

**Preliminary Discussions**  
PI/Sponsor contact – confidentiality disclosure agreement



**Office of Technology Development**



**Proposal Review and Submission**  
PI obtains/develops protocol – feasibility study



**Clinical Trials Office**

**HSPO**

**IACUC**

**ORA**



**Contract Negotiations / Finalization**  
Compliances, budget finalized – contract executed



**Office of Research Affairs**



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## Industry Sponsored Contracts

WEB CONTENT DISPLAY



### Contract Review Process

WEB CONTENT DISPLAY

A sponsored research program is established when

- a corporate sponsor wishes to support a research project that a member of the faculty wishes to pursue.
- the proposed research is approved by Penn State University as educationally appropriate and consistent with its mission.

University research is intended to advance the frontiers of science and technology and further the University's mission. To achieve its purpose in an academic setting, a research project must be of intellectual interest to a member of our faculty, and responsibility for directing the research project must reside with the principal investigator. Penn State acknowledges and accepts that the general motive for a corporation sponsoring university-based research is the production of specific solutions readily applicable to the development of products, processes, or services for competitive advantages. In negotiating contractual arrangements for University research, Penn State seeks to balance the pursuit of research as an integral part of the educational process and the pursuit of a useful knowledge to be applied in a specific corporate setting. There are a number of contract principles that are especially significant when considering research agreements with corporate sponsors.



Reasonable Efforts	Conflicting Obligations	Publications	Patents & Intellectual Property	TAB CONTAINER
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Since state-of-the-art research is by nature unpredictable and without guarantee of success, we conduct research on a reasonable efforts basis. Every effort is made to organize research projects in a manner sensitive to the differing time constraints of sponsors in accordance with applicable regulations, but the University cannot accept contract provisions which impose penalties for failure to make progress or provide for withholding payment if the sponsor is not satisfied with results.



The [Office of Research Affairs](#) has the responsibility of ensuring that research contracts entered into on behalf of the University are on the best possible terms. To protect the interests of both the faculty member conducting the research and the University, it is wise to establish terms of the agreement between the parties in writing. The contract is there to document each party's respective rights and obligations. The [Contracts & Proposal Specialists](#) in The Office of Research Affairs are experienced in assisting investigators with every aspect of reviewing, issuing and negotiating contracts. Ideally, the appropriate [Contracts & Proposal Specialist](#) should be involved at the earliest stages of discussion between the sponsor and investigator. The sooner the specialist is involved, the less likely there will be delays in the commencement of the project and the less likely there will be terms in the agreement that are unacceptable to the University. In any event, no faculty member is authorized to sign a contract binding the University. [Contract signatories](#) are designated by the College of Medicine and the Hershey Medical Center.

- [Establishing a Sponsored Research Program](#)



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