A Proposed Framework for Prioritising Research Support

Dipti Pandya
University College Dublin
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Our Problems and probably yours too!

<table>
<thead>
<tr>
<th>Icon</th>
<th>Problem</th>
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<tbody>
<tr>
<td>🕵️‍♂️</td>
<td>Too many Researchers/PIs/Applicants</td>
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<td>🤔</td>
<td>Too many queries</td>
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<tr>
<td>🗣️</td>
<td>Too many requests for help</td>
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<td>🚨</td>
<td>Not enough resources at our end</td>
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<tr>
<td>🆕️</td>
<td>Wish to focus on the provision of a parity of customer service – all equal</td>
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<td>🎒</td>
<td>Lack of understanding of our Value Proposition and key Purpose</td>
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<tr>
<td><strong>Research funding growth potential</strong></td>
<td><strong>Market share (share of funding)</strong></td>
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<tr>
<td><strong>HIGH</strong></td>
<td><strong>HIGH</strong></td>
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<tr>
<td><em>Funding market:</em> New priority areas with potential for large scale.</td>
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<td><em>Researchers:</em> Leading research teams in funder prioritised areas.</td>
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<td><em>Support:</em> More intense support and strategic investments to build research platform.</td>
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<tr>
<td><strong>LOW</strong></td>
<td><strong>CONTROVERSIAL</strong></td>
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<td><em>Funding market:</em> National schemes and mid-sized bids.</td>
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<td><em>Researchers:</em> High potential individual researchers in emerging areas.</td>
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<td><em>Support:</em> Targeted instrument support to build track record.</td>
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<td><strong>HIGH</strong></td>
<td><strong>LOW</strong></td>
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<td><em>Funding market:</em> Mature funding areas but not considered priority in medium/long term.</td>
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<td><em>Researchers:</em> Leading researchers and established research teams. Experienced in research funding systems and don’t need much help.</td>
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<td><em>Support:</em> Key objective is maintenance rather than growth. Focus on identifying areas for sustaining. Succession planning.</td>
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<td><strong>LOW</strong></td>
<td><strong>PET</strong></td>
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<td><em>Funding market:</em> Limited potential and low returns from research support.</td>
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<td><em>Researchers:</em> Limited research funding track records and limited CVs.</td>
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<td><em>Support:</em> Less one-to-one support – more templates and guidance notes.</td>
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• Large bids
• Priority research areas
• Alignment with funder priorities
• Research strategy development
• Removal of barriers e.g. admin

Support: Intense, hands-on

Question Mark ?

• High Potential – PIs and research areas
• Growth potential (not just € - strategic)
• Emerging areas of research capacity
• Build track record
• Pipeline

Support: Capacity building, long-game
Cash Cow €

- Mature areas
- Established research teams
- Fully supported at local level
- Experienced PIs

Support: Maintenance, Succession planning and Sustainability

Pet 🐶

- Limited funding potential — PIs and research areas
- Limited funding track record
- Variable funded research focus

Support: Local supports, Self-Service, peer support
Move towards Self Service – Researcher Lifecycle

**RESEARCHER JOURNEY**

**IDEA**
- Plan your research
- Identify Funding Opportunity
- Identify and engage partners and stakeholders

**PROPOSAL**
- Write your proposal
- Coordinate an EU Horizon 2020 proposal
- Write a proposal for a large-scale programme
- Review proposal
- Prepare and approve budget
- Approve and submit proposal
- Proposal rebuttal or additional submission

**WIN**
- Sign contracts and agreements
- Register your award
- Negotiate with third parties
- Mobilise your award – recruitment and procurement
- Secure Ethical Approval

**RUN**
- Report periodically to funder
- Manage finances, stakeholders and project schedule
- Scholarly / research outputs and activities
- Team training and development
- Changes to project

**CLOSE**
- Final report to funder
- Archive data
- Close account

**OUTCOMES & IMPACTS**
- Dissemination and Engagement
- Capture Impacts
- Commercialisation and consultancy
Progress and initial results

- Slow
- Cultural changes take time – on both sides
- Buy-in needed from all levels
- Empowerment to say “NO”
- Results are a LONG GAME (e.g. ERC)
- Pipeline
- Team flux
- Strategic approaches