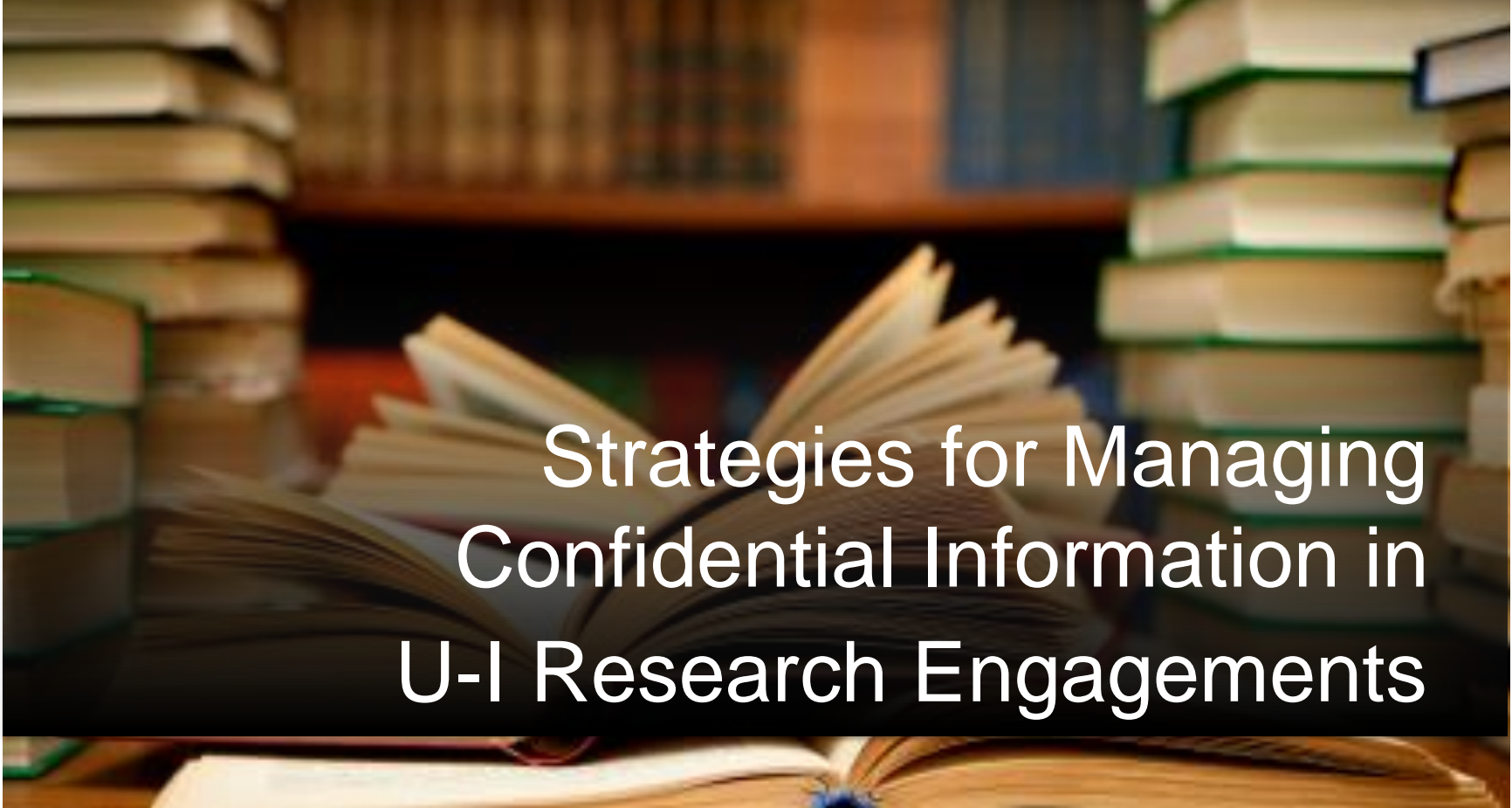




Strengthening
University-Industry
Partnerships

Jilda Garton, UIDP
Moderator

A photograph of a library or study area. In the foreground, an open book lies flat on a surface, its pages slightly curved. Behind it, several stacks of books are visible, some standing upright and others lying flat. The background is softly blurred, showing more bookshelves filled with books. The overall lighting is warm and focused on the books.

Strategies for Managing Confidential Information in U-I Research Engagements

Strategies for Managing Confidential Information

Shandra White

Executive Director,
Sponsored Research
Northwestern University

Yogesh Sharma

Global Head,
External Research Collaborations
Novartis

Terry Grant

Director of Corporate Engagement
University of Washington

Pete Ellingson

R&D Director & Open Innovation Manager
The Procter and Gamble Company

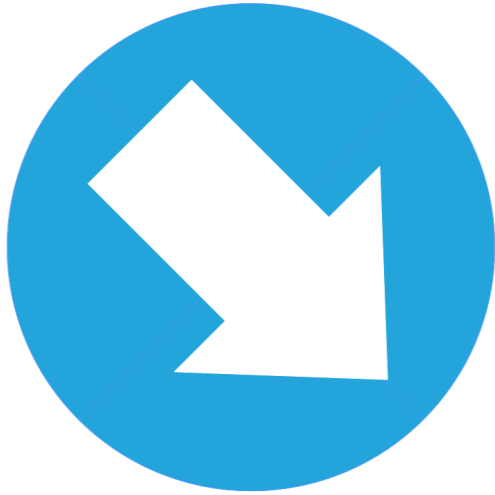


Strengthening
University-Industry
Partnerships

Strategies for Managing Confidential Information

The panelists will discuss the considerations for managing confidential information in university-industry research engagements. This session will explore what companies and colleges consider to be *confidential information*, what information is appropriate to exchange, how each party protects and manages the confidential information in its custody and strategies for negotiating NDAs. When should a “master NDA” be considered?

What is “confidential information?”



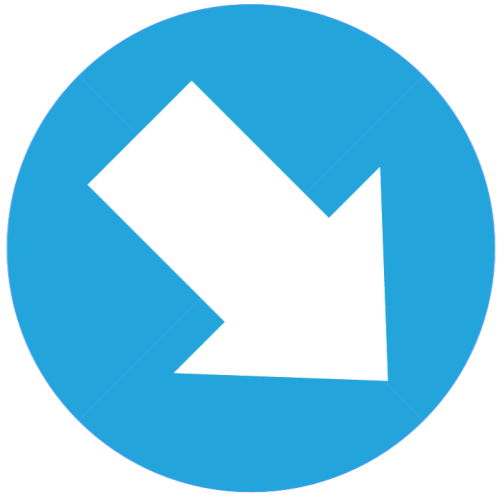
What information does each entity consider to be confidential?

- Industry
 - Data?
 - Materials?
 - Company strategy?
 - Other?
- Universities
 - Data?
 - Materials?
 - Invention Disclosures?
 - Publication Drafts?
 - Student Information?



The definition of confidential information is important!

What is “confidential information?”



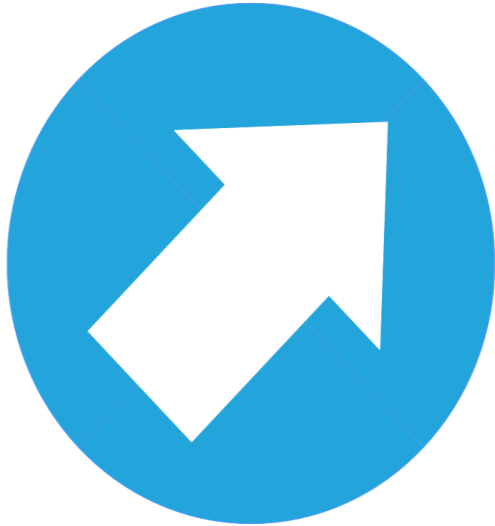
How is *confidential information* the same as or different from:

- Secret information?
- Proprietary information?
- Trade secret information?
- Protected health information?



Be clear about what you are sharing and how it must be protected!

Strategies to Manage Confidential Information



University

- Policy on receiving/sharing information
- Non-disclosure terms in contracts
- Non-disclosure agreements
 - Term of agreement v. term of confidentiality
 - Points of contact
- Who can sign? Approval process?
- Protecting and disposing of third-party confidential information
- Researcher training
- Students engaged
 - Training?

Industry

- Policy on sharing/receiving information
- Negotiating non-disclosure terms in contracts
- Negotiating non-disclosure agreements
 - Term of agreement v. term of confidentiality
 - Points of contact
- Who can sign? Approval process?
- Researcher training

Variations on the Theme

Confidentiality comes up in lots of ways:

- Material Transfer Agreements
- Data sets
- Health information
- Invention Disclosures
- What are the considerations for “Master NDAs”
 - Template NDAs?



THANK YOU!



Strengthening
University-Industry
Partnerships

