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Industry and Special opportunities Office

University of Colorado
Boulder
CU is a research powerhouse

• About 2000 universities/colleges in US get research funding
• 50% of research done by top 25 universities
  • CU 22\textsuperscript{nd} on that list
  • CU 8\textsuperscript{th} on list of citations (measure of impact of research)
• Many of our programs rank in top twenty
• 5 Nobel prizes
• World class
But

- Last year our research portfolio was split
  - Approximately $360M from federal or state sources
  - Approximately $20M from industry
- Expertise/Processes designed and optimized to deal with Federal Grants, Co-operative Agreements, Contracts
- Two taskforces looking at OCG and Sensitive and Restricted research came to same conclusion
  - Look separately at how we work with industry
Reasons

• Industry contracts usually are among the most complex to negotiate
  • Intellectual Property
  • Scope of Work
  • Non Disclosure Agreements
  • Non Compete Clauses
• When we work for Government indirect rate is fixed. Cannot charge government more than anyone else
• More flexibility in working with industry on what we can charge
Changing Situation

- Chancellor’s State of the Campus speech discussed need/value of improving our outreach to industry and increasing collaboration
  - Important campus strategic goal
- Many departments on campus already have close connections to industry/spin-offs
  - Aerospace, Biotech……..
- Campus has joined the University Industry Demonstration Project (UIDP) out of the National Academies (includes many of our peers) – best practices
Goals

- Would like to diversify further our research funding portfolio (Strategic Goal – Chancellor, President)
- Simplify processes of connecting industry with our intellectual capital
  - Benefit industry
  - Benefit economy/state/nation
  - Benefit campus
- Look at a range of ways to engage
  - Use of facilities (help pay for them)
  - Use of technical staff (keep employed if gap in grants)
  - Use of expertise
Principles

• Publication rights
  • No change to current policy of open publications
  • Delays are allowed for situations involving a patent filing or third party review to protect any proprietary information provided
• Compliance with campus policies/procedures
• Centralization of contacts, discussions, exchanges should help – develop understanding of concerns and how to work within constraints
Steps

- Began with an evaluation of what is in place and what policies and procedures are needed from the business side - Caroline Himes led this
- Did not see any deal breakers
- Proceeding to bring in faculty to broader discussion
  - Bruce Eaton will chair faculty advisory group
    - Asked BFA chair/exec for recommendations
      - Markus Rashke will participate
  - Looking for ways to support faculty
    - Negotiations
    - Connections
Measuring Success

• Basics
  • Funding Increases
  • Student Internships
  • Economic Impact

• Softer measures
  • Increased development of cross-functional projects
  • Enhance reputation as being a “good” partner
  • Faculty feel empowered to be more innovative
  • Faculty retention