



The key to global research funding success

Efficient tools and profile connections deliver global research funding success.

Customer

The University of Tartu

Challenge

Labor-intensive, inefficient tools were preventing the grant office from seizing global funding opportunities.

Outcome

Expanded funding and new international partnerships that were previously unknown for researchers.

Solution

Pivot-RP™

About the University of Tartu

Estonia's oldest and largest higher education institution, the University of Tartu is at the forefront of preserving Estonian culture and promoting the nation's reputation in research and academia. Renowned for expanding the potential of scientific inquiry, the university emphasizes international cooperation and partnerships with other prestigious research universities around the world.

A pursuit for global opportunities

Just a few years ago, the University of Tartu's grant office was struggling to connect with sufficient funding. The lone staff member tasked with discovering funding opportunities was stretched thin due to labor-intensive manual tools and an inefficient application process. There was a vast sea of funding opportunities

beyond Estonia and Europe, but it was much more difficult to discover and elevate to researchers before making the switch to Pivot-RP.

The grant office needed a comprehensive solution to increase their exposure to the world and transform their application results.



The pivot to Pivot-RP

Although Tartu had been a subscriber to Clarivate™ Research Professional™ since 2018, in the summer of 2023, the grant office migrated to the newest funding solution provided by Clarivate, Pivot-RP. With its advanced AI-driven author matching and comprehensive global funding opportunity database, this solution promised to be a quantum leap forward for the University of Tartu.

Kalmer Lauk, Analyst of Research and Development, Grants Office, University of Tartu shared details about the transition experience in a recent interview. He reported that the implementation was fast and seamless without creating disruptions for the university's research community. Almost instantly, Pivot-RP replaced

homegrown tools and applications, delivering a profoundly more efficient and effective way to connect researchers with relevant funding opportunities around the globe.

AI author matching

The University of Tartu previously incorporated a Research Professional API into their own match analysis process, which had mixed results. Unlike the internal matching previously done, Pivot-RP's system uses advanced algorithmic matching to identify and suggest funding opportunities that are highly relevant to researchers' profiles, significantly improving efficiency and helping to boost success rates.

Global funding opportunities

With access to a broad range of funding sources, from the Gates Foundation and Chan Zuckerberg Initiative to smaller more elusive funders, researchers have been exposed to diverse pools of financial support.

Embedded funding opportunities

Using Pivot-RP's ability to embed funding opportunities on webpages and dashboards, the university can directly link research groups to tailored funding recommendations. This approach has streamlined the funding discovery process and made it more accessible to the university's vibrant research community, encompassing over 400 research groups and labs.

"When we first got Research Professional, we developed our own internal matching software using their API and our own researcher data. Now that we have moved to Pivot-RP, we don't need that tool anymore, it is doing all of the personalized matching for us and I believe it is doing a better job"

Kalmer Lauk,

Analyst of Research and Development, Grants Office, University of Tartu.

Undeniable results

The use of both Clarivate funding solutions over the years has ushered in a new era of funding discovery at the University of Tartu, delivering benefits that are nothing short of astounding.

"With Research Professional, there were questions about how we can find international partners, with Pivot-RP, profiles search, global funding opportunities and awarded grants are open for discovery."

Kalmer Lauk, Analyst of Research and Development, Grants Office, University of Tartu.

Increased funding

The University of Tartu has experienced a significant rise in funding, with an increase of over €10m annually in each of the last 3 years.

More diverse funding sources

There has been a noticeable expansion in the variety of funders and opportunities, moving beyond European grants to include international and niche funding sources.

Enhanced international collaboration

The visibility of a wider array of funding opportunities, including those not directly applicable to Estonian researchers, has fostered international collaborations, opening doors to new research partnerships and the possibility of new funding streams.

"We can see a lot more funding opportunities in Pivot-RP than we could in Research Professional, for example some funding opportunities in the Nordic region, that aren't directly available to us in Estonia, but we could use this information to establish new connections to these regions through these funding opportunities and discover a new partnership opportunity."

Broader reach, enhanced collaboration, and increased funding


The impact of adopting Pivot-RP at the University of Tartu has been transformative. The platform has played a key role in the university's funding and fostered international partnerships, enabling researchers to embark on collaborative ventures that

were previously out of reach. The ease of transition, seamless integration, and the broadened scope of funding opportunities make Pivot-RP the ideal solution for propelling institutions forward on the journey toward global research excellence.

A model for the future

As the University of Tartu continues to leverage Pivot-RP's capabilities, they're setting a precedent for institutions worldwide. They haven't just enhanced their own research potential, they've illuminated a path

for others to follow, in Estonia and beyond, toward a future where global research collaboration and equitable funding success are within the reach of every researcher.



The ideal solution for propelling institutions on the journey toward global research excellence.

About Clarivate

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