



OUR GRANTS PRACTICE

The Hanover Grants practice provides grant development and research solutions to higher education and healthcare clients. Hanover’s grants professionals provide customized proposal review, revision, or production support to clients, while also helping to align their needs and strategic priorities to federal, state, and foundation funding opportunities.

SAMPLE FUNDERS

FEDERAL

- U.S. Departments of:
  - NSF
  - ED
  - NIH
  - NEH
  - DOD
  - NEA
  - DOL
  - DOJ
  - HHS
  - HUD

FOUNDATION

- Bill & Melinda Gates Foundation
- Robert Wood Johnson Foundation
- AstraZeneca HealthCare Foundation
- Lumina Foundation
- Hearst Foundations
- Patient-Centered Outcomes Research Institute (PCORI)

CORE CAPABILITIES

PRE-PROPOSAL SUPPORT

- Funding prospect research
- RFP and funder analysis
- Grants calendar for specific grantmakers
- Literature review and best practices research
- Concept paper development
- Partnership research and recommendations

PROPOSAL DEVELOPMENT

- Federal proposal production
- Foundation proposal production
- LOI production
- Program and research design consulting
- Comprehensive proposal review and critique
- Declined proposal consulting and redevelopment
- Grant application renewal
- Proposal production management

CAPACITY BUILDING

- Grantseeking strategy development
- Peer analysis and regional scan
- Grantsmanship training and workshops
- Grants policy manual
- PI mentoring and training (e.g., advising on project rationale, implementation, evaluation plan)
- Relationship building strategies

GRANT DEVELOPMENT TEAMS

TWO KEY CONTACTS	GRANTS SPECIALISTS
<p>The <b>Content Director</b> manages the client workflow by scoping and planning project requests and connecting clients with grants consultants best suited to meet their needs.</p> <p>The <b>Relationship Director</b> manages the Hanover contract and ensures that the client is accessing and satisfied with our services.</p>	<p><b>Grants Consultants</b> Provide: Proposal production and review services; program development consulting; grantsmanship training workshops; and project mentoring.</p>
	<p><b>Grants Researchers</b> Conduct: Grants prospecting reports; RFP analyses; and funder profile reports.</p>

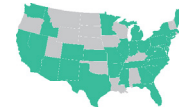
OUR SUCCESS

- TOTAL AWARDS**  
\$187.3MM
- FEDERAL AWARDS**  
\$138.6MM
- STATE/MUNICIPAL AWARDS**  
\$35MM
- FOUNDATION AWARDS**  
\$13.8MM

FUNDING IMPACT



**\$847,478**  
AVERAGE AWARD SIZE



**HANOVER AWARDS SINCE 2011**



**\$20MM**  
LARGEST AWARD WON

“Partnering with Hanover was a strategic move to increase research revenues. Our successes have been substantial and immediate. Hanover has been a sound investment in uncertain times.”

- Dr. Cindy Sagers  
Associate Vice Provost  
University of Arkansas  
NSF Grant Awardee