

Case Study

InfoReady
+ ProQuest
Pivot®

MCIRCC
UNIVERSITY OF MICHIGAN



25
hours saved
each month

Using InfoReady with the Pivot integration has saved MCIRCC 25 hours researching and entering opportunities each month.

With its members more engaged with grant opportunities and its team freed up to spend more time on proposal writing, the Center is able to secure more funding.

The Michigan Center for Integrative Research for Critical Care, part of the University of Michigan, uses multiple scientific disciplines to research new innovations to prevent and cure critical illness and injury.

MCIRCC sought to:

- Reduce the amount of time their Proposal Development Unit Manager spent searching for grant opportunities and entering the information into another system.
- Implement a central system that made it easier for members to engage with grant opportunities.

SITUATION

MCIRCC's Proposal Development Unit was struggling with the manual system they used to identify and share grant opportunities with their members.

The manager of the unit spent at least one full day per week finding grant opportunities and then entering all the information on each opportunity into a spreadsheet. She would often work overtime just to complete this task without disrupting her other work. This system was further complicated because each week she would email the spreadsheet to the Center's members who would then save it on their own computers. As a result, there were hundreds of versions of the spreadsheet in existence. Not only did each member have multiple versions of the spreadsheet, but the document itself was hard to understand. It was incredibly long and opportunities with rolling dates didn't necessarily get moved back up to the top. Members really disliked working with the spreadsheet.

SOLUTION

MCIRCC implemented InfoReady with their Pivot Integration.

When Richelle Wiehe became the new Manager of the Proposal Development Unit, she quickly implemented InfoReady and began utilizing the integration between InfoReady and Pivot. Pivot is a web-based research tool that provides a comprehensive source of global funding opportunities, making it easy for people like Wiehe to research grant opportunities suited to her center. InfoReady integrates seamlessly with Pivot, allowing Wiehe to search for opportunities and then simply click a button to move all the data on the opportunity into InfoReady. Wiehe further set up Pivot to send her updates each week on what opportunities were new for her preferred keywords.

With InfoReady, MCIRCC now publishes opportunities in a single, central location. Current opportunities remain visible even as Wiehe adds new opportunities. There's no more downloading cumbersome spreadsheets and Wiehe can now measure members' engagement with opportunities by tracking page views.

RESULTS

Wiehe now spends no more than two hours per week hunting for opportunities and entering data. Saving 25 hours each month frees her up to focus on the important work of proposal writing.

The Center's members love engaging with opportunities in InfoReady, describing it as a "very professional" system.

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