

GrantSpaces

Grants just got easier.

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Grants are a critical distraction

- Grant writing is **arduous and disorganized**
- Researchers consider it a “**distraction** from ‘the science’”
- In 2009, the US federal government disbursed over \$40 billion in research funding
- Grants sustain scientific inquiry and advance academic careers
- Universities collected **\$12 billion “off the top”** for facilities and infrastructure

Disadvantaged youth

Young researchers **lack resources and experience** to build effective research collaborations, find appropriate funding opportunities, and write successful grant applications.



“We’re treated like a box of Kleenex. When someone fails, another one is right there to take his place.”

A.C., young Harvard scientist

A goal-directed solution

- Harvard Catalyst funds open-source grant collaboration tool
- Children's Hospital "Informatics Solutions Group" initiates goal-directed R&D process, then designs and builds **Grant Central**, an innovative funding discovery and professional collaboration platform tailored for young investigators
- Deployed at Harvard University, August 2009
<http://grants.catalyst.harvard.edu/>

(try it, it really works!)

Finding grant opportunities

The screenshot shows the Harvard Catalyst Grant Central website. The header includes navigation links for 'Find Grants', 'Grant Central', and 'Harvard Catalyst'. The main content area is titled 'Find Grants' and features a search bar with the keyword 'diabetes'. Below the search bar, it displays 'Results 1-25 of 71 for diabetes'. Two search results are visible:

Title	Amount	Due Date
★ Translating Research into Action for Diabetes (TRIAD) Legacy Study (U58)	\$150,000	21 Jan 2010 <i>Expired</i>
The National Center for Chronic Disease Prevention and Health Promotion (NCCDPHP) of CDC within HHS is committed to achieving the health promotion and disease prevention objectives of 'Healthy People...		
See comments Save to Grants List		
★ National Center for Chronic Disease Prevention and Health Promotion Conference Support Program	See details	2 Apr 2010 <i>4 weeks</i>
The Centers for Disease Control and Prevention (CDC) announce the pending availability of appropriated fiscal year (FY) 2010 funds for National Center for the		

The left sidebar contains navigation links: Home, My Projects, My Forms, Find Grants, Grant Search, Grant Alerts, Saved Grants List, Find Collaborators, and Find Advice.

Building a team to write a grant application

The screenshot shows the 'Project Dashboard: HELP Project for Harvard Catalyst' website. The header includes navigation links for 'Project Dashboard', 'Tasks', 'Documents', 'Messages', 'Team', and 'Settings'. The main content area is titled 'Project: HELP Project for Harvard Catalyst' and features a table of 'Outstanding Tasks' and a list of 'Latest Documents'.

Description	Assigned To	Due
Draft Specific Aims	E. Pankey	Overdue
Gather Background Literature	V. Manohar	Overdue
Coordinate with OSP	J. Abbott	Overdue

Below the tasks table, there is a link to [See all tasks...](#)

The 'Latest Documents' section lists several documents with their titles, authors, and due dates:

Document Title	Author	Due Date
InouyeDelirium.pdf	E. Pankey	Sep 4, 2009
QuestionnaireComments.docx	E. Pankey	Sep 2, 2009
DeliriumPresentation.ppt	E. Pankey	Sep 2, 2009
BeersCriteria.pdf	E. Pankey	Sep 2, 2009

Below the documents list, there is a link to [More documents...](#)

The 'Recent Discussion' section lists a discussion titled [Team Brainstorm](#) (0) by E. Pankey on Sep 2, 2009.

The 'Project Team' section lists the following team members:

- Jennifer Opp
- Vineet Manohar
- William Crawford
- Jonathan Abbott
- Nicole Zanetti
- Evan Pankey

The 'Outstanding Invitations' section lists the following invitations:

- evpankey@gmail.com sent Sep 4, 2009
- khacker@challiance.org sent Sep 2, 2009

Features

- **Find Grants:** A grant "spider" collects and maintains an index of federal research grants. Users can save interesting grants and share with colleagues.
- **Find Collaborators:** Integrates the university's staff directories, augmented with scientific publication metadata for each faculty member. Users can search for collaborators and create semi-anonymous want-ads to offer or find expertise.
- **My Forms:** Users can store commonly-reused grant forms.
- **Find Advice:** Grant Central provides a discussion forum, and an index of frequently asked questions, web resources, and instructional videos.
- **My Projects:** A secure collaboration space, tailored to the grant-writing workflow without conflicting with researchers' established practices. Users manage tasks, deadlines, and documents, invite collaborators and hold team discussions. Grant materials can be exported as one or many zipped folders.

The GrantSpaces offering

- Software-as-a-service offering of Grant Central
- Marketed initially to universities with significant funding from federal sources
- Additional functionality to
 - Target workflow needs of grant administrators who manage multiple grants
 - Co-brand the application for subscribing institutions
 - Create proprietary index of private grant opportunities
 - Provide high-power analytics so universities may gain insight into collaborative behavior and grant application success rates

Business Model

- Offered under SaaS model with annual subscriptions
- Public grant search will be accessible by any web user, serving as a feeder into our paid offerings
- \$25,000 to \$75,000 fee for integration services
 - Single-sign-on integration
 - Staff directory and academic profiles
- **Basic service:** \$20,000 per year (prorated)
 - co-branding, IT support, and continuous updates
- **Premium service:** \$35,000 per year (prorated)
 - Basic service plus institutional analytics

An open market

- No direct competition

Professional Networking (ResearchGate, Epernicus)

Not integrated with schools, no grant-writing workflow

Grant Management (Cayuse)

Specialized for grants managers, no collaborative tools for researchers

Generic Tools (Google Docs / Basecamp)

Negligible uptake, insecure, does not address workflows

- Uniquely positioned to defend against any new entrants taking GC code base

Investment & Return

- Seeking investment of \$2.5 million, toward 20% equity stake, to cover:
 - Corporate formation
 - Base salaries, material costs
 - Subsidies of initial client integrations
 - Two full-time sales staff
 - Three FTE IT support and integration staff
 - Architecture upgrades to support SaaS model
 - Design, implementation of modest feature improvements
- Based on an industry multiplier of 6 for SaaS, 20% equity stake will be worth approximately \$10.6 million at year 5.

The Battle-Tested Team

Most of us designed and built Grant Central – we're ready to run.

- Jonathan Abbett MA: Training in computer science and user experience. Grant Central lead designer. Published researcher.
- Steven Boscarine & Vineet Manohar: Principle Grant Central engineers, each with ten years of experience building enterprise software.
- Nicole Zanetti: Grant Central QA lead with 12 years of senior quality assurance experience.
- Juan Gonzales JD: Brings a firm command of legal matters around academic licensing, conflicts of interest, and intellectual property.
- Amon Millner: MIT Media Lab PhD candidate, researchers educational innovation, brings extensive networking experience to team.
- Vasco Bridges: U. Michigan MBA candidate. Private sector experience in product development, sales, and entrepreneurship.
- Evan Pankey MD: Harvard Medical School graduate and Grant Central product manager. Intimate knowledge of GrantSpaces feature paths.

In short!