



## Industry Sponsored Research Pre-Award Process

### PI & Sponsor discuss potential project

Let your SPO know you are in discussions with Sponsor.

Request a Confidentiality Disclosure Agreement (CDA) using CEO's online request form.

01

PI and Department use proposal to create draft budget

03

SPO shares proposal and total project cost with Sponsor

05

While PA-005 is routed for approval, SPO will start negotiation of agreement with Sponsor

07

Upon approval of PA-005, SPO will include project cost total and proposal in the Statement of Work (SOW) for Sponsor signature

09

02

PI & Sponsor create proposal

Review guidelines for an industry proposal. Remember this is an iterative process with your industry contact.

Is the project research or testing/service?

Is Ohio State Background Intellectual Property (BIP) part of the project?

**Don't provide any budget numbers to the Sponsor.**

04

PI sends draft budget and proposal to SPO for review

Tell your SPO if BIP will be used in the project and if this is research or testing/services.

Industry sponsors don't need a line-item budget. They just want to see the total project cost.

Understand the university's policy on Indirect Cost Rate and TAF IP rights option.

06

PI submits PA-005 with approved budget and proposal for College/Department approval

08

During agreement negotiation, SPO may consult with PI and the appropriate campus support units

PROJECT BEGINS