



Strengthening
University-Industry
Partnerships

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*From Contract Negotiation to
Strategic Engagement*

**Maximizing
Partnerships
with Industry**

About UIDP

- Began in Dec. 2006
- Originally convened by the US National Academies
- Graduated in July 2015, now a nonprofit based in US
- Invited non-US universities to participate in 2016



Fast Facts



Membership

- Organizational model
- Top-tier companies and world-class universities
- Includes six HBCUs



Guiding Principles for U-I Endeavors

#1: Institutional Missions Define the Scope of Potential Collaborations

A successful university-industry collaboration should support the mission of each partner. Any effort in conflict with the mission of either partner will ultimately fail.

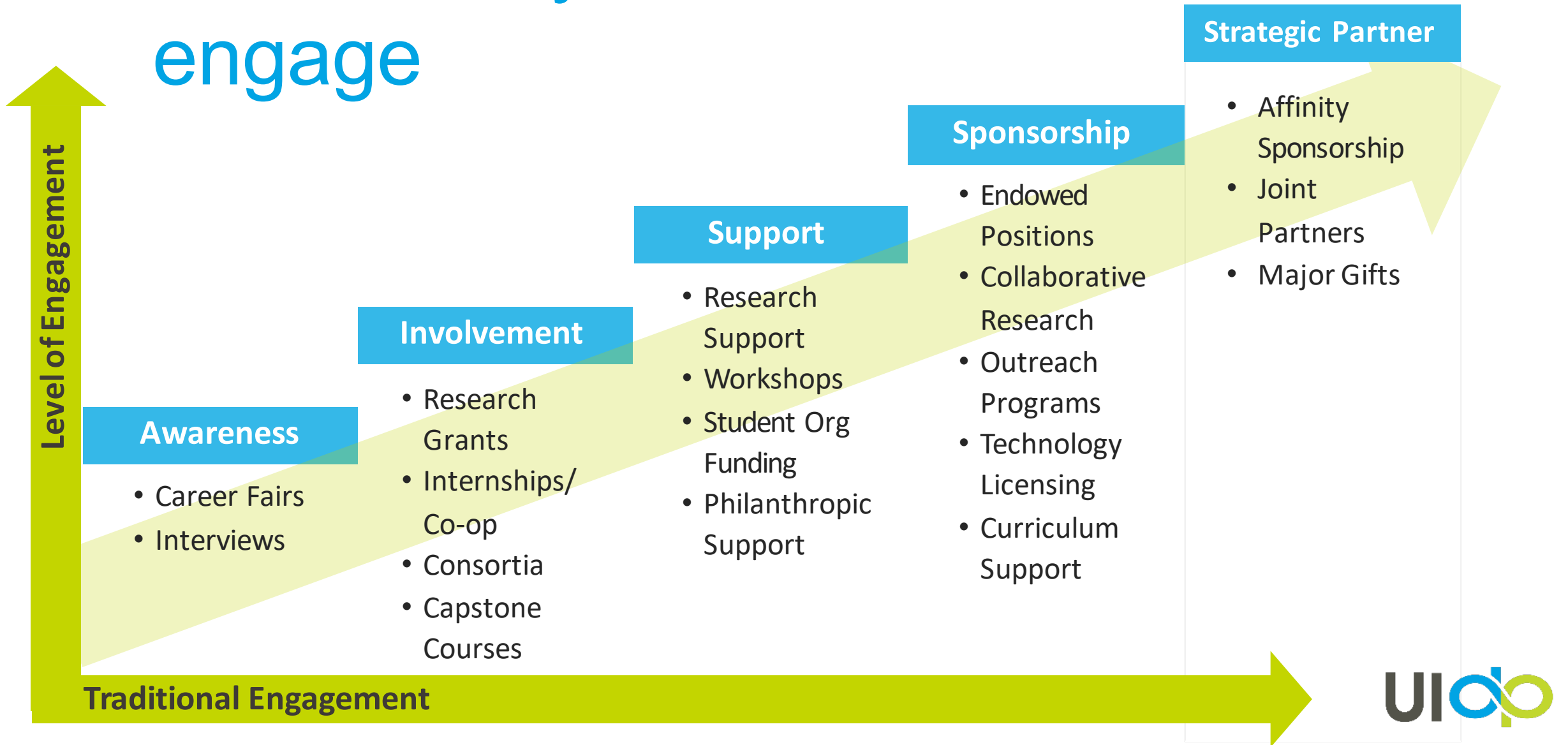
#2: A Long-Term Relationship is the Desired End State

Institutional practices and national resources should focus on fostering appropriate long-term partnerships between universities and industry.

#3: Establish a Framework that Encourages Long-Term University/Industry Collaborations

Universities and industry should focus on the benefits to each party that will result from collaborations by streamlining negotiations to ensure timely conduct of the research and the development of the research findings.

Various ways to engage



Researcher Guidebook

Researcher Guidebook

- Answers to central questions researchers face
- Identifies pitfalls and caveats unique to working in a collaborative environment.
- Industry and university viewpoints
- ***Free resource***



Insights for Researchers Learning Path

Includes these publicly available resources:

- Five Ways to Nail Industry Presentations (video)
- Guiding Principles for U-I Endeavors
- Principled Partnerships Quick Guide
- Researcher Guidebook
- UIDP Contract Accords

UIDP Perspective Series

- The Role of IP in University-Industry Relationships
- Strategic University-Industry Partnerships
- The Costs and Value of Sponsored Research
- University Business Advising
- Why Work Together: The Importance of Collaboration between Industry and Academic researchers
- Co-locating Industry & University Researchers
- NDA/CDA 101



Contracting & IP are continuing, ongoing challenges



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UIDP Contract Accords

Practical guidance and insight into how parties can address topics in mutually beneficial ways.

- Preamble - Good Faith in Fair Dealing
- Statement of Work
- Liability, Indemnification, and Warranties
- Publication
- Other Research Results
- Background Intellectual Property
- Foreground Intellectual Property
- Export Control
- Copyrights
- Disclosure and Protection of Confidential Information
- Material Transfer Agreements
- Gifts
- Budgeting
- Specialized Services/Testing Agreements
- Data
- Conflict of Interest
- Software

Visit uidp.org/contract-accords-2020



Contract Accords

For University Industry
Sponsored Agreements



UIDP Contracting Professional Training



Recorded webinars and workshops



Held at SkySong, the Arizona State University
Scottsdale Innovation Center, every 2 years



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Common Issues/Challenges

- Statement of Work design (when compared to government applications)
- Background/Foreground IP rights
- Publication restrictions
- Indemnification
- Agreement mechanism options – gifts or contracts
- Budget development

AI's Impact on Sponsored Research

- Transformative Potential
- Automation of routine tasks across industries
- Personalized services (healthcare, education, etc.)
- Acceleration of scientific research and innovation
- New AI-driven business models and opportunities

Flexibility and transparency



<https://osp.gatech.edu/contract-continuum>

Office of Sponsored Programs


Contract Continuum / Sponsored Agreement Contract Types

Four Types of Agreements for U.S. Companies

Georgia Tech offers contract agreements that enable U.S. companies and our researchers to engage at all stages of R&D. These agreements offer straightforward intellectual property (IP) terms. [Learn more about international research here.](#)

We will work with you to determine which mechanism is right for you. [View sample agreements here.](#)

Agreement Type	Purpose	IP Terms
Basic Research	To explore fundamental challenges in a technical area	Opportunity to
Applied Research	To explore a technology's viability and overcome practical challenges	Fee-based acco
	To test a product during final stages of	Exclusive field-extended or on



HBCU ENGAGE 2025

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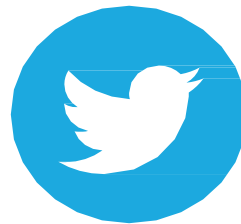
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TeamUIDP



#collaboration



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