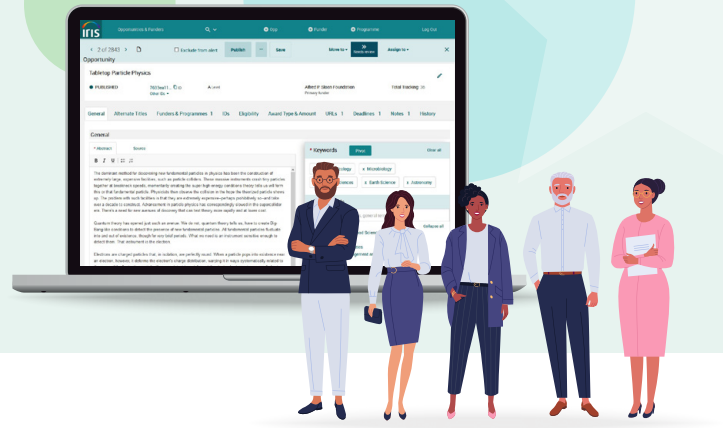# Human Touch:
# The 'Magic' Behind Pivot-RP

**Pivot-RP is the most effective solution for identifying global funding opportunities. Alongside a uniquely comprehensive database, a remarkable team of editors ensures that researchers see the highest quality options, at just the right time.**

Pivot-RP has a sophisticated funding editorial tool at its core. The tool is used by a team of editors who review funding opportunity data daily and share updates with Pivot-RP customers in real time. This provides customers with the most up-to-date and accurate content of any funding solution and delivers a higher throughput for new funders and opportunities.

Delivering such a high level of service, in which all funding opportunities are curated, checked for relevance, and optimized for discovery is a monumental task. This could not be accomplished without the real stars of Pivot-RP: our editorial team. We call them "Foppers" (funding opportunity editors), and they perform their magic every day, ensuring that the highest quality information flows seamlessly to the Pivot-RP application.

## No robots here!

While other funding services may scrape data from websites and release it automatically, Pivot-RP only publishes an identified funding opportunity after it has been carefully reviewed by a member of the editorial team. Human editorial curation weeds out all the noise, cross-checking every opportunity for accuracy, deadlines, eligibility requirements, and geographic relevance. It takes that human touch to ensure the information is complete, timely and conforms to our standards for providing the most valuable results for the global research community.

Pivot-RP editors index each opportunity with one or more keywords from a proprietary Pivot-RP taxonomy of more than 2,800 research-related keywords, which is regularly updated with additional terms submitted by the Pivot-RP user community. This effort optimizes all content for discovery and enables researchers to quickly zoom in on the funding opportunities that best match their research interests and eligibility.

The editorial team consists of more than 20 editors who are based primarily in the United Kingdom, the United States, and a few additional locations around the globe. Each editor has at least a four-year university degree, with more than half having advanced master's degrees, providing the expertise necessary in a wide range of disciplines to properly weed through the complex requirements and scope of most funding opportunities. The team members also speak 15 languages among them.

These skills come in handy for identifying funding opportunities globally whether they are announced by government entities, NGOs, private foundations, professional societies or other agencies. Foppers can quickly assess potential opportunities, add or edit them as needed, and then immediately publish them out to researchers. On a daily basis, the Pivot-RP editorial team covers the widest variety of potential sources of funding and, on average, manually adds or updates more than 5,000 funding opportunities per month.

## scope of work

**64K+**
opportunities
edited per year

**1,246**
avg. edits by the
team per week

## State of the art technology

While humans power the editorial excellence of Pivot-RP, a new state of the art online tool drives operational efficiencies that make it possible for editors to work at the scale they do. The system helps them track over 25,000 active opportunities, manage tasks at scale, and prioritize among more than 13,000 funders. This ensures Foppers are free to focus on the key value-added aspects of their analysis, such as updating deadlines and eligibility requirements.

The automation and sophisticated logic of the Pivot-RP editorial system ensures researchers can see what funding is available currently, as well as track future opportunities. Deadline rollover algorithms automatically populate new rounds of anticipated deadlines for recurring opportunities. Although the period is often one year, the system can be set to a range of values from one month to five years to accommodate the wide variety of complex deadline cycles across the tens of thousands of funding opportunities in Pivot-RP. After the deadlines are updated, the revised funding record is automatically placed in a work queue for editorial review.

Automatic ingest of data from specific government funders further increases editorial efficiencies. Each morning, funding opportunities are programmatically ingested into the editorial tool from select agencies. These include both newly published opportunities and updates to previously published opportunities. Editors are alerted about this new data each morning; they then can review and annotate the data before publishing it immediately to Pivot-RP.

## Real-time publication

While other solutions may only publish once a day or at even longer intervals, Pivot-RP directly provides customers with real-time, accessible and comprehensive updates.

As new funding opportunities are entered into the editorial tool and flagged for publication, they become immediately available in Pivot-RP for search and discovery. Moreover, any updates to deadlines, eligibility or other important criteria in the Pivot-RP system trigger automated alerts to researchers and research administrators, so no one ever misses an important opportunity.

## Teamwork and Technology

Pivot-RP features an intuitive, feature-rich user interface, precision search capabilities and faceted navigation, making it easy to leverage a powerful combination of teamwork and technology. Everyone - from novice researchers to seasoned research development professionals - can rapidly zero in on the funding opportunities that best meet their needs.

With just the right blend of behind-the-scenes editorial curation and capabilities, Pivot-RP is the most trusted, accurate and comprehensive funding solution for academic research institutions.



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scope of work

**28,000+**
active opportunities maintained

**15,000+**
funders tracked

**$90B+**
total value of available funding opportunities

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Contact us to learn how Pivot-RP can bring valuable
funding opportunities directly to your research office!
www.exlibrisgroup.com/pivot-rp

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