Sponsored Research: Working With Industry
# Northwestern vs. Industry Goals

<table>
<thead>
<tr>
<th>Goal</th>
<th>Northwestern</th>
<th>Industry</th>
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<tbody>
<tr>
<td>Overall Objective</td>
<td>Expand knowledge through teaching, research, and public service</td>
<td>Develop and commercialize a product, process, and/or service</td>
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<td>Knowledge Dissemination</td>
<td>Ability to publish with only limited time delay for review of patent rights</td>
<td>Keep information proprietary and away from competitors</td>
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<tr>
<td>Knowledge Ownership</td>
<td>Ownership of intellectual property developed by NU*</td>
<td>Ownership and control of intellectual property developed by NU</td>
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<tr>
<td>Funding</td>
<td>Full F&amp;A recovery Reasonable payment terms, such as timing and frequency</td>
<td>Reduce costs wherever possible</td>
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*Clinical Trials*
Clinical Trial Agreements (CTA)

- Establish terms & conditions under which corporate research funding is accepted and conducted by NU
- Help protect NU, faculty, staff & subjects from liability
- Resolve intellectual property issues
- Preserve publication rights and NU data access
Key Risk Areas on Industry Projects

- **Pre-spending**
  - Do not pre-spend

- **Payment**
  - Check with ASRSP to ensure payments on schedule; do not allow spending to exceed revenue

- **Budgets**
  - Rebudgeting is flexible, but check restrictions with sponsor

- **Unallowable Costs**
  - Cannot charge admin supp. & office supp. if F&A costs are assessed

- **Final Report**
  - Submit in a timely manner

- **Fixed Price Projects**
  - Unspent funds transferred to non-spons. chart string; Overdrafts covered by Dept./Center
Negotiating with Industry

Negotiation takes time:

- Completeness of submission to Sponsored Research
- Negotiating terms of agreements
- External review when required
- IRB and budget approval

Outcome:

- Contract fully negotiated
- IRB approval
- Budget negotiated & approved
- COI clearance

*Any Updates - Please refer to your InfoEd PD record accessible through the SP Number!*
Key Issues Negotiated

Publication rights

Intellectual property
- Ownership
- Licensing
- Background IP

Confidentiality

Export controls and foreign national restriction

FAR flowdowns
Best Practices

To *expedite* negotiations:

- Make sure to set-up your PD record in InfoEd
- Email draft agreements to your Senior Contract and Grant Officer and cc the Administrative Coordinator
- Do not pre-spend if any export control or foreign national restrictions apply
- Ask for a copy of the prime award (if applicable)
- Don't forget to include the *InfoEd PD record accessible through the SP Number*!
- Keep your Contracts Officer informed of budget negotiations and IRB approval

For Additional Information:
[http://osr.northwestern.edu/clinical-research/industry](http://osr.northwestern.edu/clinical-research/industry)
Want to Learn More?

• Contact Sponsored Research Corporate Team Administrative Coordinators for one-on-one training

• More information on broad principles applicable to clinical research agreements between NU and industry: http://osr.northwestern.edu/clinical-research/industry

• Watch for Sponsored Research monthly meetings announced on Sponsored Research listserv

• Find My Grants / Contracts Officer
  https://osr.northwestern.edu/contact
Questions?