

Tips and Tools for Industry Sponsored Research

OCGA Open House May 1, 2018

- **All budgets must include full indirect costs** when working with for-profit entities/companies
 - Companies think and operate differently than feds, will not assume that IDC needs to be added to direct costs
 - IDC cannot be lowered, waived, or have costs excluded
 - When in doubt (and even if not), check with OCGA!
- **All industry-sponsored research projects must be entered into ePD**, whether or not there is external/formal proposal submission
 - Includes all extramurally funded clinical trials
- **Mutual benefits but more strings** than other types of awards
 - Different missions, cultures, priorities, expectations
 - Contracts will take longer to negotiate than other awards (companies always assume there will be resulting IP, even if PI doesn't)
 - Complex terms, OCGA needs to communicate with dept/PI
 - Ask yourself: is the benefit worth the price/risk?

Some contrasts between university and industry priorities

	University	Industry
Objective	New research program, real-world problems, student theses, publications, funding	Solving an operational problem, reducing costs, competitive advantage, return on investment, development of technologies
Timeline	Years	Months or Weeks
Deliverables	Peer-review publications, theses, conference papers	Products (software, data, designs, etc.), quarterly reports, progress meetings
Funding	Student and researcher salaries, supplies, travel, IDC	Price, return on investment, R&D tax credits
Payments	In advance, annual or quarterly	Upon receipt of deliverables
Publications	As soon as possible, review only	None or subject to approval, co-authorship
Confidentiality Period	None or more typically 2-3 years maximum	Perpetual or at least 7-10 years or more
Intellectual Property	Belongs to the university	Belongs to the company