



## CRC and other Grant Applications

*“Distinguishing oneself by having a well considered commercial focus is increasingly the way to win the battle for competitive grant funding”*

Competition for grant funding is ever increasing. In this environment, an ability to demonstrate sound commercial outcomes, show an understanding of how the research addressed a market need and how these opportunities can be maximised has become a key determinant of successful applications. In addition, the skills and resources required to put together professional looking applications for large grants are significant impediments for most applicants.

### Why use CIS?

Over the past few years CIS has become skilled at coordinating large competitive grant applications and leading their commercial and financial components. We have helped a large and diverse range of research clients including CSIRO, the International Diabetes Institute, the Baker Heart Research Institute, La Trobe University and WEHI.

### CIS has developed particular expertise in:

- Project managing/coordinating the application process;
- Identifying and quantifying commercial opportunities;
- Engaging commercial partners;
- Business case development;
- Modelling the impact this research is likely to have on the economy;
- Developing budgets, including cash budgets;
- Facilitating interview preparation; and
- Producing management reports.

### CRC applications

CIS provides support for groups applying for Cooperative Research Centre (CRC) funding. Our role has varied from initiating and leading CRC applications to providing specific assistance in technical areas such as economic modelling and preparing financial reports that comply with the application guidelines. We have completed six CRC applications, of which four have received funding.

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In addition to the capabilities listed above, CIS has developed specific skill in:

- Building an economic model that reveals the return to Australian taxpayers from the CRC investment; and
- Providing financial templates that largely automates and integrates financial information into the on line application.

### For more information contact:

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