Reminders

- Please mute your audio and turn off your video.

- We will have time for questions at the end of the session. Please type your questions into the chat box.

- Turn on captioning if needed.

- We will be recording today's session.

- Slides and recording will be shared following the session.

Access Check

If there is anything (presenter screen, sound, general tech issues) that may affect your participation in this session, please use the Zoom chat to send a private chat message to **Garin Ohannesyan.**

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Land Acknowledgement

"I (we) wish to acknowledge this land on which the University of Toronto operates. For thousands of years it has been the traditional land of the Huron-Wendat, the Seneca, and the Mississaugas of the Credit. Today, this meeting place is still the home to many Indigenous people from across Turtle Island and we are grateful to have the opportunity to work on this land."

Researcher's Guide to Industry Partnerships

Tina Coccia, Director, Partnerships
Tara Train, Manager, Partnerships

Innovations & Partnerships Office

AGENDA

- Introduction to the Innovations & Partnerships Office
- Identify the resources available at U of T for researchers interested in developing partnerships with industry
- Outline the steps for engaging with an industry partner
- Group case study & discussion
- Q & A

IPO Team

Derek Newton: AVP, Innovation, Partnerships, and Entrepreneurship

Tina Coccia
Dir. **Partnerships**

Jennifer Fraser
Dir. **Innovations**

Kurtis Scissons
Dir. **UofT Ventures**

Business Development

Colin Swift
Akshita Vincent

Jon French
Dir. **UofT Entrepreneurship**

IPO

UTE

IPO Team Cont'd

Partnerships

- Facilitates and administers University research partnerships; sponsored research agreements focused on partnerships with third parties (Industry, Government etc.); non-disclosure agreements, material transfer agreements and other forms of non-funded agreements

- Post award fund administration (FReD setup and maintenance)

Innovations

- Manages U of T's portfolio of intellectual property; supports inventors by helping transform inventions into marketable products, services, companies, and jobs;

- Provides commercialization, company creation, business development and entrepreneurial support to the U of T community

IPO Team Cont'd

Business Development

- Increase industry sponsored research activity and leverage funding through various sources, to maximize our research and translational output

- Maximize Research Funding; Connect with Industry; Work with PI and industry partner to build the relationship

UT Ventures

- Supports the creation of investor-ready companies based on research created at U of T
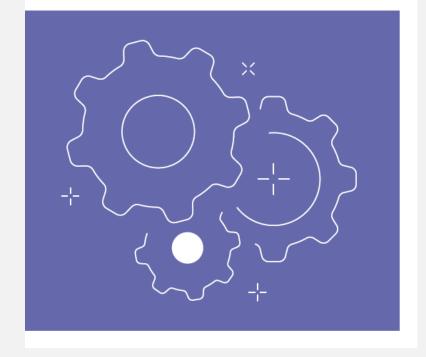
UT Entrepreneurship

- Supports Community of **10+ Accelerators** across all campuses; Manages ONRamp space and facilities for our entrepreneur community; Manages Communications and Marketing activities; Coordinates annual Entrepreneurship Week activities

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Researcher's Guide to Industry Partnerships

- Published by IPO early 2023
- Outlines the essential elements of research partnerships at U of T, including:
  - Engaging with industry sponsors
  - Identifies U of T resources to successfully manage partnerships
  - Partnership agreements

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Who and what is the Guide for?

- Industry research partnerships: engagements between U of T and one or more private sector organizations for the purpose of conducting research & development activities

- Principal Investigator eligibility

- Guide can be downloaded on the VPRI website

Engaging with an Industry Partner

Know Your Strengths and Know Your Partner
– Identify key areas of expertise that are of interest to you and your potential partners

Networking
– Maintain a broad network of potential collaborators within academia and beyond
– Participate in multi-disciplinary initiatives to expand your network

Start the Conversation
– Understand current partner priorities, IP
– Share/exchange information, sign NDA

Identify Funding Opportunities
– Maximize your budget potential by leveraging partner funds against various federal and provincial programs specifically designed to help support research collaborators within industry

Developing the Research Proposal
– Develop a well thought out research proposal with your partner that identifies the scope of work, responsibilities of each partner, timelines and total project costs (including indirect costs)

Negotiate Partnership Agreement
– All research agreements (funded and non-funded) must be reviewed and signed by the VPRI
– IPO will facilitate the negotiation and execution of all research contracts with industry

Maintaining the Partnership
– Restricted research funds are created by VPRI for access to funding
– Ensure consistent communication and transparency with your partner regarding progress and the project

Review Outcomes and Consider New Engagements

Networking and Starting the Conversation

- Researcher's own networks
- Research facilitators and business development professionals within Departments and Divisions across U of T campuses
- Blue Door
- Confidential Disclosure Agreements (CDAs)

Poll Question #1

When developing a research proposal, which of the following key elements must researchers take into account?

a) Make sure that only the University benefits from the outcomes.

b) Identify the project scope, budget and timelines.

c) Nothing. Researchers can do whatever they want.

Funding Opportunities

Models of Engagement

- ➤ Lead researcher with one Industry Partner
- ➤ Multiple researchers with one industry partner
- ➤ Consortia
- ➤ Master Framework
- ➤ Student engagements

- Wide range of funding opportunities available to universities through grants or other programs that help support research activity
- Leverage company contributions to maximize budgets
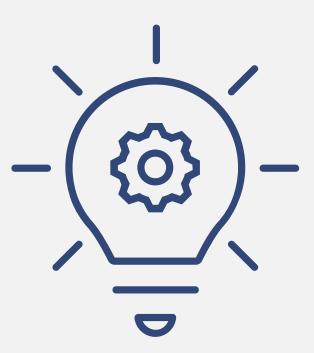- NSERC, OCI, Mitacs and others

Developing a Research Proposal

- A concise and well-written research proposal is an important framework for any collaboration with an industry partner
  - Key elements of a research proposal:
    - Clear and concise project description/scope of work
    - Predetermined timelines
    - Well defined budget for project costs (both direct and indirect costs)
    - Identify other resources or commitments needed

Poll Question #2

Poll Question #2

Who can sign a sponsored research agreement on behalf of the university?

a) The Principal Investigator.

b) The Chair of the Principal Investigator's department.

c) Division of the Vice-President, Research & Innovation (VPRI).

Develop the Partnership Agreement

- Funded and non-funded research engagements with an external partner require an agreement executed by the VPRI
  - Non-funded collaborations, material transfer, data transfer agreements
  - Sponsored research agreements
- All industry sponsored research agreement are negotiated and managed at IPO
- The Partnerships team in IPO ensure agreements comply with U of T policies and procedures

Maintaining the Partnership

- Once the research agreement is executed the project can begin
  - Funds are setup and dispersed to PI's
  - PI's responsibilities:
    - Be aware of the obligations under the agreement
    - Ensure open and frequent communication with the partner
    - Provide partners with an opportunity to review publications
    - Disclose all intellectual property developed to IPO!
- Successful projects build trust and foster long-term relationships

Case Study

A researcher is interested in working with a company in the healthcare industry based out of the United States. She has engaged in some promising preliminary conversations with a researcher at the company she met at a conference, and the partnership appears to be one that would be very successful for both the company and the researcher's lab.

1. What are some of the resources available at the University to assist the researcher with starting this partnership?

2. The company is requesting the researcher sign an NDA before they share any confidential information with the University. What are the next steps for the researcher?

3. What University policies and/or guidelines should be considered:

   a) Prior to formalizing the partnership?
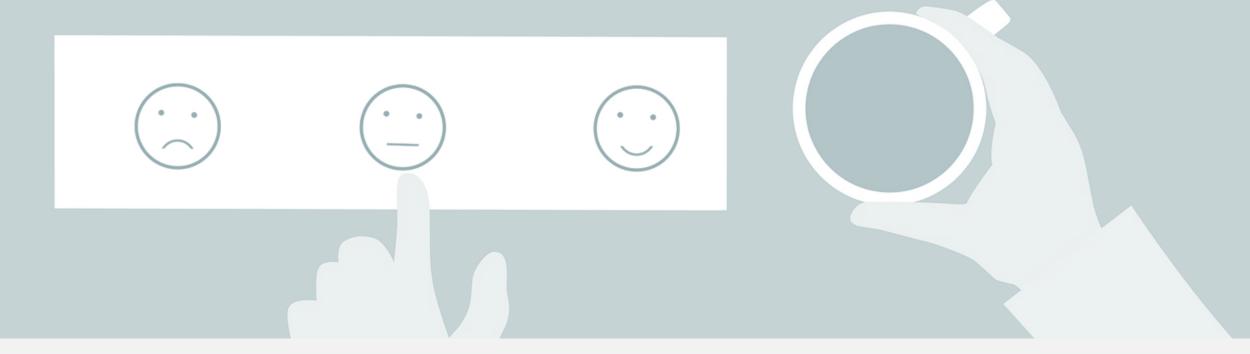   b) While conducting the research?

Next STAR Workshop!

Managing Research with FIS and RIS Tools

June 20th   10 am - 12 pm

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Feedback, please!

Question & Answer

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