

accelerate
your success
funding strategy planning



The GrantEd Group

OnTrack Coaching Programs

Summary

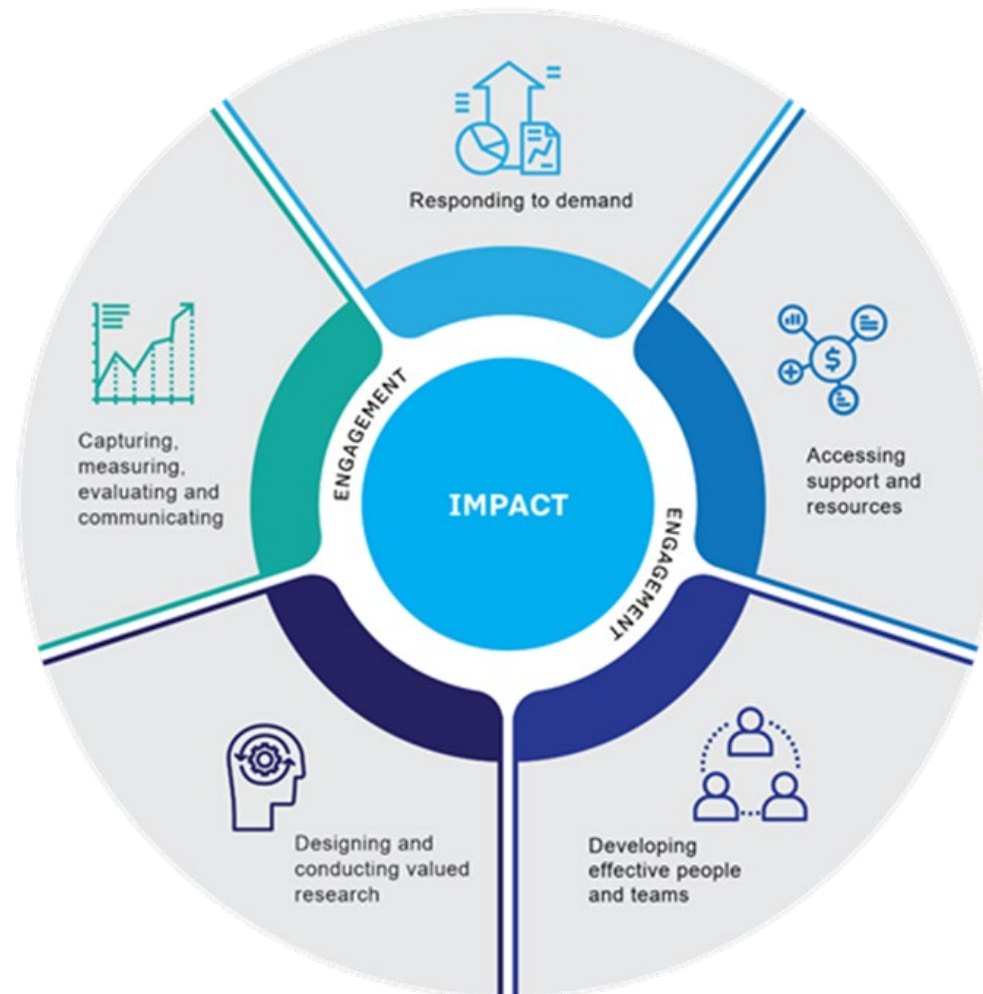
2023-24

(Prices valid until 30 June 2024)



On Track: GrantEd's research career and research/project development coaching

GrantEd's *On Track* eight coaching options are underpinned by our Research Impact Strategy Model™ shown below.



Research Impact Strategy Model™

Program

1. On Track – Advance

With a focus primarily on helping researchers and academics identify their past track record accomplishments and plan for future success, this program includes a series of online seminars (self-paced), a live group seminar and three x ~two-hour 1:1 individual coaching sessions via videoconference over six months with a GrantEd coach. This program aims to support researchers and academics to develop a clear narrative and focus to help them achieve their professional aspirations.

2. On Track – Explore

With a focus primarily on research planning, this program includes two x 1-hour sessions via videoconference with a GrantEd coach. This program enables the researcher to develop a clear narrative related to their research focus and develop a plan of activities designed to help them identify and achieve their research goals.

3. On Track – Project

With a focus primarily on building capability in developing grants and proposals, this program includes three x 1-hour sessions via videoconference with a GrantEd coach. This program is suitable for researchers planning a project grant such as ARC Linkage or NHMRC Ideas Grant. This program can be run with a small group as well as individually. Ideally conducted well prior to development of the actual application, this program does not include any grant writing or review support, rather acts as the planning phase prior to these activities.

4. On Track – Fellowship

With a focus primarily on preparing to develop a competitive fellowship application (such as an ARC DECRA or NHMRC Investigator Grant), this program includes three x 1-hour sessions via videoconference with a GrantEd coach, benchmarking support, gap analysis and project conceptualisation support. Ideally conducted well prior to development of the actual application, this program does not include any grant writing or review support, rather acts as the planning phase prior to these activities.

5. On Track – Major Initiative

GrantEd's major initiative incubator program brings together high-potential groups of ~4-5 researchers to discuss and develop research and engagement activities related to planning a competitive application for a large scheme such as an ARC Industrial Transformation Training Centre (ITTC), NHMRC Centre of Research Excellence, or MRFF. The group will meet via videoconference with a GrantEd grants advisor four times for two hours at a time. Ideally conducted well prior to development of the actual application, this program does not include any grant writing or review support, rather acts as the planning phase prior to these activities.

6. On Track – Promotion

With a focus on supporting individual researchers to develop a promotion application, this program includes two x 1-hour sessions via videoconference with a GrantEd coach, and editorial support of up to two drafts of the person's promotion application.

Program

7. On Track – Capability

With a focus primarily on capturing an individual's research track record and capability narrative in writing, this program includes two x 1-hour sessions via videoconference with a GrantEd coach and written assistance to draft (up to two drafts) and edit up to 1000 words.

8. On Track – PhD

With a focus primarily on helping PhD students plan for life after the completion of their PhD, this program includes a series of online seminars (self-paced), group discussions and 1:1 support. The students will be supported to develop an understanding of the options available to them after their PhD is conferred, and develop a publication strategy, citation strategy, and communication/engagement plan. A minimum group size of four is required for the program to run.



About The GrantEd Group

Having collaborated on significant tertiary, not for profit and commercial development and funding projects for several years, Kirsten Bartlett and Lyn Airey joined forces in 2014 to form The GrantEd Group. The GrantEd Group accelerates your success by sharing a proven methodology for funding, strategy and planning. The GrantEd Group helps develop research, engagement and people for impact. We're an Australian company with a head office in Melbourne and staff scattered around Australia.

Our Services



Grants, Tenders, Proposals, Prizes and Awards

We provide strategic, practical support to develop, manage and submit successful grants, tenders, proposals, prizes and awards. We focus on making sure you address the scope of needs and evaluation criteria and communicate your value proposition and solution clearly.



GrantEd Guides

We provide step-by-step advice about how to write winning applications for the most common ARC and NHMRC grant schemes, including ARC DECRA and NHMRC Investigator Grants. Our guides help you interpret the questions and selection criteria, taking the guesswork out of writing these important research grant applications.



Workshops

We provide strategic, practical workshops designed to enable individuals and teams to develop their professional skills. These include writing funding proposals and tenders, research planning, building partnerships to secure funding, and more.



Self-Paced Online Video Modules

We've packaged up content from our strategic and practical workshops and made them available in self-paced videos, so more of you can access support to meet today's complex and challenging funding environments.



On Track Programs

Research career and research/project development should be tailored and delivered 1:1 to be effective, because everyone's circumstances, priorities, research and funding environments differ. This is why GrantEd's *On Track* research career and research project development coaching programs offer a range of ways to help you plan for and enable a significant, impactful and fulfilling academic career and design razor-sharp research projects.



Bright Stars

Bright Stars is an initiative designed showcasing the stories of a selection of Australia's outstanding women researchers from Australia, across all disciplines, in order to encourage other women to keep striving for senior appointments and to inspire young Australian women and girls to pursue a career in research.

Our Core Values

INTEGRITY

Doing the right thing even when no-one is watching. Delivering what and when was agreed, in a responsive way. Seeing things through to the end.



INTELLIGENCE

Demonstrating cognitive agility. Showing the capacity to problem solve and impart our specialised knowledge in proactive ways that can be applied by our clients.



FUN

Making the work we do fun through authentic personalities and personable staff, because laughter makes you feel good.



QUALITY

Maintaining a commitment to high-quality outputs and continuous improvement. Listening and adapting behaviours and activities.



RESPECT

Acknowledging everyone comes with different experiences and perspectives. We understand the work our clients do is confidential, and important and valuable to them. We treat them and their ideas with utmost respect.



VALUE

We can and do make a difference to individuals, their career, their research and their organisations. We accelerate success.

LEADERSHIP

We have the courage to lead and enable change in the sector. Clients can trust our advice is up to date and evidence based.



The GrantEd Service Delivery Team

Managing Director: Dr Lyn Airey. Lyn spent 13 years as a medical research scientist in Australia and the UK before branching out into project, contract, grant, and tender management. She is a skilled and knowledgeable facilitator, running workshops on all aspects of writing within a competitive funding environment. Through strategic grant and tender review, Lyn has helped thousands of researchers polish their grant applications with many wins under her belt.

Managing Director: Kirsten Bartlett. Kirsten has worked in strategic development roles in the research, non-profit, professional and financial services sectors for over 30 years. An astute business leader, she is best known for her ability to understand complex topics quickly and her strategic approach to planning major initiatives and projects. She has outstanding writing and presenting skills and strong experience in business development coaching, career coaching and diversity advocacy.

Senior Grant Advisor: Dr Catherine Dandie. With more than 20 years' experience in science and environmental research, Catherine has worked in government and university research institutions in Australia, Canada and Ireland. She has also gained more than ten years' experience in pre-submission scientific manuscript editing, leading to an eye for detail and comprehensive language skills. Catherine will use the grit and determination that she needed to finish the Philadelphia Marathon along with her exceptional writing and editing skills to help you get your grant application over the line.

Senior Grant Advisor: Dr Benedicta Rousseau. With +20 years' experience as a social sciences researcher, Benedicta has worked at universities in New Zealand, Australia, and the United Kingdom, where she also completed her PhD at the University of Cambridge. She has specialised in applied research and engagement through consultancy work for a range of organisations including The World Bank and DFAT. Alongside academic research and publication she has spent several years living in Vanuatu and worked as a lecturer on a cruise ship through Melanesia. All while she's not wrangling cattle and three small kids in idyllic coastal central Qld.

Senior Grant Advisor: Dr Sharon Brennan-Olsen. Having lived and breathed academia as a respected health and medical researcher for over a decade, Sharon has not only successfully been awarded funding from the NHRMC and MRFF for her own research, but she has also provided countless hours of support to others applying for a variety of grants and tenders. This support has included one-on-one and group training sessions, feedback on oral pitches and written documents, editing impact statements, guidance regarding Deeds, and all sections of requests for tenders and quotes. Sharon is known for her quiet equanimity and astute advice. And her love of caravanning.

Senior Grant Advisor: Dr Tamar Sztal. Having completed her PhD in Genetics from The University of Melbourne, Tamar spent the next 13 years as a medical scientist at Monash University. She has led major research projects within the health sector involving large national and international teams and has been awarded fellowships and grants from ARC, NHMRC and numerous charity organisations worth over \$2M. There is no doubt Tamar knows exactly what goes into a winning grant. Her commitment to advancing the research success of Australian scientists is second only to her passion for helping others navigate their way through the grant process.

Senior Grant Advisor: Dr Liz Schier. With over 13 years' experience as a Philosopher of Psychology Liz has held research and teaching positions in philosophy and psychology departments across Australia, including 10 years as the main coder on the Australian Neurolaw Database. Having done research on everything from the metaphysics of chemistry to visual consciousness and neuroethics Liz can provide clear and simple explanations for complex ideas.

Grant Advisor: Dr Kym Patison. Kym is a PhD qualified research scientist, with extensive experience in the education, social sciences, technology and agricultural research sectors spanning over 15 years. Kym has been a key team member of 16 successful research proposals from a range of government and industry funding bodies, valuing over \$2.3M. Kym is passionate about assisting others to develop high quality research submissions, polishing their ideas into compelling stories that the ARC wants to fund, and learning about a range of different topics and entrepreneurial approaches to combat real-world problems.

Grant and Tender Advisor: Sebastian Steensen. Sebastian's experience managing multi-million-dollar government tenders, grants and contracts has provided him with a keen eye for understanding the complexities and criteria that need to be addressed for successful bids and applications. With 15 years' experience in management systems managing and auditing, human resources, business liaison manager, tender consulting, and training across multiple industries he brings an analytical and strategic approach to tender and grant writing. As well as his professional engagements he's been an English teacher in China, visual artist for over 25 years, and a chess geek for about as long too.



Significant wins for our clients



Why our clients love us



“The assistance you provided was both practical, and saved me considerable time, and also strategic. I feel that your assistance definitely helped me in achieving a successful outcome with my fellowship.”

Professor Andrew Dzurak

School of Electrical Engineering & Telecommunications
University of New South Wales

“You have been so amazing. I think my application would not be as good as it is if it wasn't for you.”

Dr Melissa Bloomer

Associate Professor
School of Nursing and Midwifery
Deakin University

“The review by your team significantly improved the content and structure of my application, and for that I am extremely grateful.”

Dr Ashwini Chand

Head of Head of Cancer Therapeutics
Development Group at the Olivia
Newton-John Cancer Research Institute,
La Trobe University

“Thank you for all that you did to support our ARC Centre of Excellence Proposal which ultimately was successful. Your contributions to the EOI and full proposal were invaluable. Its quite an incredible process, nothing can be left to chance. Your experience with previous bids, and independent perspective helped a great deal.”

Laureate Professor Kevin Galvin

FTSE, FIEAust, CPEng, PhD, DICr
University of Newcastle

“This was actually BETTER than the face-to-face last year - just seemed more targeted so well done on doing it via zoom.

ROPE Workshop participant

Monash University

“This is the first NHMRC guide I have read that makes perfect sense and truly guides the process. I am actually enjoying working on the top 5 publication section knowing exactly what is needed, thanks a million”

Applicant

“Sometimes you named things that had been lurking in our thinking but had not explicitly named, and other times it was a new insight that was really helpful for sharpening our focus and keeping the writing at the big picture level.”

Amanda Berry

Associate Dean Research
Faculty of Education
Monash University

“The feedback I received on my grant application to the Linkage program in late 2017 was the most helpful and thought-provoking advice on an application I have ever received. It encouraged me to think more strategically about the positioning of my project description, challenged me to avoid complacency and provided clear signals on how to be successful

Professor Andrew Beer

UniSA Business School

“I've scanned your very thorough comments. Superb work. Perfectly correct. It is just perfect that you not only feel free to rewrite my words but also suggest what I can do so that I can see what to do.

Applicant

UniMelb Arts

Our clients include:



Black Dog
Institute



Australian
National
University



BOND
UNIVERSITY



MONASH
University



Flinders
UNIVERSITY



EDITH COWAN
UNIVERSITY



Griffith
UNIVERSITY



THE UNIVERSITY OF
MELBOURNE



University of
South Australia



UNSW
SYDNEY



NeuRA
Discover. Conquer. Cure.



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