

**RESEARCH  
INTELLIGENCE :  
HOW TO BECOME A  
FUNDING SLEUTH**



**KIMBERLY PRATT, MA CRA**

**SRAI PRE-AWARD SECTION MEETING, 2026**



# WHO AM I?

- ❑ DIRECTOR, OFFICE OF RESEARCH DEVELOPMENT  
OHIO UNIVERSITY
- ❑ 15+ YEARS OF EXPERIENCE  
IN BOTH RA AND RD
- ❑ SRAI DISTINGUISHED  
FACULTY
- ❑ MYSTERY AFICIONADO



- ✓ Define research intelligence and its role in strategic research development and administration
- ✓ Identify key data sources and tools for analyzing funding trends and opportunities
- ✓ Piece together clues to uncover your institutional strengths aligned with funding opportunities



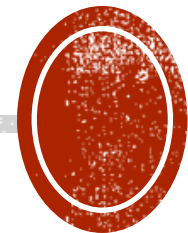
**TODAY'S  
MISSION:  
YOU WILL  
LEARN TO**

**Research Intelligence (RI)**  
is the

collection, analysis, and  
interpretation of research  
data

to provide insights that  
support strategic decision-  
making

for individuals, institutions,  
and funders



# WHY DO RESEARCH INTELLIGENCE?

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# WHODUNNIT? YOU DO!

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Research  
Development  
Professionals



Pre-Award  
Specialists

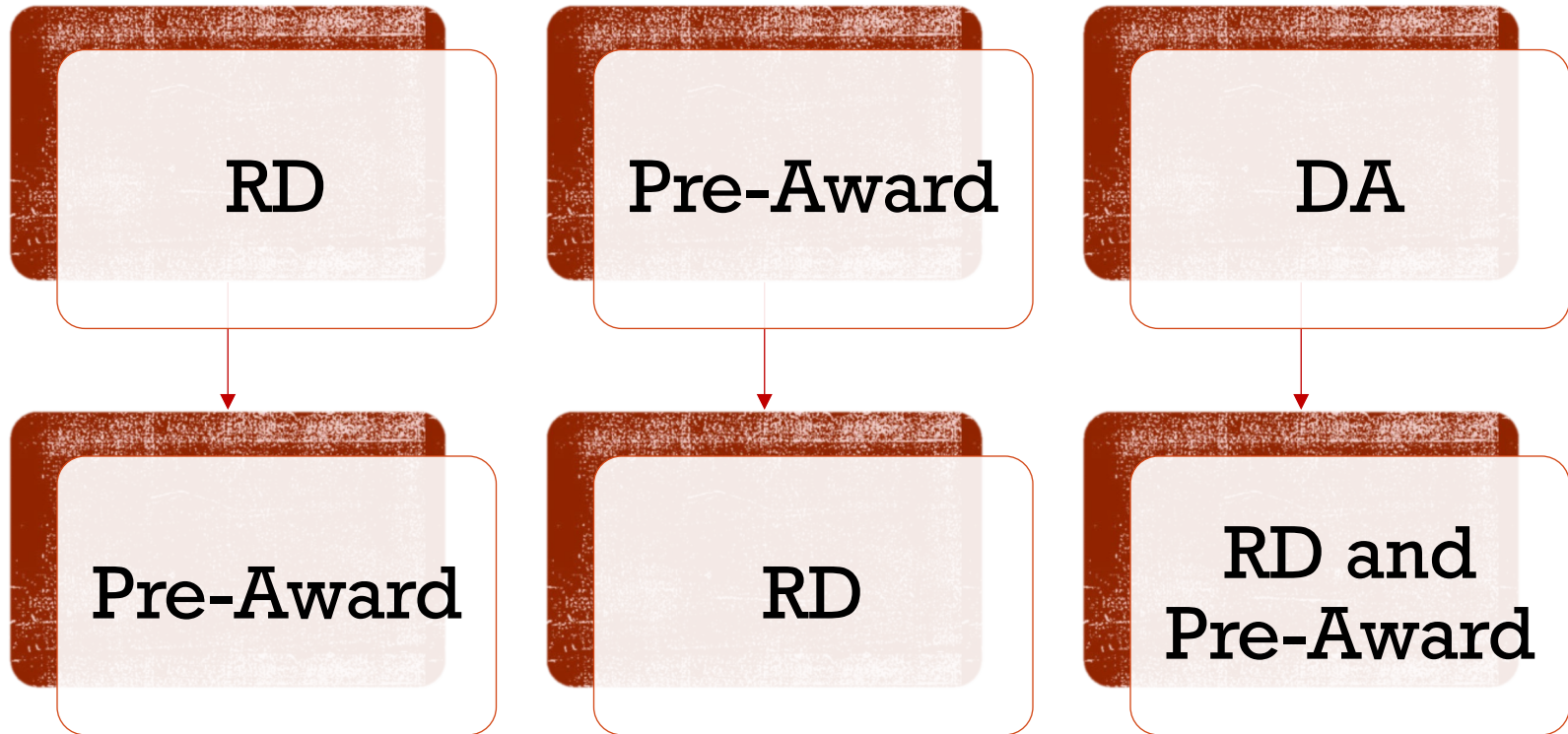


Departmental  
Administrators

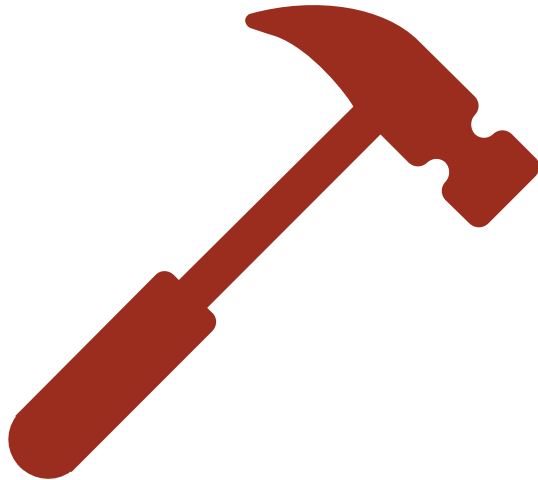


# COLLABORATIVE RESEARCH INTELLIGENCE

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# DISCOVERY RI TOOLS



- **Scopus** - Comprehensive database of publications.
- **SciVal** - Analytics platform for benchmarking institutional performance and identifying collaboration opportunities.
- **Web of Science** - Citation database for literature.
- **InCites** - Offers advanced analytics for institutional research impact and benchmarking.
- **Altmetric** - Tracks attention and engagement for research outputs across social media, news, and policy documents.
- **OpenAlex** - Open-source alternative for scholarly metadata and analytics.
- **Connected Papers** – Visual mapping of research areas to understand adjacent or emerging fields
- **Social Science Research Network** – shares preprints and other early-stage research, to connect scholars worldwide across disciplines.

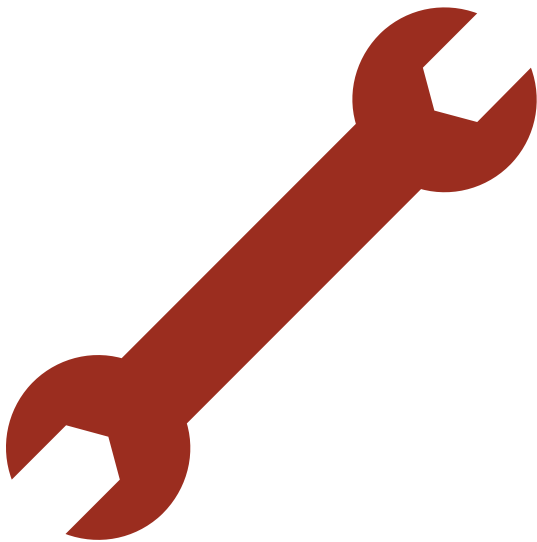


# AI IN RI TOOLS

- **Perplexity** – Quick, cited searches on agency priorities, programs, and emerging trends
- **Elicit** – Scans literature and research questions to support concept development and broader impacts
- **Scite** – Contextualizes citations to understand how prior work has been supported or positioned
- **Semantic Scholar** (AI features) – Rapid insight into funded research areas and influential authors
- **Dimensions** - Provides global research funding data, publication metrics, and collaboration networks.
- **Otter.ai** – Meeting transcription and action-item summaries (particularly helpful for debriefs and listening sessions)
- **Tableau or Power BI** - Visualization tools for creating dashboards from research and funding data.



# FUNDING & SPONSOR INTELLIGENCE TOOLS



- **Academic Analytics** - Data-driven insights into academic research
- **Atom Grants** - AI-enabled research funding search and tracking
- **Pivot-RP** - Funding opportunity database with researcher profiles. Helps match faculty expertise to relevant funding calls.
- **SPINPlus** - Funding opportunity database
- **GrantForward** - Curated funding opportunity search engine. Includes recommendation features based on researcher profiles.
- **NIH RePORTER & NSF Award Search** - U.S. federal databases for funded research projects. Great for analyzing sponsor trends and identifying potential collaborators.
- **USAspending.gov** - Authoritative source for tracking U.S. government funding awards



# THE CASE OF THE MISSING GRANT

Grab your  
magnifying  
glass —  
funding  
clues await!





## **CASE FILE**

- **1. Briefing**
- **2. Investigation**
- **3. Discuss Solution**

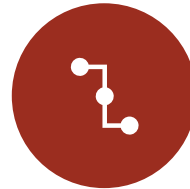


# MYSTERY-SOLVING TIPS

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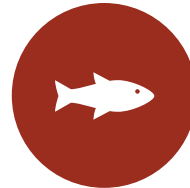
Follow the  
Evidence



Connect the Dots



Think Like a  
Detective



Spot Red  
Herrings



Use Research  
Intelligence Tools



Look for Patterns



# INVESTIGATOR PROFILE

- Dr. Alex Morgan
- Associate Professor of Biomedical Engineering
- Horizon University (R1 Research Institution)
- Dr. Morgan's project on AI-driven personalized cancer treatment has lost its primary funding source. The research team needs a new sponsor to keep the project alive.



# FOLLOW THE CLUES



**Sponsor A:** Focus on AI in healthcare; awards \$500K annually; deadline in 3 months.



**Sponsor B:** Prioritizes sustainability research; prefers multi-institution collaborations.



**Sponsor C:** Seed funding for high-risk/high-reward projects.



**Institution Strength:** Ranked top 10 in biomedical engineering; recent AI-driven cancer study published.



**Global Trend:** Surge in AI applications for personalized medicine.



# CAN YOU CRACK THE CASE?

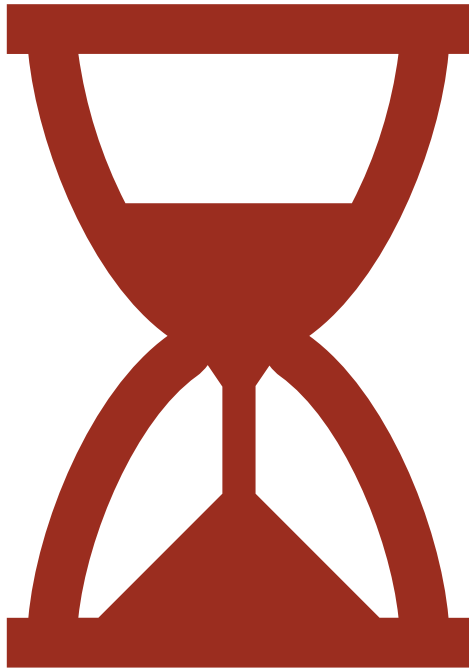


- Which sponsor best aligns with the PI's expertise and project goals?
- How do the sponsor's priorities match the institutional strengths?
- Are there any gaps the PI needs to address?
- What global trend or impact does the proposed project address?
- What are the key requirements for eligibility?
- Are there any red herrings in the clues?
- Why should this sponsor fund the project?
- What risks or challenges might arise with this sponsor?

**DEBRIEF:**

WHERE SHOULD DR.  
MORGAN APPLY?





# BUT WAIT...

Sponsor A has just moved its application deadline up by two months due to high demand. The new deadline is now only **1 month away** instead of 3 months.

- Does this change your decision? Why or why not?
- How would you adjust your proposal timeline to meet the new deadline?
- What might you need to do to strengthen your case?





# QUESTIONS?

**Kimberly Pratt, MA CRA**

Director, Office of Research Development

Ohio University

[prattk@ohio.edu](mailto:prattk@ohio.edu)

