Programs