Business Connect

- Working with Business Connect
- Who we are
- What we do
# General Contract Categories

<table>
<thead>
<tr>
<th>Sponsored Research</th>
<th>Clinical Studies</th>
<th>Fee for Service Agreements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsored research projects are generally defined as a project that is an investigation aimed at discovery and interpretation of facts, a revision of accepted theories in light of new facts, the development of new analytical and experimental protocols, or the practical applications of such new theories, analysis, data gathering and/or experiments.</td>
<td>A clinical study involves research using human volunteers (also called participants) intended to advance medical knowledge. There are two main types of clinical studies: clinical trials (also called interventional studies) and observational studies.</td>
<td>Encompasses service projects for which an external client requests a deliverable generated with known practical applications of standard procedures and established theories, methods and standard experiments using special or unique university research capabilities.</td>
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Working with Business Connect

• **Start early:** As soon as you become aware of an opportunity for a project with a for-profit company, please contact Business Connect. We will do the same.

• **Scope of Work:** PI should focus on specifying project goals & deliverables with the sponsor.

• **Budget:** Develop a budget in collaboration with Business Connect and don’t share with the sponsor until it is approved by College, Department, and Business Connect.
  
  • Full project cost
  
  • Full IDC – not communicated as a separate cost – but embedded in the costs we share w/ the company.
  
  • Typically, fixed price agreements (fixed dollar amount for specified deliverable, no audit rights).
  
  • If pricing is not based on MSU approved rates, budgets must be based on reasonable costing principles.
  
  • If the sponsor does not require line item budget, we will not require one for the agreement. However, internal budgets should include standard line items (salary, equipment, supplies, subcontracts, etc.).
Brice and Jeff help develop and foster faculty-company relationships. Brice primarily works with Engineering and Physical Sciences, while Jeff focuses on Agriculture, Veterinary Medicine and Animal Health, Human Medicine and Natural Sciences. Work with additional colleges is divided based on availability.
Randy Sheets  
**J.D., Assistant Director**  
Reviews, negotiates and approves final terms in agreements; drafts subcontracts resulting from company sponsored projects. Contract lead with for-profit companies sponsoring clinical trials/clinical research.

Tina Ramos  
**J.D, Sponsored Programs Administrator**  
Reviews and negotiates agreements and drafts subcontracts resulting from company sponsored activity.

Charlene Fortin  
**Sponsored Programs Accountant**  
Reviews budgets and assists in facilitating the routing of KC documents (Proposal Development, Institutional Proposals, Award).
### Routing for Sponsored Research, Clinical Trial and Fee for Service Projects

In general, BC handles all projects with industry, but there are some exceptions. To determine if your project is an exception, please identify the Prime and Direct Sponsor and match in the below table:

<table>
<thead>
<tr>
<th>Prime Sponsor</th>
<th>Direct Sponsor</th>
<th>Business Connect (BC)</th>
<th>Business Connect</th>
<th>OSP/BC will determine Proposal &amp; Agreement Review and communicate with PI &amp; Admin</th>
<th>OSP</th>
<th>OSP</th>
</tr>
</thead>
<tbody>
<tr>
<td>For-profit Prime Sponsor</td>
<td>Office of Sponsored Programs (OSP)</td>
<td>OSP/BC will determine Proposal &amp; Agreement Review and communicate with PI &amp; Admin</td>
<td>Business Connect</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nonprofit, Foundation, Govt Prime Sponsor</td>
<td></td>
<td>OSP</td>
<td></td>
<td>OSP</td>
<td>OSP</td>
<td>OSP</td>
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**Prime Sponsor**: entity that is the original source of funding  
**Direct Sponsor**: entity that is providing the funding to MSU
Routing for Sponsored Research, Clinical Trial and Fee for Service Projects

Who is the Direct Sponsor (entity sending funds to MSU)?

- Nonprofit, local government or foreign government
  - Your Proposal/Agreement will route to OGC and/or CGA**
  - Your Proposal/Agreement will route to OSP

- Federal/state governments*
  - Prime Sponsor is federal or state government
    - Your Proposal/Agreement will route to OSP
  - Prime Sponsor is not federal or state government
    - Your Proposal/Agreement will route to Business Connect

- For-Profit
  - Is the Direct Sponsor receiving funds from another entity (Prime Sponsor)?
    - No Prime Sponsor
      - Your Proposal/Agreement will route to Business Connect

*Federal/State Government funding is excluded from the DY Account process and will be administered by OSP Pursuant to §315 I Sponsored Projects.

**For academic credit to be established, a Proposal Development document must be routed through the KC system.
Companies generally do not issue RFPs. Therefore, formal proposals to for-profit companies are rare. Scopes of work and budgets are finalized concurrently with the agreements. Business Connect will negotiate the terms of an agreement without the routing of a formal proposal.
Common contract issues to be negotiated by Business Connect:

- **Intellectual property**: background IP, ownership of foreground IP, licensing rights
- **Confidentiality**: legal (FOIA), MSU Board policy disclosure requirements (identify the Sponsor, $ amount, title, investigator)
- **Publication/Research**: board directive requires the ability to publish results of research. There is more flexibility on publication of fee-for-service projects.
- **Indemnification/Liability**: who is responsible for damages in the unlikely event something goes wrong
- **Subject Injury** (clinical trials/clinical research): who is responsible for injury caused by performance of the study protocol
MSU Business Connect

Charles Hasemann
AVP Research & Innovation

Brice Nelson
Director

Jeff Myers
Director

Guangming He
Data Analyst

Randy Sheets
Assistant Director

Keith Rouse II
Analyst

Tina Ramos
Sponsored Programs Administrator

Charlene Fortin
Sponsored Programs Accountant

Marta Sinclair
Executive Assistant