

successful proposal

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12:43

F. Pando

Deliver what they ask for

- Read proposal

Identify

The goals of the program

Partners

Evaluation criteria

Go-no go conditions/requisites

Nice things

Formal requirements

Forms to fill

Requested documentation

Guidelines

- Is this call a go?

- Do your research

Visit web page of donor

Do you know anyone inside the system?

Use him/her

Find successful projects and use them as templates

Identified a past funded project that fits into what you need or could do

Identify and appropriate buzz language

Examples

Data provider / participant center

Contributing to GBIF /setting up a new portal

Data sharing / data repatriation

Primary data /label data /specimen metadata

Look for aids

Phone numbers / addresses that take questions

Subsidies to prepare projects

Calls for feasibility studies

Identify expected project size

So aim for a project of the right size

- Writing

- Add details but be as concise as you could be

- Pay attention to:

Clarity

Measurability

Adherence to the proposal

Follow the recommended lay-out

Credibility

You are going to do with the money what you say you are going to do.

track record of the partnership

You have to prove that you know how to do what you want to do

(having done that before is the best way)

- Re-read; show draft proposals to other people, you need to provide a view of the forests, not the trees
- Fancy title
- Known-nos
 - Add extra results, objectives & tasks outside the scope of the call to make the project nicer.
Extra results need resources that would be applied to tasks in which the donor (or the evaluators) are not interested.
 - Lying
 - Start too late
 - Forget to make back-ups
- Do if you can
 - Evaluate projects
 - Do not punish the evaluators
 - Tidy lay-out
 - Do not use cryptic acronyms or obscure references
 - Provide summaries /numbers
- What else
Difficult, hard to understand calls are the best
Many donors love:
 - exit/sustainable strategies built-in
 - Cross-cutting
 - Synergy