



### What is NaviGRANT<sup>SM</sup>?

- An easy-to-use, searchable, online database of current life science grant awards— from multiple important funding sources
- Immediate access to potential lead sources for sales and marketing teams
- Information on over 900,000 life science grants with over 190,000 principal investigators
- Built by a former life science industry sales executive frustrated by the difficulty of accessing and using grant award information efficiently
- A tactical tool for better managing accounts by territory and aligning sales forces
- An analytical platform for pinpointing emerging trends and obtaining market intelligence

### Who Benefits from Using NaviGRANT?

**Sales:** Lead generation for products and services. Track funding in your targeted institutions and product focus areas. More effective targeting and call planning from knowing investigator interests in specific research areas.

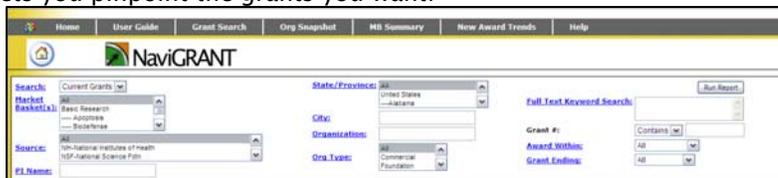
**Marketing:** Understand the macro funding trends for specific product areas. Create more targeted email campaigns by matching research areas with individual researchers.

**Medical Liaisons:** Scan and track individual research areas and identify those researchers that are conducting studies in your areas of interest.

**Researchers:** Quickly and easily track trends for your institution. Review other projects in the same research area at all institutions. Discover which research areas are receiving funding and how much.

### Search and Find—Easily

- NaviGRANT “tags” grants so you can quickly choose the grants you are most interested in.
- **Easy to search:** If you can use search engines like Google, you can use NaviGRANT.
- **Full text search capabilities** utilize every scrap of information available.
- **Export** your results to Excel and PDF files.
- **Drill down** feature gives details for the PI contact information and full-text abstract for each grant. For most organizations, there are links to the PI web page.
- **Multiple fields** for searching lets you pinpoint the grants you want:
  - ▶ Current and expired grants
  - ▶ State, city, organization
  - ▶ Principal investigator name
  - ▶ Market baskets & Keywords
  - ▶ Grant dates and numbers



Search Criteria Window



### What Makes NaviGRANT Valuable?

- **Not just RePORTER:** Key sources like NIH and NSF are included *PLUS* key funding organizations—such as HHMI and American Heart Association—giving you a more complete picture.
- **Annual license** covers your entire organization. Anyone who needs it has access to it, whenever they need it. You always have enough “seats.”
- **Fast learning curve:** Use your internet browser along with familiar programs like Excel and Acrobat.
- **Up-to-date:** As soon as we load the new grant information (updated bi-weekly, you can see it.
- **Automatic email alerts** inform you of grants that match your specified criteria when you don’t have time to search.
- **Snapshot reports** help you identify emerging trends with unique, at-a-glance formats.

Organization Name (4)	PI Name (31)	Project Title (27)	Grant Number	Award	Award Date	End Date	Source
<b>INDIANA</b>							
<b>INDIANA UNIVERSITY BLOOMINGTON (4)</b>							
	AMERSON, J ZITTEL	BIOSOPHILA GENOMICS RESOURCE CENTER	5P4WR01709-07	\$1,281,397			
	BRATED, D CRAIG	EDUCATION OF THE WELLS RESEARCH CENTER FOR RESEARCH AND TEACHING CENTER	1620R001063-01	\$5,306,919	3/31/2010	3/31/2015	NIH
	COOK, KEVIN B	Project Title is not available.	962WR014106-12	\$NA	4/9/2010	4/9/2011	NIH
	QUEST, PATRICK	EVOLUTIONARY AND FLOW CYTOCHEMISTRY LABORATORY	9F32R004618-03	\$50,474	4/9/2010	3/31/2011	NIH
<b>INDIANA UNIV PURDUE UNIV AT INDIANAPOLIS (17)</b>							
	BELL, DAVID C	METABOLISM OF METROGLOBOIN	5R01HD05526-03	\$3,774,521			
		INDIANAPOLIS		\$17,666	4/1/2010	3/31/2013	NIH
	CHILASANI, MISBAE	IN CLINICAL TRIALS: DRUG INDUCTION OF DRUG METABOLISM	3U01DK06211-07S1	\$102,400	3/29/2010	1/31/2011	NIH

Search Results Window

### Market Baskets



Market Basket Profile

- Unique to NaviGRANT, a practical way to tag grants and keywords with familiar and popular research areas
- Helps you scan and locate the best candidate researchers and grants
- **Basic research Market Baskets:** Stem Cells, Apoptosis, Cell Culture, RNAi, Signal Transduction, Protein Structure/Function, Bio-defense, Western Blotting, Gene Expression, PCR/RT-PCR
- **Clinical Market Baskets:** oncology, diabetes, obesity, neurology
- **Customizable:** target for your product lines and business objectives

### Get Access to NaviGRANT

- Access NaviGRANT in two ways:
  - ▶ **Annual Subscriptions** based on number of users to fit your company’s needs
  - ▶ **Current Grant Reports** by institution and Market Baskets
- Enable your entire organization to utilize NaviGRANT
- See the capabilities first-hand while testing your search criteria with a free web demonstration
- Get custom access: NaviGRANT’s platform is easily customizable for your specific needs.