

Getting to Work with Industry

A New Toolkit for Developing Successful Partnerships

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Research **Live**



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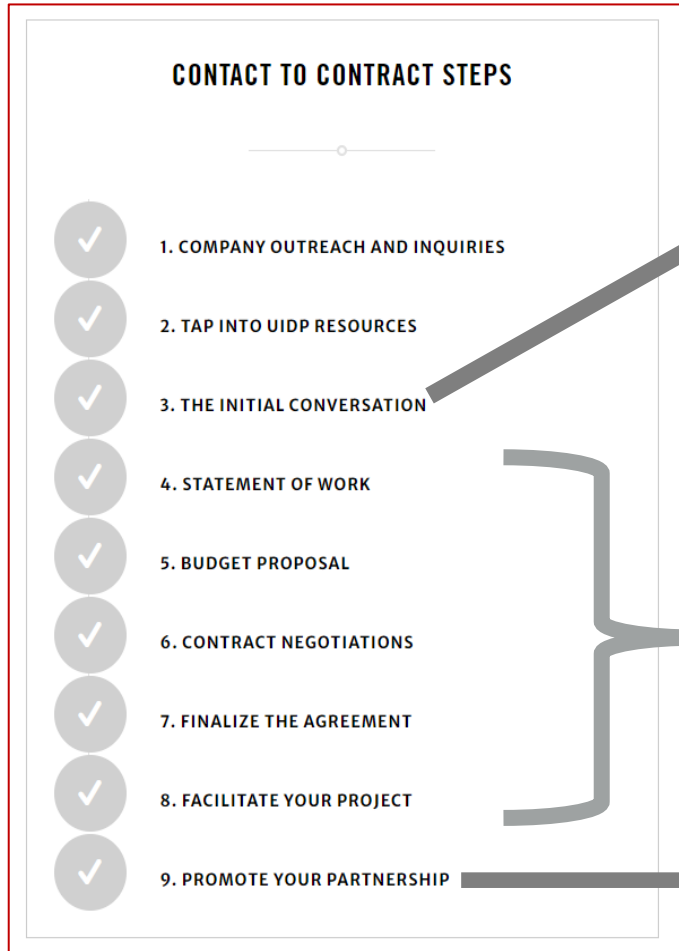
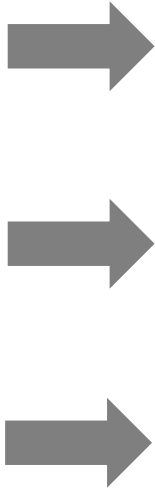
Overview: Office of Business Engagement

We cultivate holistic partnerships with companies by aligning university resources with business goals to help expand the positive impact of both organizations

Strategic Industry Partnership: UPS



- Research
- Experiential Learning
- Philanthropic Support
- Board Involvement
- Hiring UGA Students



In-Person Meetings



BUSINESS ENGAGEMENT TOOLKIT FOR FACULTY

- Industry Funded Activities Decision Tree
Is it a Gift, Sales & Service, or Sponsored Research?
- Statement of Work Template
- Sponsored Projects Budgeting
Indirect Cost Overview
- Proposal Templates
- Agreement Templates
NDA, MTA, DUA, etc.
- Contract Negotiations
MSRA



**Is this confidential & proprietary? Be sure to obtain approval from UGA Communications and the company.*

Strategic Industry Partnership: Merck Animal Health

Engagement & Experiential Learning

- Speak at events including *Life Sciences Industry Day* and *Careers in Science Industry Panel*
- Participate in career fairs, hire graduates

Research

- Secure nondisclosure agreement (NDA)
- Make introductions
- Manage process

Philanthropic Support

- PhD and graduate students



Building Capacity for Business Engagement

- Summer 2022: faculty interviews and focus groups
- Fall 2022: OBE Liaison to **NSF Innovation Engine** grant proposal
- Winter 2023: *Building Industry Partnerships That Pay*
(Business of Research webinar series)
- Spring-Summer 2023: **Business Engagement Toolkit for Faculty**

Questions?

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