Partnering with Industry
Navigating Corporate and Startup Research Contracts

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Industry Contracts at IUB

- **FY13**
  - Over $6.4 million proposed
  - Almost $4 million awarded

- **FY14**
  - Over $7.65 million proposed
  - Over $6.5 million awarded

- Proposal $ increased by 18.1%
- Award $ increased by 64.4%
Contracting Process at IUB
Steps for Faculty
Proposal Development

- Seek opportunities to partner with industry
- Work with various campus offices
  - Office of Research Administration (ORA)
    - http://researchadmin.iu.edu/
  - Johnson Center for Entrepreneurship in Biotechnology
    - http://jceb.indiana.edu/people.shtml
  - Proposal Development Services
    - http://ovpr.indiana.edu/proposal-development-services/proposal-development-services/
- Draft a Scope of Work
- Draft a Budget, including Research F&A
- Route through Kuali
“It’s a foolproof formula for writing grant applications.”
Award Negotiation

- Work with ORA to determine what language is acceptable/problematic from a programmatic perspective
  - Scope of Work/Deliverables
  - Publication language
  - Confidentiality restrictions

- Send ancillary agreements to ORA for signature
  - Non-Disclosure Agreements
  - Teaming Agreements
  - Data Use Agreements

- Review all agreements prior to ORA signature
Contract Issues & Award Negotiation

➤ Intellectual Property

➤ Confidentiality

➤ Publication

➤ Export Control

➤ Indemnification/Liability
What contract issues have you faced?
How ORA is helping address contract issues

- Working closely with other areas
  - IURTC
  - JCEB
  - Office of Insurance, Loss Control & Claims (INLOCC), formerly Risk Management
  - University Counsel
    - Have more flexibility on terms (Governance Law/Venue, Indemnification)

- Formed a committee to improve startup contracting & compliance issues

- Joined University Industry Demonstration Partnership
University Industry Demonstration Partnership (UIDP)

- An organization of universities and companies who seek to enhance the value of collaborative partnerships between these parties.

- Provides a unique forum for university and industry representatives to meet and discuss operational and strategic issues such as contracting, intellectual property, and compliance matters.

- IU has been a member since Fall, 2014
UIDP

▶ Over 115 institutional members

▶ Sponsors/hosts webinars on Intellectual Property Issues

▶ Rotating Semi-Annual General Meetings
  ▶ Next General Meeting March 30 - April 2, 2015 @ Purdue

▶ Quarterly Project Update Meetings
  ▶ 15-20 ongoing projects seeking practical and operational ways for universities and industry to better partner
Examples of UIDP Project Deliverables

- **IP Quick Guide**
  - Defines common IP terms and explains key concepts.

- **Maximizing U-I Engagement with DOE National Labs Quick Guide**
  - Compiles information to assist in accessing the resources and opportunities available through a DOE National Lab.

- **New Models for University-Industry Collaborations**
  - Publication on the key attributes of eight (8) emerging collaborative models from major universities.
Benefits to UIDP Membership

- Sharing best practices and engaging in dialogue with counterparts in industry and academia
- Problem-solving through participation in projects and working group meetings
- Networking with representatives from leading universities and corporations
- Sharing knowledge and experience
- Understanding different perspectives
- Accessing and utilizing UIDP products
Questions?

**THE GRANT CYCLE**

**HOW IT'S SUPPOSED TO WORK:**
- WRITE GRANT
- GET $ → DO RESEARCH → PUBLISH RESULTS
- (REPEAT)

**HOW IT REALLY WORKS:**
- DO RESEARCH → GET RESULTS
  - BUT DON'T PUBLISH THEM YET, CALL THEM "PRELIMINARY RESULTS"
- WRITE GRANT → TO DO WHAT YOU ALREADY DID → GET $ → USE $ TO PAY FOR AN UNRELATED NEW PROJECT
- OK, NOW YOU CAN PUBLISH RESULTS

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