The Value of Research Development

Stories of How Attending a NORDP Conference Led to Strategic Research Partnerships

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Who We Are – Research Development Professionals (RDP)

• Who are research development professionals?

"Research Development professionals support the efforts of faculty to secure extramural research funding and initiate and nurture critical partnerships throughout the institutional research enterprise, among institutions, and with external stakeholders. With the goal of enabling competitive individual and team research and facilitating research excellence, the National Organization of Research Development Professionals will develop and share best practices for attracting and managing research funding, and facilitate building and implementing collaborative services and resources that span across disciplines, and cross administrative boundaries within organizations and beyond, in order to foster multi- and interdisciplinary research excellence.” (from NORDP website)

• Significance of attending conferences for successful and meaningful networking
Eileen Murphy

• PhD in Environmental Science

• Scientist for 21 years (manager for 8 years) with a government research program

• Research development for 8 years with several titles:
  • Research and Grant Facilitator
  • Director of Research Development
  • Senior Director for Corporate and Foundations Relations
Domarina (Domi) Oshana

- PhD in Research Methodology from Loyola University Chicago

- Social scientist by educational background; 18+ years in research development

- Currently, I help find and fund potential cures for cancer as Director of Research and Grants
Kimberly Eck

• PhD in Epidemiology

• Director of Research Development, University of Tennessee, Knoxville

• More than 8 years of research development experience
Justification for attending conferences

• What is the return on the travel investment?

• Why this one? Aren’t you already going to…
  • Research administration conference
  • Corporate relations conference
  • “Disease” conference
  • Fundraising professionals conference

• As the research landscape shifts, so too must those supporting research at the university.

• Rewards: institutional (partnerships) and personal (career advancement)
Success Story – Partnering for Research

• Convened a panel presentation for 2015 conference.
  • Visibility
  • Networking
  • Experience presenting
• Continued conversation with Domi afterwards (numerous networking opportunities throughout conference)
• Continued dialogue with Domi immediately after conference
• Continued dialogue with Domi and researchers
Partnering for Research: A Systematic Approach

- **Goal-Oriented Networking:** Came to NORDP 2015 with a goal to connect with leading academic research institutions seeking dollars for clinical research.

- **Intentional Presentation Selection:** In advance of conference, intentionally selected presentations to attend during concurrent sessions that aligned with my goal.

- **Proactive Introduction:** At the end of Eileen’s session on “*It Takes Two: Research and Foundation Offices Working Together*,” I introduced myself and the organization I represent with the goal of raising awareness about available grant dollars.

- **Strategic Follow-Up:** After the NORDP conference, Eileen and I had teleconferences to strategize about potential proposals that fit with Gateways mission.
The Grant Award – Immunotherapy

• Award Date: September 8, 2016
• Award Amount: $546,581
• Grant Term: 2-Years
• Trial Type: Phase I
• # Anticipated Patients: 30

• Study Purpose: To evaluate impact of immunotherapy on subjects with advanced melanoma
• Significance: Patients presenting with stage I melanoma will die as a consequence of metastatic disease within 10 years. Disease recurrence can manifest years or even decades after the initial diagnosis. There is substantial unmet need for a new approach to treat these patients.
The Grant Award – Surgery

• **Award Date:** September 19, 2017
• **Award Amount:** $1 million
• **Grant Term:** 3-Years
• **Trial Type:** Phase II
• **# Anticipated Patients:** 190
• **International, multi-center:** 24 institutions total (US 13, South Korea 5, Japan 4, Singapore 1, Hong Kong 1)

• **Study Purpose:** To evaluate impact of surgery on men with metastatic prostate cancer
• **Significance:** There is no effective therapy for mPCa patients and survival rates have not changed for two decades. Standard of Care is chemo hormonal therapy.
Press Opportunities and Materials
Press Opportunities and Materials

News Wise

$1M Grant Supports Rutgers Cancer Institute of New Jersey Researcher on International Prostate Cancer Study

Clinical trial to assess treatment impact of men with metastatic disease

Prostate Cancer News Today

Researcher Receives $1M to Evaluate Impact of Surgically Removing Prostate in Men with Metastatic Cancer

A researcher from Rutgers Cancer Institute of New Jersey has received a $1 million grant from Gateway for Cancer Research to evaluate the effects of surgically removing the prostate in men with metastatic prostate cancer.

Urologic Oncology Chief Isaac Yi Kim, MD, PhD, MBA, received the grant to support a clinical trial that will enroll participants from two dozen academic institutions in the in the United States and certain Asian countries and regions, including Japan, Korea, Hong Kong and Singapore.

"I am grateful for this support from Gateway for Cancer Research, as results of this study could lead to more precise and personalized care for men who present with metastatic prostate cancer and, possibly, improve their survival rates," Kim said in a press release.

For three years 190 patients in the randomized study will receive either chemo-hormonal therapy, or therapy plus cytoreductive surgery that removes both the prostate and surrounding cancerous cells. Kim and his team will measure and compare the impact these treatments have on a patient's disease and quality of life.
Success Story – Strategic Research Collaboration

• Lunchtime networking

• Sit with new people

• Initiate conversation

• Random seating arrangement at lunch turned into a multi-year research collaboration.
Success Story – Career Advancement

- Traditional career advancement
- Exploring alternative career paths and mentoring/coaching
- Comradery and community
- Shadowing and exchange experiences
Discussion – How to maximize your NORDP conference experience

• Begin with the end in mind
• Take a systematic approach and record your goals
• Commit to following-up next week
• Don’t be shy! We don’t bite
• Act like a host, not a guest
• Take full advantage of the networking times
Attendance at a NORDP conference can:

- Lead to career advancement
- Result in research partnerships
- Increase your ability to perform research development activities
- Help to identify potential funders
Questions, Comments, and Discussion