



# Industry Contracts, Budgets & Payment Schedules (Oh, My!)

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Presentation by: Chrissy Kinkade, Director of Industry Engagement

# Disclaimer

Because “why not?”

For this presentation, think sponsored research, not clinical trials. There are multiple offices who tackle those projects.

UNC SCHOOL *of* MEDICINE

## Clinical Research Support Office (CRSO)

Central administrative office supporting all human subjects research across the SOM



Office of Clinical Trials



SCHOOL OF MEDICINE

North Carolina Translational and Clinical Sciences Institute



# Acronyms, UNC's secret language, and What They Do

CFRTM (CFR) to FRIE



**Office of  
Corporate and  
Foundation  
Relations  
and Talent  
Management  
(CFRTM)**

## Our Office...

Connects UNC-Chapel Hill's innovative researchers with foundation and industry partners to identify common goals and through public-private partnerships advance the University's missions of teaching, research and public service.

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# Industry Engagement is a Team Sport

(And like a decathlon)

## Our Team...

- Serves as a “single point of contact” to industry partners
- Develops engagement strategies to advance partnerships
- Communicates corporate priorities and interests to university constituents
- Works with faculty/staff to develop, finalize and submit proposals



# Objectives

**Describe** how working with industry differs from other sponsors

**Identify** best practices when drafting industry sponsored budgets

**Outline** key points to consider when developing a payment schedule

**Highlight** important contract provisions in industry agreements

# Key Considerations

## Working with Industry



- Relationship building and management
- Company priorities
- Right point of contact
- Return on Investment (ROI)
- Sudden changes
- Different funding mechanisms and opportunities
- Brief proposals with high-level budgets



# Key Considerations

## Industry & Budgets



- Consider funding mechanism
- Don't talk about money yet
- Draft an NIH-style budget first ★
- Create a pared-down version next
- Consider payments

# Key Considerations

## Industry & Payment Schedules



Draft a Payment Schedule but consider: ★

- Milestones and deliverables
- When is funding needed
- Billing mechanisms
- Frequency of payment
- Study vs. agreement duration
- Contingency plans

# Key Considerations

## Industry & Agreements



- Type of agreement
- What to include
- Stickiest terms and conditions ★
  - Data
  - Intellectual property
  - Publications
  - Confidentiality
  - Indemnification and warranties

# Now What?

Let us know how we can help



[industry@unc.edu](mailto:industry@unc.edu)



919.962.9600



[frie.unc.edu](http://frie.unc.edu)



140 Friday Center Dr, Chapel Hill, NC 27517



**Thank You!**

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I believe I have an MTA that needs signing so that our lab can send human samples to a lab at another University for a service request they will provide us. I'm not 100% certain if we are paying for the services, where would I submit this MTA? Is the answer different if we are not paying for the services?

**Answer:** MTAs with funding (beyond shipping and handling) should be submitted through ALICE to be reviewed and negotiated by the Office of Sponsored Programs. MTAs with no funding should be submitted through BLUE to be reviewed and negotiated by the Office of Technology Commercialization (OTC). Each department has an assigned OTC analyst, so a good first step is to bring it to them to see what they think. Most MTAs don't have funding, so the vast majority go to OTC for review. Your OTC analyst can help make that determination.