Writing Winning Grant Proposals: How To Win More Than Your Fair Share of Grants

with Ed Swallow, Vice President,
Civil Systems Division of Northrop Grumman’s Information Systems
Friday, November 4, 10:00 am - 12:00 pm
ICTAS Room 310, Stanger Street

Webcast access available at http://www.media.ictas.vt.edu

Applying lessons learned from over 200 winning bids and grant applications, we have developed a methodology that focused on the key elements of writing winning grants and proposals. Writing technical papers and articles and writing grant applications are not the same. In fact, they are opposites of each other. This presentation and discussion will help attendees understand what grant evaluators look for, score and reward with wins. We will also discuss elements of a winning strategy and how that strategy translates into an effective and efficient grant writing process.

Ed Swallow is vice president, Business Development for the $1.7B Civil Systems Division of Northrop Grumman’s Information Systems sector. In this role, Mr. Swallow leads all business development activities across the division in the civil, state & local, and international marketplaces. He is responsible for developing “win” strategies for the division's captures and pursuit of new business opportunities with both current and prospective customers. Prior to this role, Mr. Swallow directed the development of consistent business development processes across the $10B sector and drove best practices across the corporation. He held prior positions in Northrop Grumman Information Technology and the TASC business unit. He was previously employed by Steven Myers and Associates, Space Applications Corporation and Logicon Corporation. He is also a retired USAF Reserve Officer. He holds Bachelor’s Degrees in Physics and Electrical Engineering and a Master’s Degree in Systems Management, along with numerous academic certificates.