



6 Roadblocks

To Delivering Research Excellence

Colleges and universities often use their research excellence to stand out from the crowd. Your research efforts are a top priority for your institution, especially when many of your activities depend on research funding. You also improve your reputation in academic circles with a strong research focus, allowing you to attract distinguished faculty.

You have three major focus areas when you want to deliver research excellence:

1. Maximizing research funding gives you the necessary revenue to provide researchers with the resources they need to finish projects and publish their findings.
2. You need systems in place for encouraging research collaboration and cooperative bidding in order to ensure quality research output.
3. Talent acquisition and retention is a major focus, as you can't get the best-quality research if you can't retain your top researchers. The talent recruitment processes are not only essential for getting the best talent into your institution; they're also essential for building long-term relationships with your researchers and recruiting the right specialties for your research efforts.

It's not enough to simply know your focus areas for delivering research excellence. You also need to recognize the six roadblocks standing between you and your institution's goals. When you fully understand the problems you face in each of these focus areas, you can find the exact solutions you need to achieve your research aspirations.



1

Snowballing rules for funding and government compliance

Increasingly complex institutional rules for bidding and grant management make it difficult to secure the funding you need for your research projects. If your system doesn't track the latest compliance requirements, you could miss funding opportunities. You need an award-management system to guide you through the red tape, so you aren't caught unaware.

2

Increasing competition for research funding

You have rising competition from other institutions for research funding. You need to focus on the funding opportunities with the best potential to be awarded to your institution, as well as those that meet your funding needs. A grant management system with pre-award management allows you to effectively identify opportunities that best match your institution's qualifications and needs. You avoid wasting time, money and resources on research funding that doesn't match your expectations so you can focus your efforts on the funding that does.

3

Disconnected systems

You're sitting on a lot of data relevant to your research efforts, but a lack of integration makes it impossible to use this information for meaningful decision making. You have data silos separating research projects and departments, leading to data quality issues, lower productivity and a lack of visibility into your institution's research resources. When researchers find it easier to pass research data via USB drives, you have a major roadblock. You are sitting on a substantial amount of data gathered from every department and person in your institution. Your systems need to talk to each other in order to make the most effective use of your existing assets.

4

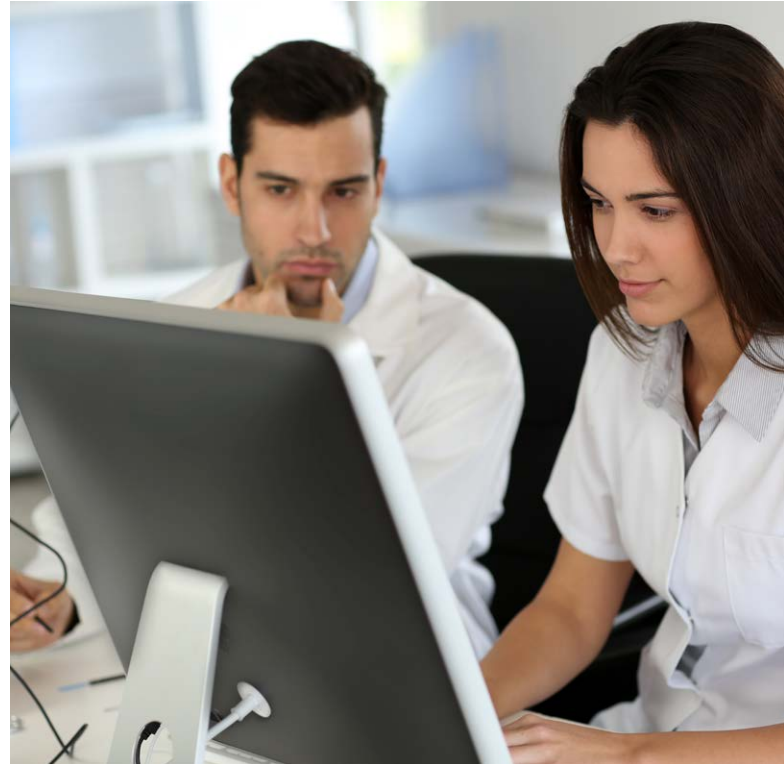
No collaboration for joint bidding

Data silos also make it difficult for researchers to collaborate with each other for joint bidding. Collaborative research is common, but older systems make it difficult to track these bidding opportunities. In the worst case scenario, you miss out on valuable collaborative research because it's impossible to secure the funding with an older award-management system. You don't have the luxury of missing out on funding opportunities because your systems don't support the current academic climate. If you fall behind in the research game, it's hard to get back up to speed to achieve your goals.

5

Unable to identify the right people to do the research

Do you have a system in place detailing the researchers available at your institution, such as their specialties, interests and prior publications? You may have a brilliant researcher on hand who is perfect for several projects, but the respective departments don't have any visibility into researcher capabilities. Your institution can't maximize quality research output without access to researchers across every department. With an integrated system, research projects in your institution can look through faculty and staff to find the people best suited for the project. Instead of making do with second-best options, they can dedicate themselves to finding the best people available in your institution. You improve your research quality when you give access to the research assets needed to get the projects done correctly.



6

Lack of visibility into researcher availability

Sometimes systems provide access to researcher specialties, but then they fail to provide availability information. Researchers get overworked and burnt out because they're juggling multiple projects at once, while other qualified faculty are left on the bench or with un-stimulating work. Your researchers can't productively plan their time when the availability information is unclear or unavailable, and you will have a difficult time retaining under-utilized researchers.

Many institutions make their names through their research excellence, but you need to make it past your problems with research asset visibility and award management systems. Overcome these six roadblocks to your research success with the digital solutions available from Unit4.

Find out more about how we can help you reach your full research potential, **visit**

www.unit4.com/research-management

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