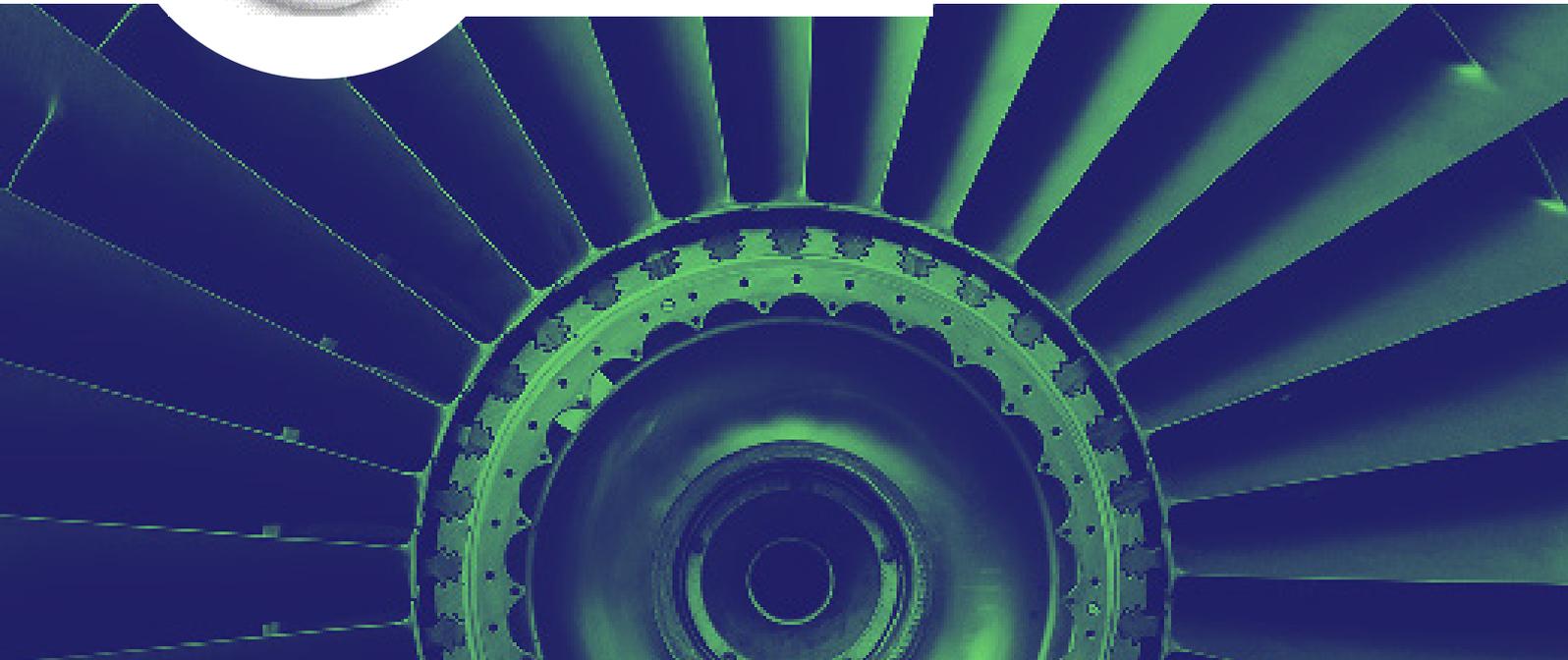




**GRANTED**  
CONSULTANCY



GRANTED CASE STUDY

# THE UNIVERSITY OF EXETER

Grant Writing Training Programme

## NEW OPPORTUNITIES

The University of Exeter undertakes around 1500 projects with businesses each year worth a total value of £60m, working with partners ranging from multi-national corporations to new start-ups. The University has over 22,085 students from more than 130 countries and encompasses world class research and a clear focus on high performance. Formed in 1955 It is ranked amongst the UK's top universities in the Higher Education league tables produced by the Times and the Sunday Times.

## THE CHALLENGE

Academic institutions can engage with R&D funding opportunities directly or in partnership with other organisations, often working collaboratively with SMEs (InnovateUK, H2020). The Innovation, Impact and Business team at the University of Exeter wanted to expand their knowledge of the grant funding landscape applicable to SME's and how to effectively support prospective SME research partners who have good ideas but limited or no previous experience of bidding for grant funding to maximise their chances of success.

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## GRANTED'S APPROACH

Granted approached this project by:

1. Developed a flexible and modular training package to suit the needs of the attendees
2. The package included a 1-day Expert Workshop, Webinars, Phone Support and an Expert Training Programme
3. The team was surveyed prior to the Expert Workshop to ascertain current experience and expected outcomes from the training
4. The 1-day Expert Workshop was planned and delivered to University of Exeter by leading bid writers from Granted Consultancy and included practical examples of approaches to grant writing



It is always a pleasure to be challenged by a room of knowledgeable and intelligent people. Our work with Exeter University was cross-department and led to unique insight into how we could improve cross-collaboration and expertise access across an intricate, diverse and sizeable organisation.

Granted Consultancy

## CONCLUSION

At the end of the workshop attendees gained the knowledge from our funding experts on how to avoid the pitfalls when applying for grant funding as well as how to improve collaboration opportunities, opening up greater access to funding. There are many different factors that will improve the chance of grant funding success, utilising the experience and knowledge of a grant writing professional can help to make this process easier.

## OUR SUCCESS

We have never failed to secure more money in grants, than we have charged in fees when working with an organisation on a defined multi-grant funding plan.



DEMONSTRABLE  
SUCCESS

Demonstrable success  
in securing funding  
(>£20m in 5 years).



DEEP  
KNOWLEDGE

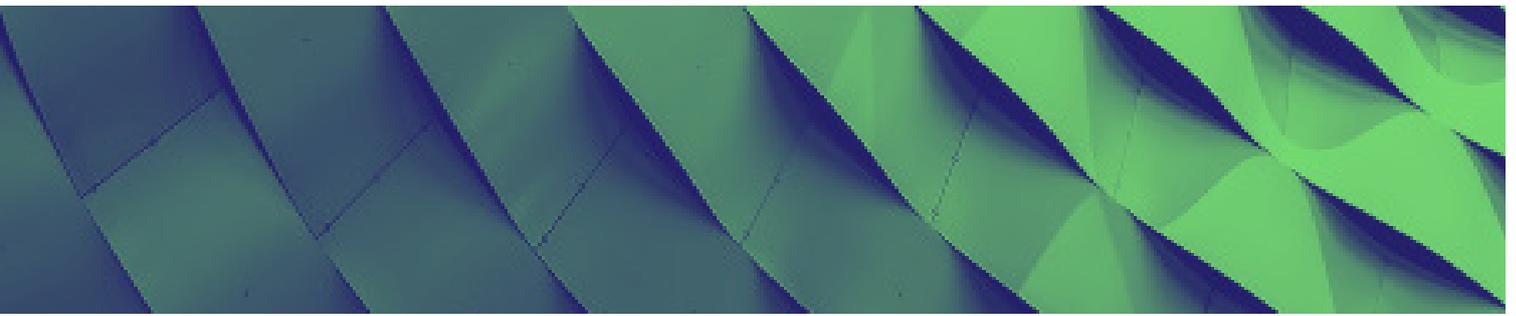
Deep knowledge of  
funding options, process  
and compliance.



EXCELLENT  
AVERAGE ROI

Excellent average ROI  
on fees paid for grant  
management (over 650%)

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