

A photograph of a library or study area. In the foreground, an open book lies flat, its pages slightly curved. Behind it, several stacks of books are visible, some with green spines. The background shows a wooden bookshelf filled with more books, slightly out of focus.

# Breakout Session #3: Industry Perspectives on Consortia

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(moderator)



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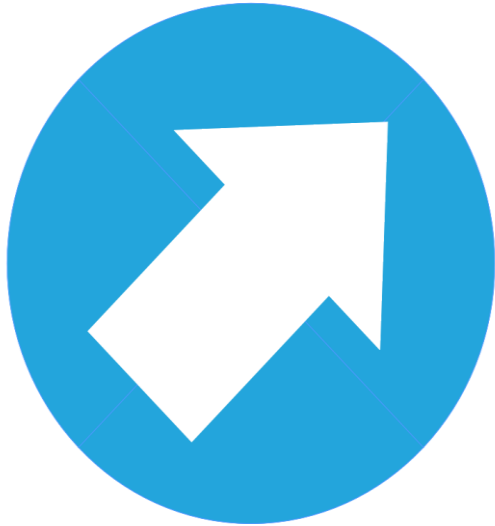
**Woj Wrona**

Director, Business Development –  
Discovery Transactions  
Merck Sharp & Dohme Corp.

# Industry Perspectives on Research Consortia

## Consortium Models (not an exhaustive list)

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### Centered on U.S. Government Funding

- Engineering Research Centers
- Industry/University Cooperative Research Centers
- National Manufacturing Institutes

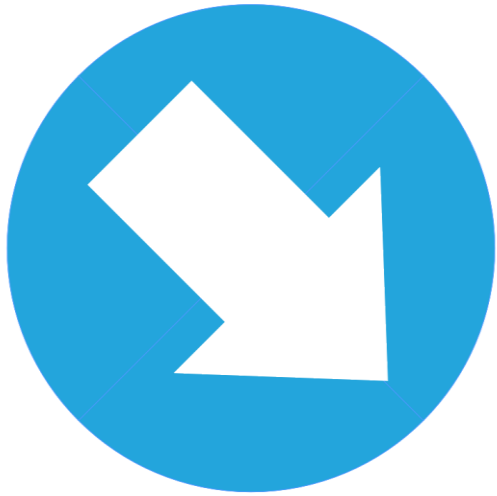
### Centered on Company Funding

- Testing and Standards Setting Consortia
- Research and Development Consortia; Open-innovation

# Industry-University Consortia

## Industry Perspective

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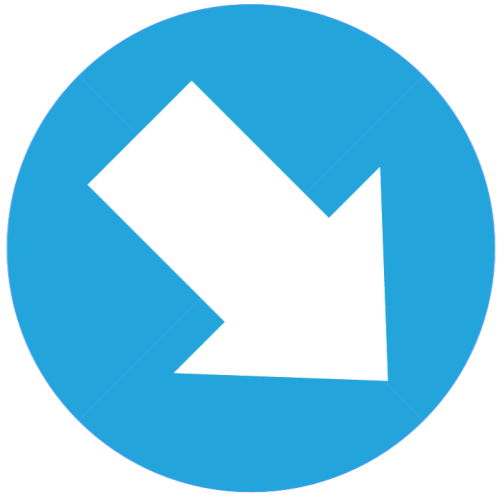
What comes from industry-university consortium research

- Student recruiting
- Contributing to education and development of the skilled workforce needed by the company
- Development of the industry
- Access to research results

# Industry-University Consortia

## Industry Perspective

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Company considerations when engaged in consortium research

- Why company scientists want to engage in consortia
- Protecting a company's pre-existing IP and materials when used in consortium-based research
- Access to foreground IP and freedom to operate
- Efficient project management

# Consortium Research Questions to Discuss

## Pre-competitive Intellectual Property

- How is *pre-competitive IP* defined?
- Do all industry sectors recognize pre-competitive IP?
- What is the role of the open-access model for university-industry consortia?
  - What is meant by “open-access”?
- If patentable subject matter is anticipated, what are the successful models for handling protection and licensing?



Consortium  
Research  
**Questions  
to  
Discuss**

## **Bylaws and Membership Agreements**

- Do all consortia have bylaws and how are they written?
- What is the process for company approval?
- How frequently are they re-negotiated?



Strengthening  
University-Industry  
Partnerships

# Consortium Research **Questions to Discuss**

## **International**

- **How do consortia change when participants include companies and universities based in more than one country (or do they)?**
- **Are there export control concerns?**
- **How do consortia account for regulations in multiple jurisdictions?**
- **How is IP treated?**



Strengthening  
University-Industry  
Partnerships



# THANK YOU!

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