Working with Industry
## Northwestern vs. Industry Goals

<table>
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<tr>
<th>Goal</th>
<th>Northwestern</th>
<th>Industry</th>
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<tr>
<td><strong>Overall Objective</strong></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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<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</td>
<td>• Reduce costs wherever possible</td>
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<td>• Reasonable payment terms, such as timing and frequency</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

- Prespending
- Payment
- Budgets
- Unallowable Costs
- Final Report
- Fixed Price Projects
CTA Negotiation

• Negotiation takes time:
  – Completeness of submission to OSR
  – 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 Contact OSR!
Best Practices

• To expedite negotiations:
  – Email CTAs with draft consent to your Senior Contract and Grant Officer and cc the Administrative Coordinator
  – Don't forget to include the InfoEd # created in PD

For Additional Information:
http://osr.northwestern.edu/clinical-research/industry
Want to Learn More about CTA?

• Contact OSR Corporate Team Administrative Coordinators for one-on-one training

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

• Watch for OSR Brown Bags announced on OSR listserv
Questions?