OSU Industry Partnering Training – Linked from the February 12 Faculty Senate Agenda

Faculty Training - Outline
- Increase the level of collaborative research partnerships with industry
  - Cutting edge research
  - Research collaborations that grow from projects to long term technology development relationships
  - Student involvement in research projects
  - Gifts to the college or university signifying long-term commitment

Faculty Training - Outline
- Training provided by an industry consultant with partnering experience and OSU Technology Transfer, invited specialists
- Training program provided to all OSU faculty with an interest in building existing collaborative relationships with companies or initiating new relationships
- Training provided in module format in ninety minute sessions on a quarterly basis, with individual support training offered between training sessions

Faculty Training Benefits
- Increased research funding
- Work with industry to develop new technology and intellectual property
- Access to industry researchers and research tools
- Increase the level of research resources (equipment, facilities, etc.) through industry support
- Attract new faculty to support college and department objectives

Module I
Creating Awareness and Value
  - Peer university partnerships
  - Partnering expectations
  - Partnering readiness – research focus
    - research alignment
  - Building a partnering strategy
  - Creating industry awareness

Module II
The Fundamentals of Industry Partnerships
  - Building industry and company interest as the basis for collaboration
  - Balancing your research and company needs in partnerships
  - Working within milestones, timelines, budgets
  - Managing the project and the relationship

Module III
Understanding Partnering Agreements
  - Confidentiality agreements, research agreement models, material transfer agreements, licensing agreements, memorandums of understanding
Knowing when intellectual property is being created - disclosures
Balancing the need to publish and present versus the need for company I.P protection
Regulatory and legal restrictions as a public land grant university
Building communications channels
Handling relationship issues

Module IV
Strategies for Building and Expanding the Research Relationship
Annual/quarterly progress reviews with industry as an opportunity to identify new avenues for research expansion
Utilizing students as an important component of the research project, encouraging student internships as part of the research project
Collaborative work plans involving OSU and the industry partner research team
Requests for additional resources, dollars, equipment and materials during the project
Identifying opportunities for philanthropy that signify a long-term commitment
Recognizing how to leverage other university resources and skills to strengthen and build the research relationship
Working with Corporate Relations at the OSU Foundation to manage company relationships and stewardship reports to build collaboration commitment