



# Business Connect

- Working with Business Connect
- Who we are
- What we do

# General Contract Categories

## Sponsored Research

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.

## Clinical Studies

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.

## Fee for Service Agreements

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.

# 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.).



# MSU Business Connect: Executive Staff



**Charles A. Hasemann,**  
*Ph.D. Assistant Vice  
President for Innovation and  
Economic Development*



**Brice Nelson**  
*Director*



**Jeff Myers**  
*Director*

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.

# MSU Business Connect: Executive Staff



**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

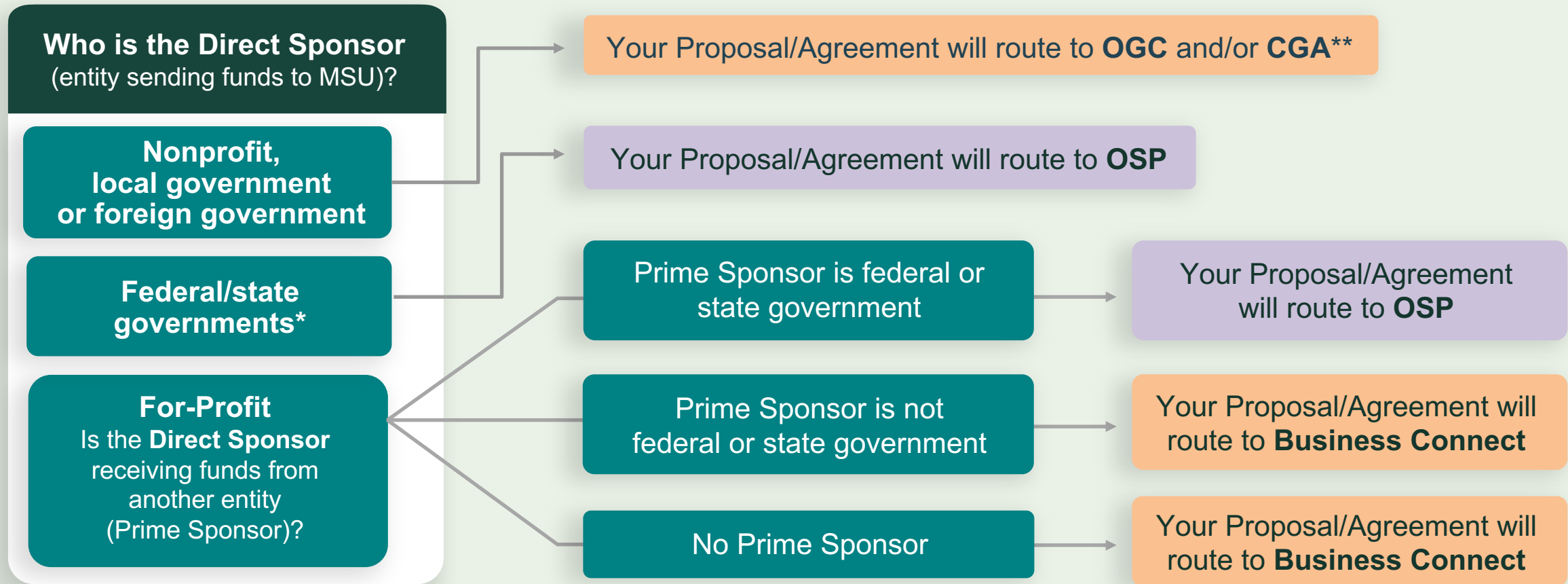
In general, BC handles all projects with industry, but there are some exceptions. To determine if your project is an exception, please identify the Prime and Direct Sponsor and match in the below table:

|  | No Prime Sponsor                   | For-profit Prime Sponsor  | Nonprofit, Foundation, Govt Prime Sponsor   | Federal or State Govt Prime Sponsor |
|--|------------------------------------|---|---|-------------------------------------|
| For-profit Direct Sponsor                  | Business Connect (BC)              | Business Connect  | OSP/BC will determine Proposal & Agreement Review and communicate with PI & Admin | OSP                                 |
| Nonprofit, Foundation, Govt Direct Sponsor | Office of Sponsored Programs (OSP) | OSP/BC will determine Proposal & Agreement Review and communicate with PI & Admin | OSP   | OSP                                 |

**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

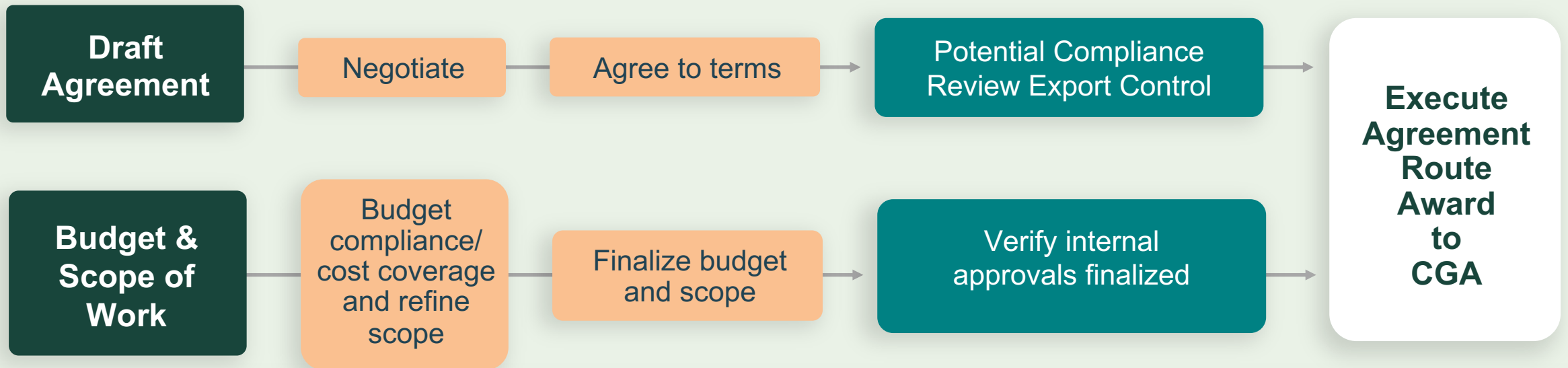


\*Federal/State Government funding is excluded from the DY Account process and will be administered by OSP Pursuant to §315 I Sponsored Projects.

\*\*For academic credit to be established, a Proposal Development document must be routed through the KC system.

# MSU Business Connect Parallel Processes

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.





# Working with Business Connect

## 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

