Sponsored Research: Working With Industry
Meet your Corporate Contracts Team!

Corporate Contracts (Industry) Team: Subgroup of Sponsored Research (OSR)

We are here!
### Roles & Responsibilities: Contracts Team

<table>
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<tr>
<th>Contracts Officers</th>
<th>Research Analyst / Coordinators of Administration and Grants</th>
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<td>• Draft, review, and negotiate agreements and contracts</td>
<td>• Provide administrative support for industry-sponsored clinical trial budgets</td>
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<td>• Ensure compliance with sponsor &amp; University policies and processes</td>
<td>• Process support Contract Officers with related agreements</td>
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<td>• Review and maintain proposal and award data in InfoEd</td>
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What does Corporate Contracts Negotiate?

- Clinical Trial Agreements
- Standard Research Agreements
- Industry-sponsored subcontracts
- Data Use and Material Transfer Agreements
- Confidential Disclosure (Non-Disclosure) Agreements
- Collaborative Research Agreements
- Intellectual Property Management Plans (Grant Proposals)
- Capstones
- Amendments for all of the above
- Assist with chart-string set up on Industry-sponsored research
Negotiating with Industry

Negotiation takes time:

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

Outcomes:

– Contract fully negotiated
– Budget negotiated & approved
– COI clearance & IRB approval
– Study startup/research project begins
– Ultimately, dissemination of knowledge
Negotiating with Industry: Key Issues Negotiated

• Some back-and-forth with sponsor is common. Why?
• Negotiators ensure compliance with sponsor & university policies
• Negotiators ensure agreement terms don’t expose NU to unnecessary or unreasonable risks/demands
• Innate competing interests between industry & academic institutions lead to sticking points:
  – Publication Rights
  – Intellectual Property
  – Confidentiality Terms
  – Export controls and foreign national restrictions – FAR Flowdowns
• Therefore, negotiations take TIME.
Best Practices

Know your CO
CO/CDA Contact
Visit our website
(see next page)

Set up InfoEd PD Record
Choose CT Route
MS Word Versions

Email your CO/GO (Ev)
Include SP number
DO NOT email
CDAs/CRs
Updates via SP Number

Communicate IRB/IACUC status
Cannot sign Agreement until Budget/IRB/IACUC approvals received

Do not pre-spend
No funds transferred to NU prior to fully-signed Agreement

Know operational terms
CRF deadlines
Intermittent/final report deadlines
Timely invoicing
Want to Learn More?

- Find my Grants/Contracts Officer: https://osr.northwestern.edu/contact
- Technical InfoED Questions? Contact our InfoTeam! osr-info@northwestern.edu
- Come to OSR Monthly Meetings! Announced on OSR Listserv: https://osr.northwestern.edu/contact/listserv
- Broad principles applicable to industry-sponsored research agreements: http://osr.northwestern.edu/clinical-research/industry
Questions?