



Industry Sponsored
RESEARCH



Office of Contracts and Grants
UNIVERSITY OF COLORADO **BOULDER**

Be Boulder.

INDUSTRY SPONSORED RESEARCH

Introductions



Contract
Officers

OFFICE OF

Contracts & Grants

Throughout the lifecycle of an award, the Office of Contracts and Grants (OCG) partners with faculty, staff and students to obtain and manage external support for sponsored activities through our specialized regulatory and organizational expertise.

About Us

Dave Christopher

SENIOR CONTRACT OFFICER
OFFICE OF CONTRACTS AND GRANTS



Melissa Clymer

SENIOR CONTRACT OFFICER
OFFICE OF CONTRACTS AND GRANTS





Why do industry sponsors
look to engage with our
UNIVERSITY?



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Reasons Industry Chooses to Engage University

Expertise of our faculty



Access to our students

Leverage costs of
Internal Research &
Development (IRAD)



Access to Intellectual
Property & licensing

Access to
equipment & labs



Public relations &
association with CU
Brand



TYPES OF

Industry Funding



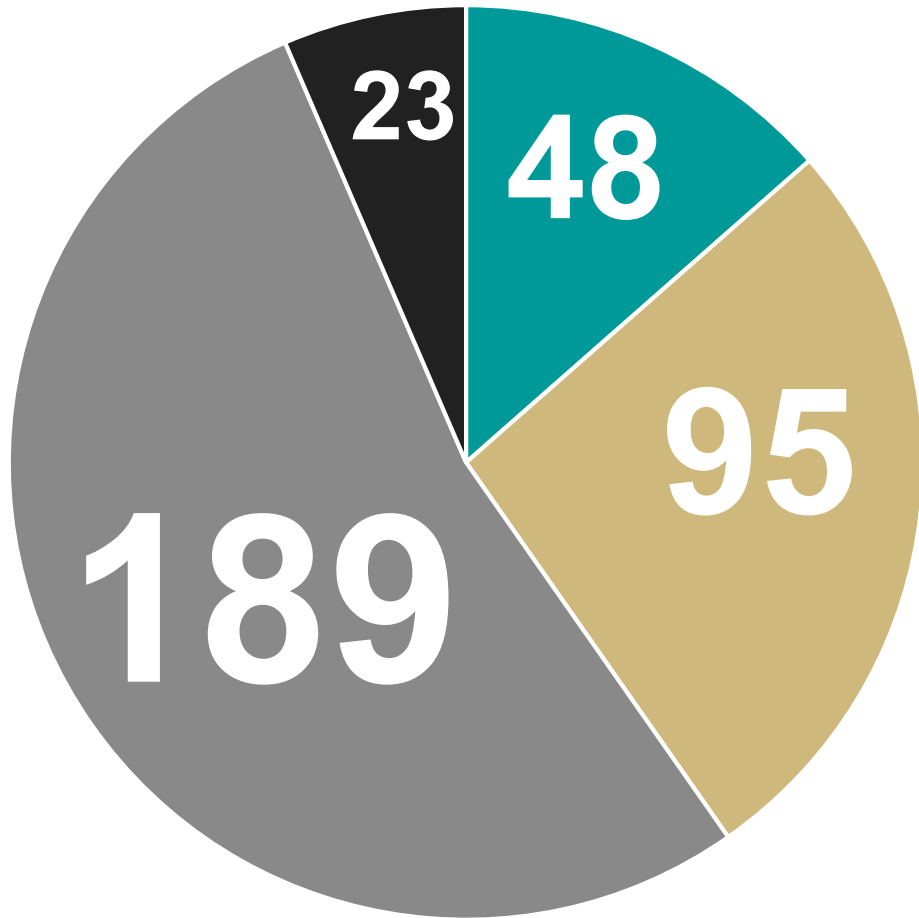
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IMPACT ON CONTRACT MANAGEMENT

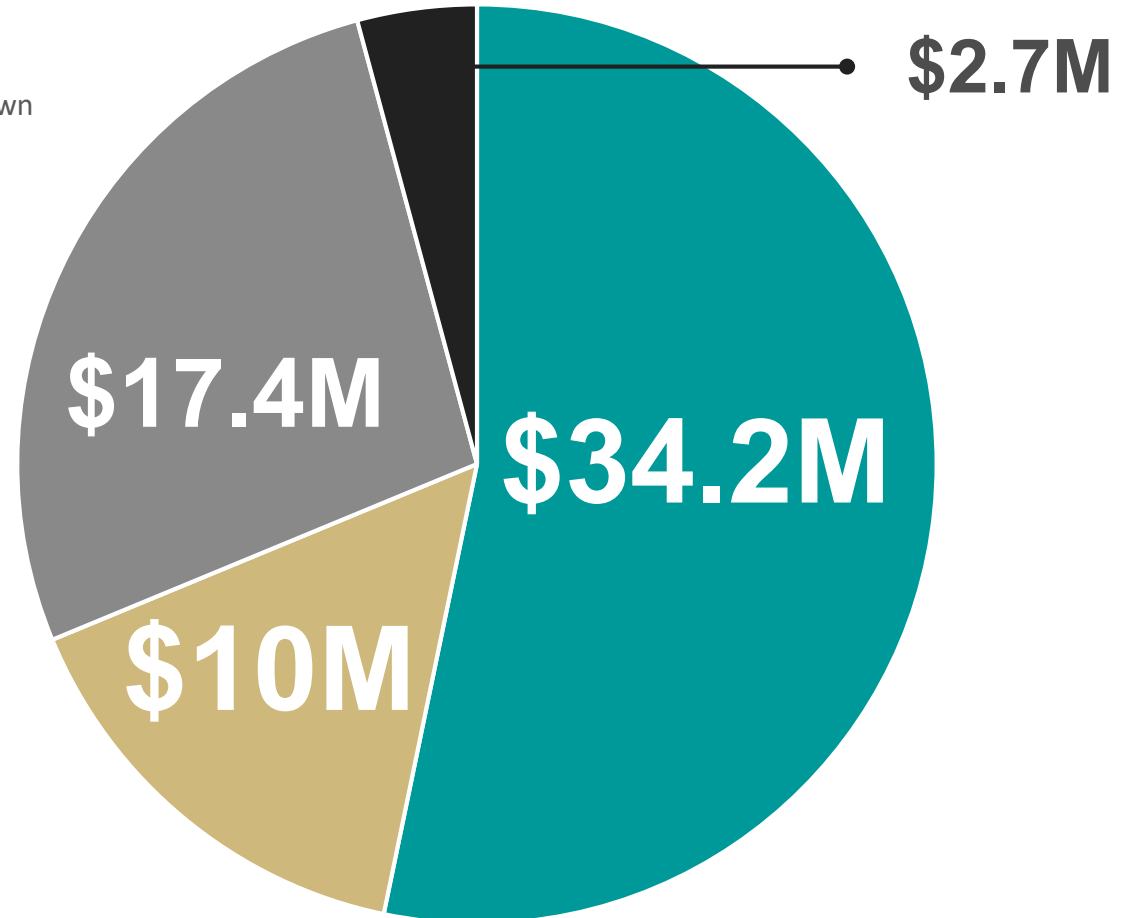
Types of Industry Funding

Number of Awards



- International
- Federal Flowdown
- Non-Federal Flowdown
- SBIR/STTR

Awards by Dollars



International

Approaching Contracts with International Sponsors



Governing Law



Foreign Currency



Foreign Government Regulations



Management of the Residual Funds

CONTRACT NEGOTIATION DIFFICULTY LEVEL



DEPT. CONTRACT MGMT. COMPLEXITY LEVEL



Federal Funding through Industry

Federal SBIR/STTR & Non-SBIR/STTR



Federal Flowdowns



Compliance



Small (SB) vs. Large Business (LB)



Research vs. Expertise

CONTRACT NEGOTIATION DIFFICULTY LEVEL (SB)



DEPT. CONTRACT MGMT. COMPLEXITY LEVEL (SB)



CONTRACT NEGOTIATION DIFFICULTY LEVEL (LB)



DEPT. CONTRACT MGMT. COMPLEXITY LEVEL (LB)



Non-Federal Funding

Industry Dollars

Large vs. Small business | Start-ups, Internal R&D large business

Intellectual Property

Fixed Price

Deliverables

Master Agreements

Flexibility in negotiating terms & conditions

CONTRACT NEGOTIATION DIFFICULTY LEVEL



DEPT. CONTRACT MGMT. COMPLEXITY LEVEL



You Make the Call!



Activity

- 1** Each participant will get a set of cards with the three categories of Industry Sponsored Funding.
- 2** We will give you a sponsor, and we will entertain three questions to help you understand the sponsor.
- 3** After we have answered your questions, you will guess what category the sponsor fits into.
- 4** Then we will discuss each example.





INDUSTRY & UNIVERSITY Collaboration



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UNIVERSITY OF COLORADO BOULDER

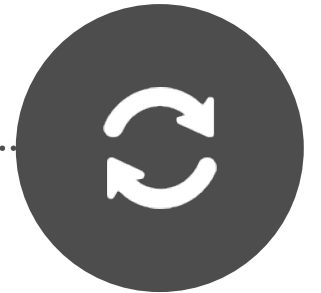
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INDUSTRY SPONSORED RESEARCH
Industry & University Collaboration

Win-win when each party understands the goals of the other



Collaboration with industry requires PI and Sponsor education & flexibility



Early involvement from your OCG Contract Officer can help streamline the process of working with industry

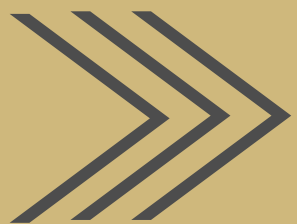




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Questions?

Contact Us



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