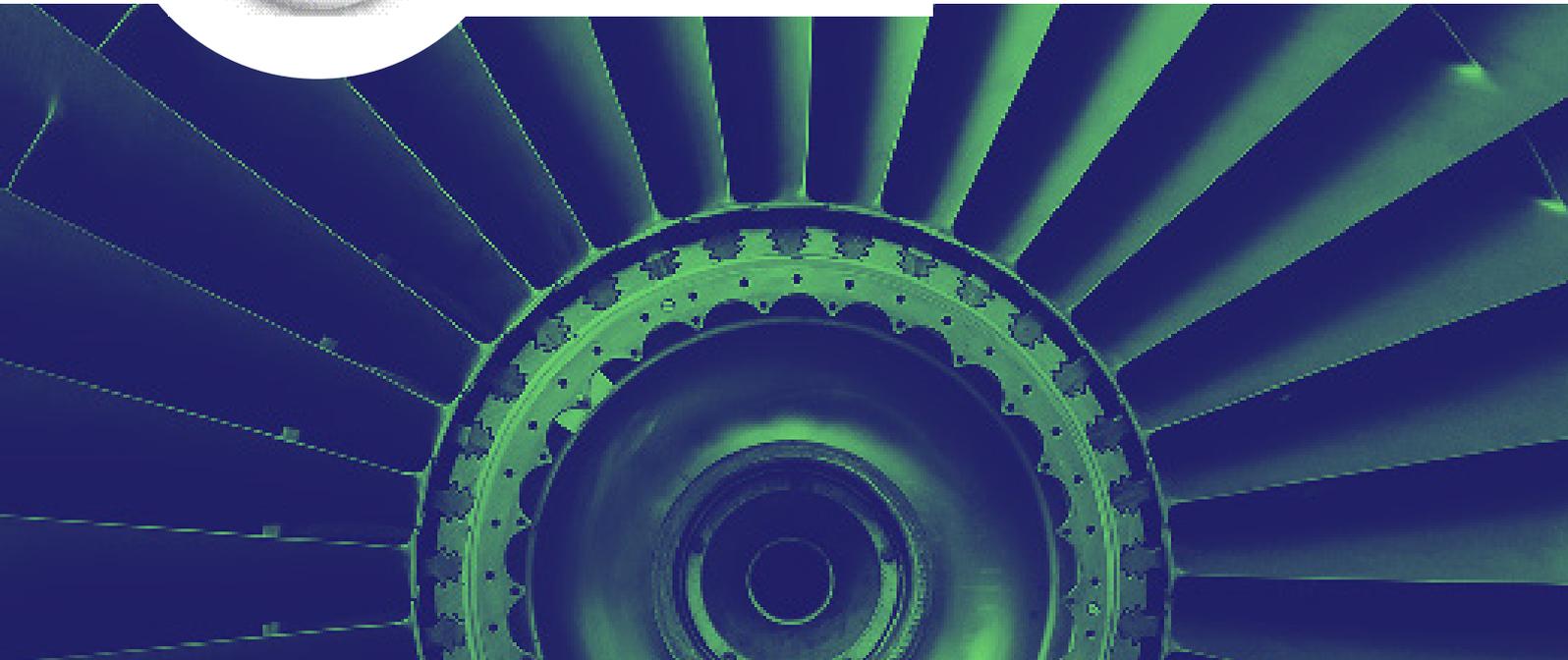




**GRANTED**  
CONSULTANCY



GRANTED CASE STUDY

# ROCHE DIAGNOSTICS LIMITED

Grant Writing Training Programme

## NEW OPPORTUNITIES

Roche Diagnostics Limited is a pioneer in healthcare committed to improving lives since the company was founded in 1896 in Basel, Switzerland. Today, Roche creates innovative medicines and diagnostic tests that help millions of patients globally. Roche is the frontrunner in personalised healthcare as one of the first companies to bring targeted treatments to patients. As the world's largest biotech company, Roche invests around £7bn in Research and Development every year - amongst the highest Research and Development spends in the world across all industries.

## THE CHALLENGE

A specialist team created within the Roche Group and based in the UK Head Office was assembled to look at leveraging R&D investment with external funding opportunities. This team has extensive experience in the biotech sector and its members have worked on some of the most innovative projects the company has been involved in.

This team set themselves the target of supplementing their R&D investment with UK and International R&D Grant Funding – both to secure additional investment and to work collaboratively with new partners on a global scale.

Team Leader, Amanda Matse-Orere, put out an RFP inviting the UKs most experience grant writing consultancies to tender for a training and support package to give her team the best chance of success.

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## GRANTED'S APPROACH

Having secured the tender, the Granted Team:

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



This team will be a success. They are motivated and understand the sector and technologies in their company. They just needed some insight into the often-opaque grant funding sector – Granted has been operating here since 2010. We are looking forward to working with Roche for the long term.”

Granted Consultancy

## CONCLUSION

Attendees on the training course were very positive overall, with 65% now feeling confident in writing grant applications on their own (up from 10% pre-training). Significant clarity was brought to understanding the scope of the various funds – a key concern of over 50% of the team before the training.

## HIGHLIGHTS

- Bespoke R&D Grant Training
- Drawing on real experiences and examples
- Offering on-going support and training
- Full grant writing service on demand



The morning workshops were very interesting. From a team perspective, it was also useful to exchange among ourselves on specific plans and feedback, considering that the team is split across different. Locations. I appreciated Granted's flexibility to answer our questions, alongside the scheduled workshops.

Roche Diagnostics Limited

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## 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

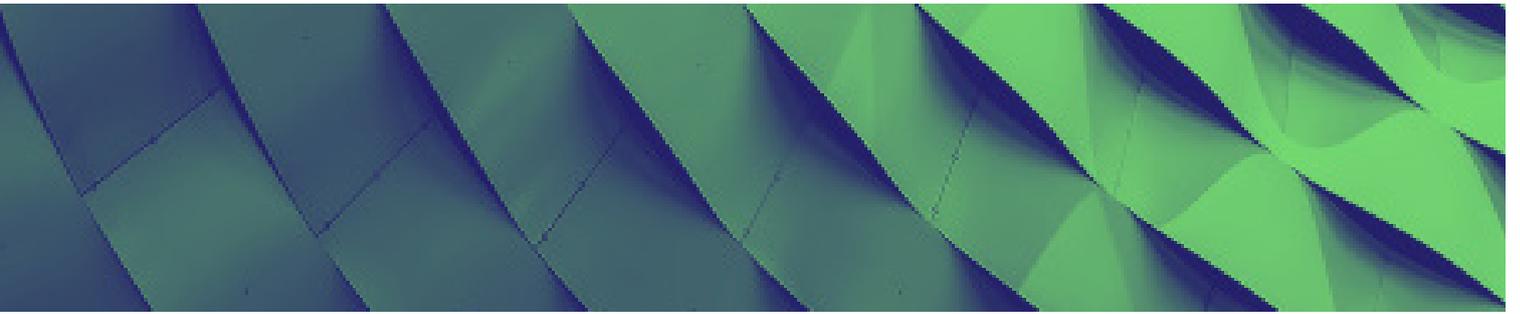
Deep knowledge of  
funding options, process  
and compliance.



EXCELLENT  
AVERAGE ROI

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

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