Creating a Connected Research Experience with Technology

Today's Presenter

David Huson

Vice President of Sales
Cayuse

What are your top 3 research strategic initiatives?

cayuse

1. Grow research funding

2. Improve reporting and analytics

3. Minimize risk of non-compliance

4. Increase PI and Staff satisfaction

5. Engage in more external partnership and collaborations

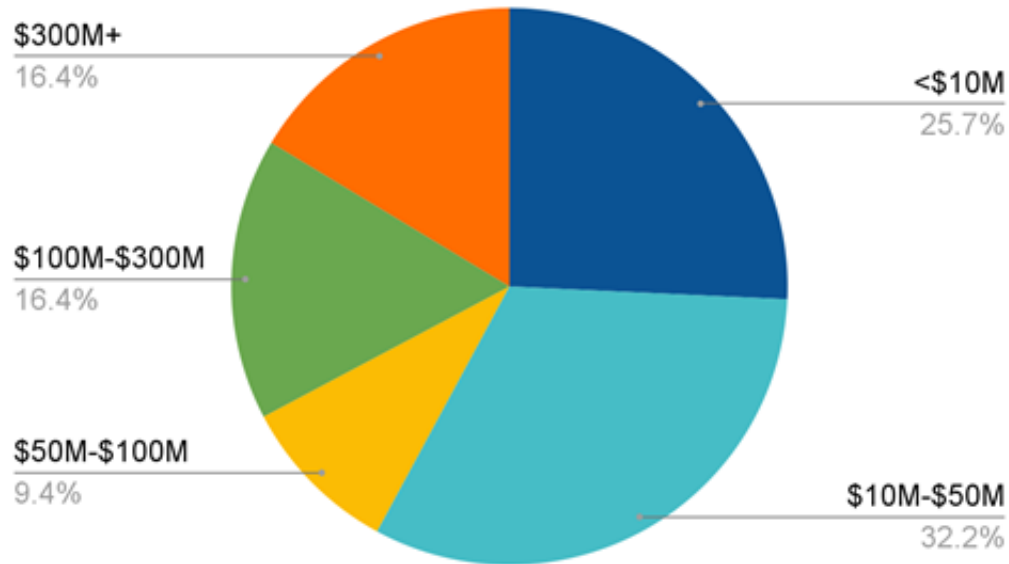6. Build integrations across departments and system

7. Increase commercialization and tech-transfer

Customers trends

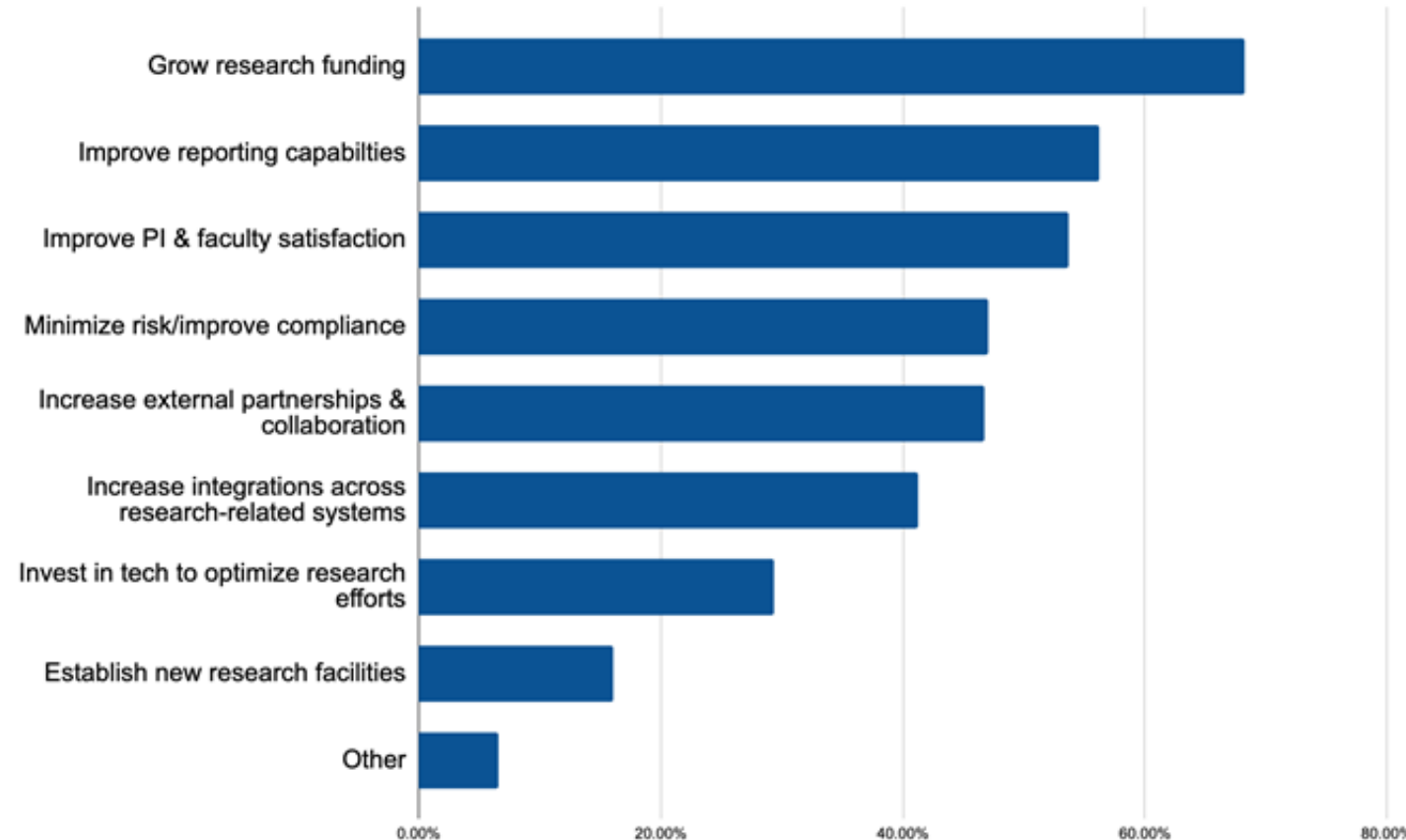## Data from industry 2022 survey to 600 individuals across 264 research organizations

Annual research spend of respondents

Fairly evenly distributed representation of respondents org's

$300M+
16.4%

$100M-$300M
16.4%

$50M-$100M
9.4%

<$10M
25.7%

$10M-$50M
32.2%

Top 3 key initiatives moving forward

1. Growing research funding
2. Improving capabilities around reporting & analytics
3. Improve PI and faculty satisfaction

Grow research funding
Improve reporting capabilties
Improve PI & faculty satisfaction
Minimize risk/improve compliance
Increase external partnerships & collaboration
Increase integrations across research-related systems
Invest in tech to optimize research efforts
Establish new research facilities
Other

0.00%   20.00%   40.00%   60.00%   80.00%

Common Challenges within Research Management

Multiple systems that don't speak with one another

Limited access to data stored in disconnected systems

Lack of integrations leading to duplication

Low PI and Staff satisfaction

Increase Risk of non-compliance
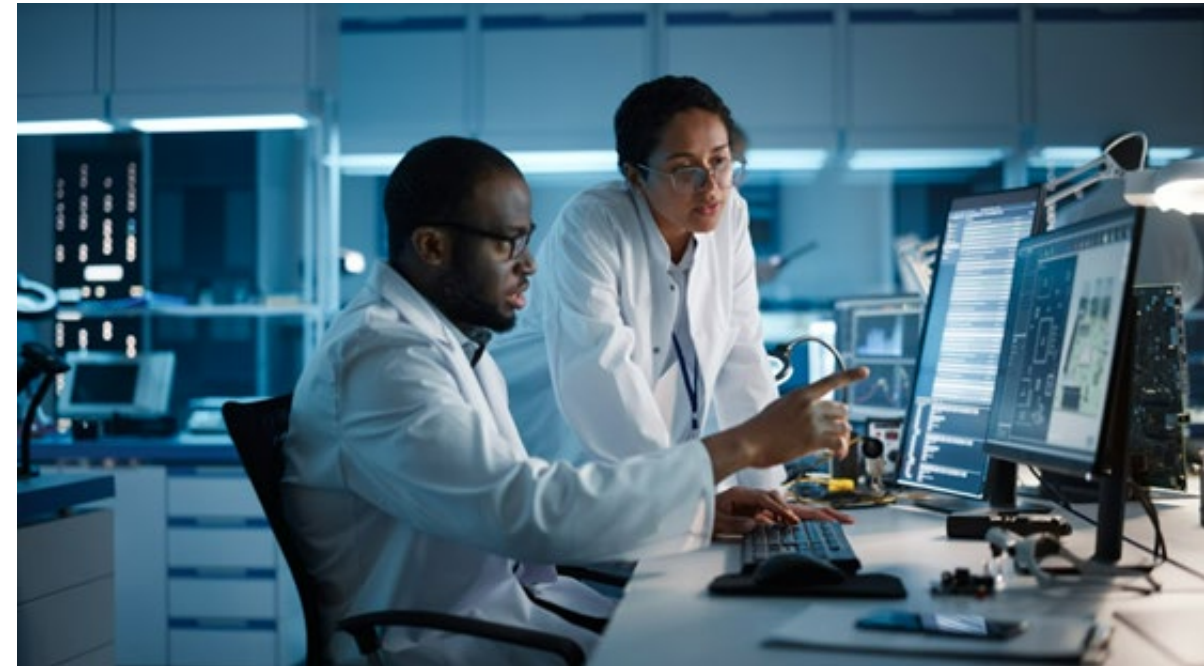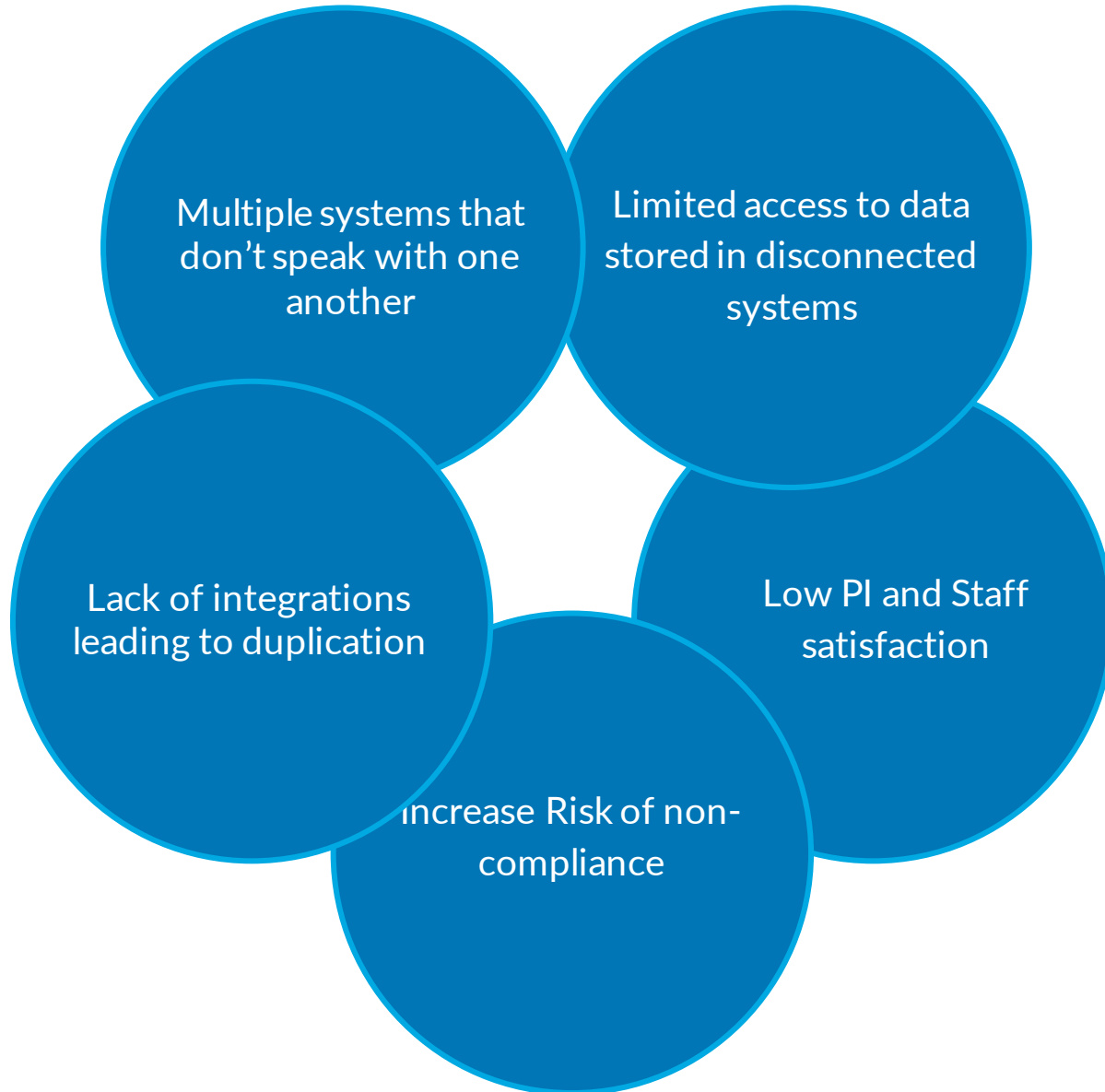
What should a modern ERA do?

Centralize

Provide transparency for researcher & staff with centralized hub for all research activities
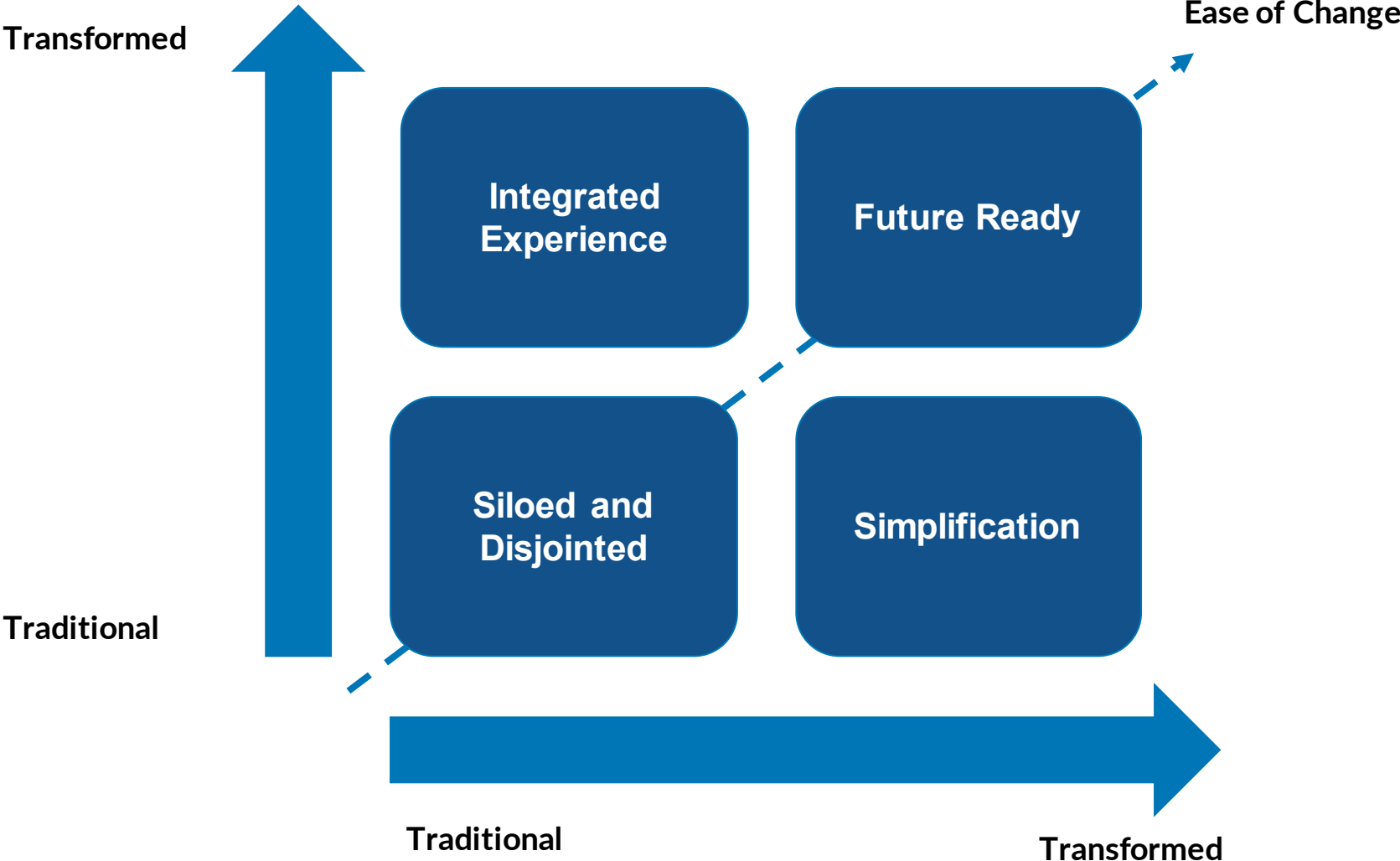
Simplify

Easy to use and easy to maintain.

Interoperability

Systems should work together, providing a seamless workflow

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Future Ready is the Key

Designed for Digital - Jeanne W. Ross, Cynthis M. Beath, and Martin Mocker

Your research challenges are our focus

A true platform
with a shared data model
can solve this

52%

Point solutions
can help here

44%

Common Challenges	With Cayuse
Lack of data and system connectedness	**Data-driven**
Inability to plan/manage sponsored projects	**Optimize Planning**
Inefficiencies and paperwork	**Maximize Efficiency**
Exposure and noncompliance	**Minimize Risk**

Hierarchy of Research Administration Needs

The Cayuse Research Suite

Enabled by our Connected Research Cloud Platform, driving impact across the entire hierarchy of challenges

Find Funding   Develop Proposals   Submit Proposals   AWARD   Manage Funds   Manage Operations   Promote Outcomes

Pre-Award
S2S Proposals

Post-Award
Fund Manager • Project Effort

Risk Management
Outside Interests • Animal Oversight
Human Ethics • Hazard Safety

Sponsored Projects

Resource Management
Vivarium Operations
Schedules • Vet Care

Researcher Success
Graduate Education Manager

Research Outcomes
Repository • Inventions

Central admin (w/SSO)
3rd Party Connectors & Open APIs

cayuse **Platform**

User-centric analytics
Training records management

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Pre-Award

Sponsored Projects

- Lifecycle project management
- Configurable smart forms
- Automated Workflow
- Integrations
- Budget Building tools

Graduate Education Manager

Sponsored Projects

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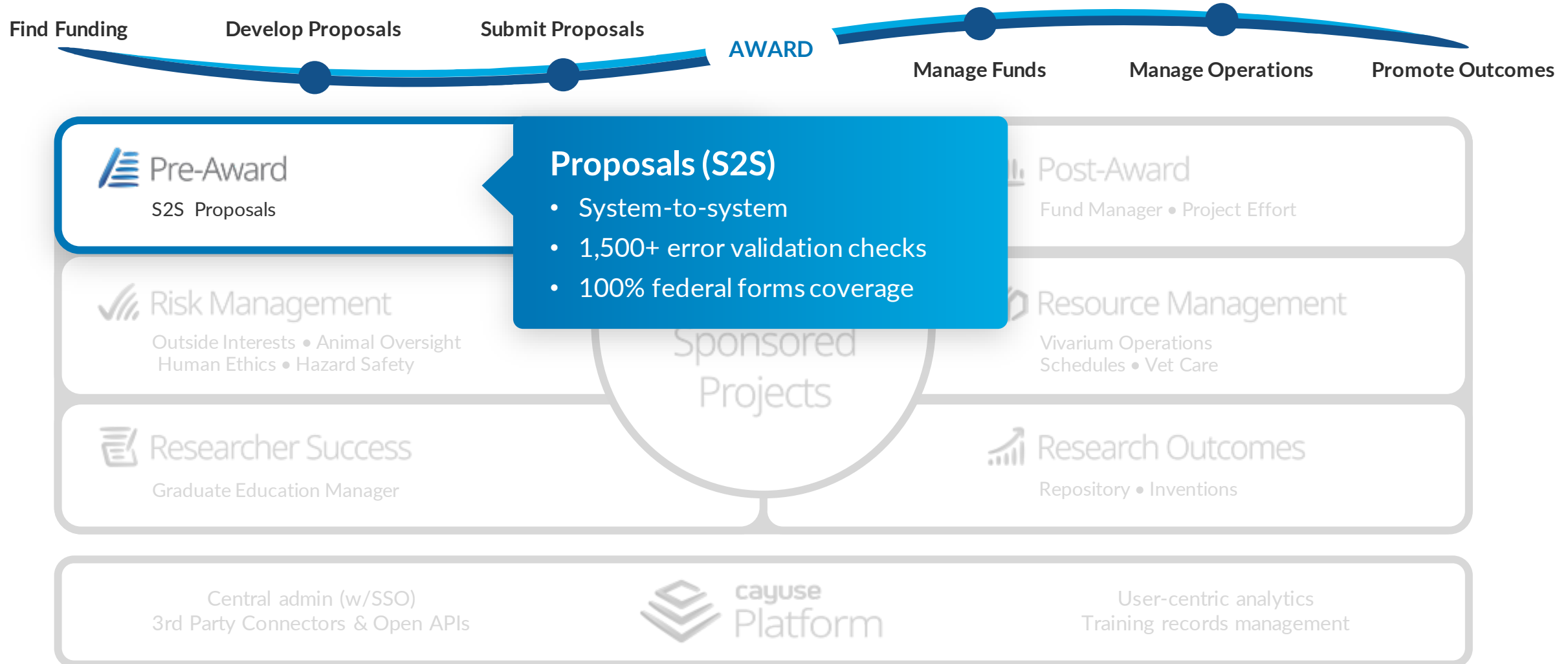
cayuse

Find Funding • Develop Proposals • Submit Proposals • **AWARD** • Manage Funds • Manage Operations • Promote Outcomes

Pre-Award
S2S Proposals

Proposals (S2S)
- System-to-system
- 1,500+ error validation checks
- 100% federal forms coverage

Post-Award
Fund Manager • Project Effort

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cayuse Platform

Fund Manager
- Account Balance & Transaction Info
- Projections Planning
- Reconciliation Tools

Project Effort
- Process Automation
- Electronic signatures
- Greatly reduced burden on all

Post-Award
Fund Manager • Project Effort

Resource Management
Vivarium Operations
Schedules • Vet Care

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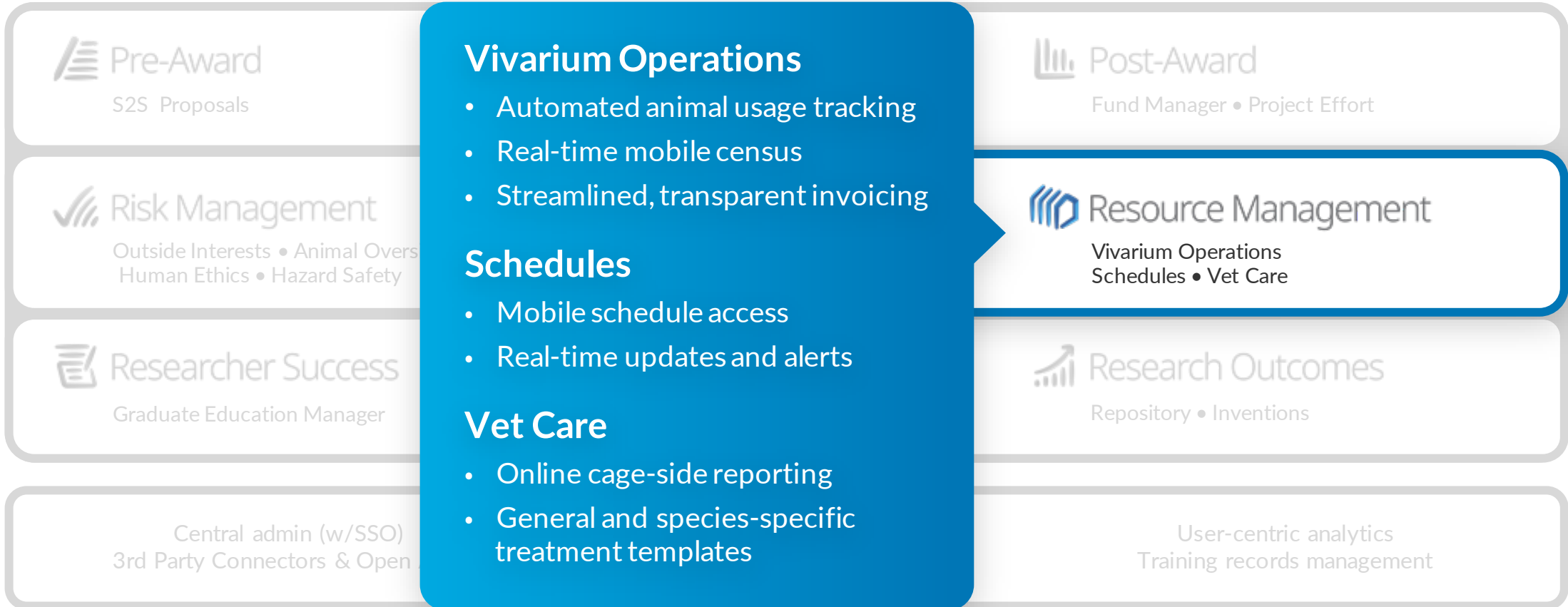
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Project Effort

User-centric analytics
Training records management

cayuse Platform

Human Ethics (IRB), Animal Oversight (IACUC), Hazard Safety (IBC)

- Dynamic User Dashboards and Workspace
- Configurable forms and notifications
- Industry Standard Reports

Outside Interests (COI)

- Annual & Research-based disclosure submission
- In-App Reporting
- Flexible forms to capture foreign influence and other related issues

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Graduate Education Manager

Central admin (w/SSO)
3rd Party Connectors & Open...

Vivarium Operations
- Automated animal usage tracking
- Real-time mobile census
- Streamlined, transparent invoicing

Schedules
- Mobile schedule access
- Real-time updates and alerts

Vet Care
- Online cage-side reporting
- General and species-specific treatment templates

Post-Award
Fund Manager • Project Effort

Resource Management
Vivarium Operations
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User-centric analytics
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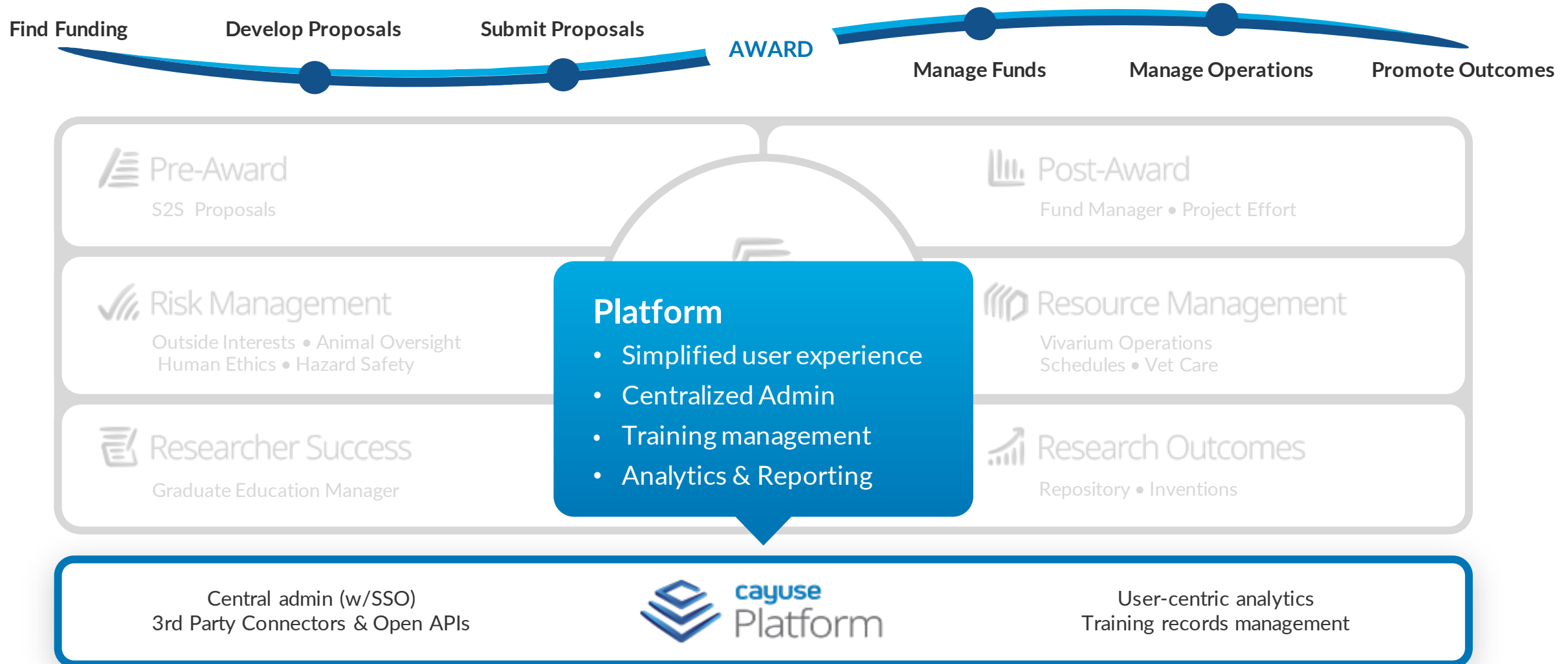Find Funding   Develop Proposals   Submit Proposals   **AWARD**   Manage Funds   Manage Operations   Promote Outcomes

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Sponsored

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Vivarium Operations
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Researcher Success
Graduate Education Manager

Graduate Education Manager
- Manage Grad/Post Grad Success
- Structure Objectives & Expectations

...sitory • Inventions

Central admin (w/SSO)
3rd Party Connectors & Open APIs

cayuse
Platform

User-centric analytics
Training records management

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Platform
- Simplified user experience
- Centralized Admin
- Training management
- Analytics & Reporting

Central admin (w/SSO)
3rd Party Connectors & Open APIs

cayuse Platform

User-centric analytics
Training records management

Our focus on research has resulted in leading the industry

cayuse

The most customers. 60% of the top 100 institutions.

Fastest Time to Value

Guaranteed go-live, on-budget implementation

Customer-Centric Philosophy

96%+ customer satisfaction rate

End-to-End Cloud Platform Built to Connect & Scale

2.5x industry avg. R&D spend, SOC-2 compliant

Some of our 570+ customers

JSU JACKSON STATE UNIVERSITY® 1877

NCCentral UNIVERSITY

SHAW UNIVERSITY 1865

TSU TEXAS SOUTHERN UNIVERSITY

VSU VIRGINIA STATE

University of the Virgin Islands

X XAVIER

CENTRAL STATE UNIVERSITY 1887

FAYETTEVILLE STATE UNIVERSITY

WVSU

WSSU WINSTON-SALEM STATE

Spelman College® A Choice to Change the World

ECSU ELIZABETH CITY STATE UNIVERSITY Elevate Higher. Emerge Stronger.

When externally funded programs increased by 250% within the past four years, Central State University turned to Cayuse for a solution to optimize research administration

- Dr. Morakinyo A.O. Kuti, Associate Provost for Research Administration

Customer Story: Central State University

Central State University Office of Sponsored Programs and Research mission is to maximize the success of the University in winning and executing project and program awards, whether in the form of grants, contracts, or sponsored research

Challenges:

Central State needed a solution that would provide efficiencies to support their portfolio that grew 250% in past four years:

- **Manual processes** including the approval process
- Paper forms, and information made it challenging with work from home **redundant communication**
- **Fragmented, siloed information** made it hard to keep track of everything
- The reporting process, to improve **speed and accuracy**

Cayuse Solutions

The university purchased the

- Cayuse platform
- Proposals S2S
- Sponsored Projects
- Human Ethics
- Fund Manager
- Outside Interest (COI)

Results:

- Currently in implementation

"The Cayuse platform will facilitate the effective coordination of offices from across campus to provide the best experience for the Spelman Community"

- Tasha R. Innis, *Associate Provost for Research Administration*

Customer Story: Spelman College
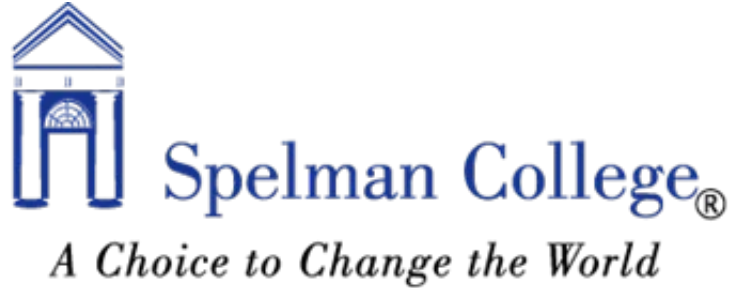
Spelman College Office of Sponsored Programs and Research is paving the path for Black women in research

Challenges:

Spelman College velocity and demands were increasing on the research administration staff and the systems were straining:

- **Homegrown system was hard to maintain**
- Relied on old software that wasn't cloud based so **access and information sharing** was challenging
- **Fragmented, siloed information** made it hard to keep track of everything
- The reporting process, to improve **speed and accuracy**

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- Effort

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"It's obvious that they have research professionals in mind when developing their products. We are confident that these solutions will help us not only grow our research program, but ensure that every step is strong and secure"

- Dr. David Hall, President of the University of the Virgin Islands

Customer Story: University of the Virgin Islands

Challenges:

University of the Virgin Islands was tasked with achieving major growth in research program. They were committed to reaching this high level of productivity and competitiveness in research and grants:

- **Inefficient task and processes**
- Financial tracking of grants was slow and challenging
- **Fragmented, siloed information** made it hard to keep track of everything
- The reporting process, to improve **speed and accuracy**

Cayuse Solutions

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Results:

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Special pricing program available

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Thank you!