

Research Agreements with Industry

Two Options are Now Available to PI's – Paths Differ in IP Term Negotiations

A. Standard Research Agreement

IP terms are negotiated on a case---by---case basis at the time the research agreement is executed.

- Use UD's standard research agreement template.

B. Exclusivity of Licensing to Private Sector Partner

Pre---negotiated IP terms.

- Use pre---negotiated IP terms research agreement template.
- Partner is granted exclusive worldwide licensing (and sub---licensing) of all inventions arising from the research agreement.
- Company agrees to pay 15% premium of total costs (direct plus F&A) upfront, i.e. within 30 days of execution of the research agreement. Premium is reinvested fully into the PI's program.
- If/when said licensing results in \$10MM or greater yearly sales, company pays the University royalties equal to 1% of net sales. Distribution of sales revenue follows UD's IP Protection, Ownership and Commercialization Policy (legacy Policy 6---6).

Applicable to both agreement options:

- Full federal F&A rates are expected for agreements with private sector partners.
- All research agreements are reviewed and executed by the Deputy Provost for Research and Scholarship