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Writing Winning Research Proposals

**YOUR WAY TO FUNDING**

# Our Workshops



## Innovative solutions to grant proposal writing

Our portfolio offers two workshop concepts designed to provide proposal writers with the environment and the tools to win funding for their own project in a time-efficient manner.

Our team of experts has more than 50 years of successful proposal writing experience, scientific writing, project management, strategy development, and interdisciplinary interaction.

### WRITING CAMP

The Writing Camp is a fast track to a grant application through an assisted writing process supported by professionals. The Writing Camp design will accelerate and professionalise your writing process in a productive environment together with other scientists.

### WRITING LAB

A personalized writing and learning experience in which your research consortium prepares a proposal under the guidance of proposal writing experts in a tailored working environment.

# Our concept makes the difference

## *What we offer:*

- ✓ An intensive and creative working environment
- ✓ A live proposal writing experience
- ✓ Work in an interdisciplinary group
- ✓ Individual review and feedback about your proposal from professionals
- ✓ Expert information on grant proposal specificities
- ✓ Background information on European policies and how to use this when designing your own proposal
- ✓ Support to design, structure, and create contents in line with the Guide for Applicants for grant proposals
- ✓ Workshops are run in Berlin or at a chosen location

## *What you gain:*

- ✓ Live assistance by professionals to accelerate your writing process
- ✓ Intensive coaching for writing grant proposal applications
- ✓ Insider information and writing tips from professional proposal writers
- ✓ Individual feedback and coaching
- ✓ An opportunity to informally share and learn with other scientific disciplines
- ✓ The chance to optimise proposal writing in terms of time and quality

## *Why we are different:*

- ✓ Our workshops put theory into practice
- ✓ Our workshops give you support to work intensively and efficiently on your proposal
- ✓ Our team is a 'sounding board' to help you improve your text
- ✓ Our team of professionals offers you insights based on success in proposal writing, scientific writing, project management, science strategy development, network management, and interdisciplinary interaction

## *You will benefit from:*

- ✓ The guidance of uniquely experienced coaches who have secured hundreds of millions of Euro funding for biological, life sciences and health research and have taught dozens of writing workshops for diverse scientific audiences
- ✓ A structured and intensive writing program designed to ensure that you meet ambitious but realistic writing goals
- ✓ Expert mentor feedback on your proposal's research concept, design and financial plan as well as the structure, clarity and persuasiveness of your text
- ✓ A creative and inspirational environment in which the support of your peers will challenge and further enhance your research ideas



# Writing Camp

The Writing Camp is a fast track to a grant application through an assisted writing process supported by professionals. The Writing Camp design will accelerate and professionalise your writing process.

DURATION	3 days
WHO	The Writing Camp is aimed at junior researchers preparing to become principal investigators, project leaders or consortium coordinators who need to write a grant proposal.
WHAT	Participants come with an outline of their proposal. During the Writing Camp, our team of coaches will provide expert guidance to further structure, complete and polish the proposal draft.
HOW	<p>We offer a comfortable and intensive working environment that immerses you in the writing process with the goal of making this a more efficient and even enjoyable experience.</p> <p>Unlike conventional workshops and introductory proposal writing courses, we offer hands-on training and direct transfer/ implementation for your own proposal.</p>
RESULT	During the Writing Camp we will accompany you in transforming your project idea to the first draft of a proposal.
PRACTICALITIES	During the workshop the participants will have internet access and must bring their own laptop. Participants will work in pairs to enable mutual feedback and benefit from interdisciplinary interaction. All participants will be required to complete a Non-Disclosure Agreement in order to ensure the confidentiality of all research ideas and to foster intellectual exchange among Writing Camp participants.

# Program

## BEFORE THE WORKSHOP

Five days before the workshop starts, the participants submit an outline indicating their call topic, project idea and overall concept. Individual feedback is provided on day one of the workshop.

## 3-DAY CAMP

Focus on writing your own proposal with the help of experienced and professional coaches. You will receive:

- ✓ A short introduction to the work programme and to the specific call
- ✓ Training in reading and interpretation of your specific call text: Here you will learn to read the call text carefully and analyse the contents in the context of your project idea.
- ✓ Introduction to specific parts of the proposal template: We provide you with detailed information on how to structure the sections of the proposal.
- ✓ Project concept design: Introduction to project strategy and concept positioning, design of PERT diagram.
- ✓ Project structure: work packages / milestones / deliverables – Gantt chart.
- ✓ Mock Reading of your draft: Here the trainers will comment on your draft and check if your concept and overall design is in line with the formalities and evaluation criteria.

## ORGANISATION

The Writing Camp will start each day at 09:00 allowing you to work on your proposal until 19:00 in the night. Lunch and coffee will be provided for the participants, a joint dinner can be arranged for the participants.



## Writing Lab

A personalized writing and learning experience where you prepare your proposal with your project partners with the guidance of proposal writing experts in a tailored working environment.

DURATION	2.5 days
WHO	The Writing Lab is specifically designed for consortia of researchers, academic institutions, and companies who are in the preparatory phase for a grant proposal under Horizon 2020 and plan to submit within the following 3 – 4 weeks.
WHAT	Participants prepare a first outline of their project idea. The expert team guides them towards the generation of a competitive proposal from the draft to a pre-final version by the end of the Proposal Writing Lab.
HOW	By providing live support, we accelerate the development of the proposal. The experts accompany the writing process, providing direct input and feedback. Our method adds value to your proposal by offering personalized and adaptive instruction on the proposal sections, with integrated guidance to refine and optimize your proposal. You will have access to our vast practical experience in supporting more than 100 project applications under Horizon 2020 and national funding bodies.
RESULT	We will guide your consortium to develop a full proposal from a draft to a level that is close to finalisation.
PRACTICALITIES	The workshop is run at your chosen location. The Internet will be accessible and you must bring your own laptop.

## Program

### PREPARATION

3 days before the Writing Lab, the consortium sends us the current draft of the grant proposal. The experts will mock read the draft and provide specific feedback on day one in the afternoon session.

### DAY 1

- ✓ Introduction to the relevant work program (general and specific call)
- ✓ Analysis of the call text, alignment with the proposal concept and recommendations on how to improve the concept in accordance with the challenge and scope of the call.
- ✓ Feedback session on draft
- ✓ If necessary, redesign of the overall aim, objectives and respective workplan
- ✓ Distribution of tasks within the group
- ✓ Individual writing, coaches are available in the room for questions.
- ✓ Feedback to the team about the progress, harmonization of the sections

*The program will end at 19:00 in the evening; joint dinner.*

### DAY 2

- ✓ Feedback to group from overnight review of the sections
- ✓ Morning session: Impact and Implementation details: discussion
- ✓ Teamwork writing

- ✓ Writing Impact and Implementation with guidance by one coach.
- ✓ Group discussion on specific questions generated by the group
- ✓ Teamwork writing
- ✓ Draft submission to the coaches (preparation of feedback by the coaches)

*The program will end at 19:00 in the evening; joint dinner.*

DAY 3

- ✓ Feedback Session
- ✓ Refinement of sections by teamwork writing
- ✓ Closing remarks

*The Writing Lab will end at noon of day 3.*

OPTIONAL MODULES

As an option you can also book the following additional modules for the Writing Lab:

**INDIVIDUAL INTENSIVE CONSULTING:** You can book an expert for intensive support and advice on specific sections of the proposal. Please contact us for further details before the workshop.

**COMPOSITION OF DEFINED PROPOSAL SECTIONS:** You can book our experts to participate in the active writing process for defined sections of your proposal. Please contact us for further details before the workshop.

Our Prices

WRITING CAMP

PARTICIPANT NUMBER	WRITING CAMP (3 DAYS)
5 persons	1.900 € / pers.
From 6 to 10 persons	1.600 € / pers.
From 11 to 15 persons	1000 € / pers.
Optional: Individual intensive coaching (incl. preparation time)	150 € / h

WRITING LAB

CONSORTIUM	WRITING LAB (2.5 DAYS)
up to 10 persons	8.000 €
> 10 persons	Additional 250 €/ pers.
Optional modules:	Please contact us for further enquiries.
Optional: Individual intensive coaching (incl. preparation time)	150 € / h

(Prices are indicated without VAT)

## The Team



**SUSANNE HOLLMANN** (PhD) has outstanding expertise in the development and management of scientific projects, especially in EC programs and German funding initiatives. She is specifically involved in initiatives on synthetic and systems biology and consults in the communication and transfer of results to the public. Susanne has extensive experience in reading the fine print of governance rules ensuring that the applications conform to the guidelines. She helped to secure more than 50 Mio € for her customers. Susanne engages in initiatives on standards and SOPs in systems biology and is currently member of the ISO/TC 276 committee on biotechnology and Chair of the Cost Action CA15110 (CHARME). She holds a Ph.D. in Biochemistry and co-founded several companies. The most recent foundation was SB Science Management UG located in Berlin. SB Science Management UG offers training and consultancy for Horizon 2020 and other funding programs, as well as project management and strategy development.

**PASCAL KAHLEM** (PhD) provides services of grant writing and management of scientific research projects. Pascal was trained as a human geneticist and defended his PhD in 1999 in Paris (France). After a scientific career where he studied the molecular mechanisms of various human genetic diseases in 5 different laboratories in France and Germany, Pascal moved in 2006 into the field of scientific project management with the coordination of a 21-institution pan-European FP6-funded research project on Systems Biology at the European Bioinformatics Institute in Cambridge (UK). Since then Pascal has managed 5 large EC-funded consortia for the European Bioinformatics Institute, wrote scientific projects for

large EU consortia, and organised international trainings and meetings of various sizes. In 2013 Pascal founded an SME, Scientific Network Management SL, employing up to 3 managers to offer grant writing services (European Commission FP7 and H2020 grants; national grants in UK and Switzerland) in the field of life sciences and bioinformatics. Since then Pascal raised EUR 30 million in grants for his clients.

**BABETTE REGIERER** (PhD) graduated in Biology and Theology and did her PhD in the field of Plant Molecular Biology. Babette specialised in science management and strategy development across the areas of health, plant sciences, bioinformatics as well as systems and synthetic biology. Since 2001 she worked as a professional proposal writer. Babette is consultant for strategic development and co-founder of SB Science Management UG. Her experience encompasses more than 15 years of active participation in project development, design, and writing of competitive project proposals for national and international funding programs including the EU Framework programs. Her successful proposal writing activities have secured funding of EUR 75 million. Babette has taught proposal writing not only in Germany but also in Latin America and in Egypt.



## The Team



**JONATHAN WATSON** (PhD) did his PhD in the field of men's health at the School of Medicine, University of Aberdeen. After 18 years he left the NHS from his final post as Director of Research and Evaluation at a national health agency in Scotland. This was followed by 6 years of consultancy in the UK and EU for governments and public authorities/services. He founded Health ClusterNET as an INTERREG IIIC funded network operation (2005) translating it into a non-profit R&D performing SME in 2008. HealthClusterNet is a partner in several current Health programme and H2020 projects focused on use of EU Structural Funds (ESIF) and enabling health innovation in EU13 regions. He also works with consortia primarily in the cancer and translational research fields to prepare H2020 proposals. He has held expert advisory and technical consultancy roles with the European Commission, WHO and special/visiting honorary professorships. Since 1993 he has authored and edited books, book chapters, peer-reviewed papers, working papers and policy briefings. He is an external evaluator for the H2020 Health Programme.

**BRIAN CUSACK** (PhD) holds a PhD in Genetics from Trinity College, Dublin and has performed postdoctoral research in the field of evolutionary genomics at the Ecole Normale Supérieure in Paris and at the Max-Planck Institute for Molecular Genetics in Berlin. In 2012, Brian co-founded Science Craft, a Berlin-based company that addresses the transferable skills needs of life scientists by providing training workshops on Scientific Writing, Proposal Writing, Data Analysis, Data Visualisation and the Peer Review process. Since 2012 he has taught more than 80 workshops for a diverse audience of researchers at a multiplicity of career stages ranging from Master's students to junior Group Leaders.

In addition to the Writing Camp and Writing Lab the experts offer additional services such as grant proposal assessment, proof reading and editing.

Please contact us for more information:

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