UIDP Update

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COGR Meeting
March 6, 2015
Returns on Types of Collaboration

Impact of collaboration

Source: Scopus (2006-2010)
Citations per article fold increase over institutional co-authorship
What’s happening at the U-I interface?

- Changing T&P policies Texas A&M
- Crowdfunding GaTech – Techstarter
- Easier access/Concierge model MN Front Door
- Express Licenses Chapel Hill
- Go in Peace Licenses Carnegie Mellon
- Monetize Foreground IP Iowa State
- Masters Student Contract Program RIT
- Patent Auctions Penn State
- Student Consulting Illinois
The UIDP is incubator for advancing high-value, high-return University-Industry partnerships.
The UIDP provides a unique forum for representatives from Academia and Industry to find better ways to partner.

- UIDP members identify issues impacting U-I relations and opportunities to develop new approaches to partnership and collaboration

- We help organizations solve issues they wouldn’t have the bandwidth to solve alone
UIDP Today: 128 members strong
We find practical solutions to shared challenges impeding success irrespective of who we are or where we work.

- We solve problems
- We share knowledge
- We identify, create and test practical approaches
Developing relationships that benefit collaborations
Our Activities

Events
Projects
Reports
Academy
Upcoming Events

Meetings

UIDP 20
Purdue
March 31 – April 2

Webinars

Public Dedication of IP (March 18)
Math Students with the skills you want, and where to find them (April 15)
Contract Accords Series (June–August)

Workshops

Negotiation Workshop on Master Agreements (March 30 – 31)
UIDP Projects address a challenge or need affecting U-I collaboration.
At UIDP, we like to solve problems, not just talk about them.

1. Identify a shared problem

2. Identify members to lead or participate in a project (Industry & University co-chairs)

3. Form a working group

4. Members select representatives from within their organizations - with vested interest and expertise - to participate

5. Define scope, timelines and work product

6. Work via email, calls and in-person meetings

7. Present work product to UIDP Project Committee for review and approval

8. Disseminate products for member use
UIDP Project Phases

CONCEPT
DEVELOPMENT
CONTINUATION
COMPLETION
CONCEPT
- Careers in Industry
- Partnership Continuum
- Industry Impact in Universities
- Med. Student Industry Engagement
- Metrics

DEVELOPMENT
- Advisor Corps
- Clinical Trials
- Corporate RFP
- Co-Locating
- Master Research Agreements
- Medical Student Engagement
- Public Dedication of IP
- UI Global Contracting
- UI Startup Nexus
- University Structures

CONTINUATION
- Case Studies
- Contract Accords
- Ideas to Innovation
- National Lab Project
- Partnership Continuum

COMPLETION
- Federal Flow-Down
- IP Quick Guide
- New Models
- Principled Partnerships
- FAQ
- Researcher Collaborative Visits
- Researcher Guidebook
- University Business Advising
Contract Accord 11: Gifts

Definition

Gifts and donations to Universities and other academic institutions can take many forms but are often in the form of a monetary gift or tangible equipment for use in laboratory research.

For the purposes of this Contract Accord, “Gifts” are defined as something of value provided by an industry donor (Company) to a university donor (University) with no or few conditions on use, with no expectation of direct benefit to the Company, and with little accounting to the Company for use of the Gift beyond stewardship. The essence of a Gift is that of a donative intent of the donor.

The following are some items often donated to Universities as Gifts: 1) financial support for University initiatives; 2) excess laboratory equipment; 3) financial support for an endowed faculty chair position.

If the Company expects to receive a commercial benefit or has any material expectations in return for providing the Gift, then in almost every instance the University would define this as something other than a Gift. Different Universities have different views on the factors that would differentiate a Gift from something else, such as a research grant.

University perspective

Gifts are usually a small fraction of the total funding provided by a Company to a University. Frequently, companies provide 1/2 of the funding for such gifts and then the University provides the balance. This is because companies typically prefer to either place some conditions or restrictions on the funding they provide or, alternatively, expect some kind of benefit from the University in return for providing the Gift.

For example, a Company will often insist that research be done at the University in the area of company interest. In this way, the Company might request that the Gift be used to support a particular research project. The University will then have discretion in support of the general research area. The Company may ask that the Gift be used for the support of the research project.

When companies make Gifts of money or laboratory equipment, they usually do so with strings attached. In this case, the Company might request that the Gift be used in support of the general research area. The Company may ask that the Gift be used for the support of the financial planning area.

Company perspective

Company researchers should work closely with the University to ensure that the University's definition of a Gift: required progress reports, oversight and monitoring of the Gift; Company access to intellectual property generated by University researchers, inclusion of the University as a co-inventor on any patents, and ability to use any intellectual property generated by the University.

Certain situations or conditions are in place to ensure that the Company will be able to use the Gift as intended. For example, the University might request that the Gift be used to support a particular research project or to cover the costs associated with the development of intellectual property.
The costs & value of sponsored research

A healthy university research environment in the United States is impacted by the ability of academia and industry to negotiate funding agreements that accurately reflect the costs and value of the research to be conducted. Negotiation on the issue of Facilities & Administration (F&A) expenses is a cause of confusion and frustration on both sides, and can sometimes derail the parties’ ability to reach agreement.

Every organization incurs costs doing business, irrespective of industry, sector or activity. The budgeting, expenditure and recovery of the real costs of industry-sponsored research directly impact our nation’s ability to innovate and compete globally, now and in the future.

Understanding different perspectives

Being aware of other perspectives doesn’t imply agreement with them. But it can help parties find common ground in negotiations on many issues.

F&A costs are real and have to be covered. When we can’t recover these costs, we have to use university resources to subsidize sponsored research, which leads to deficits in other areas of our institution.

Low overhead costs reduce project budgets. When we also factor in more favorable IP terms, regional access and access to unique skills too, we may elect to work with high quality foreign researchers.

Reducing F&A rates for industry-sponsored projects constitutes a gift of public and other funds for a specific company’s benefit.

We are sponsoring research. Universities receive funding from various sources, including government grants and contracts, industry, and non-profit organizations. The ability to engage in sponsored research is critical to our academic mission.

Industry-sponsored research:

A university undertakes specified work, either for or with an industry partner, in which there is a reciprocal transfer of something of value.
Mark your calendars!

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Connect with us

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