



Strengthening
University-Industry
Partnerships

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**Service Agreements
and Work for Hire**

Definition of Service

- Work performed for others that is not expected to add to the body of fundamental knowledge.
- Activities that typically consist of the execution of a predefined or repetitive process, or the production of a product that meets predefined specifications.
- Work often involves use of Universities unique equipment or facilities.
- Work generally involves use of Client's proprietary materials, information or other IP.
- The deliverable is usually data or a tangible item.



Contract Mechanism

- University Service Agreement template(s)
- Client Agreements:
 - Vendor Agreement
 - Purchase Order
 - Procurement Agreement
 - Fee-for-Service Contract
 - Work-for-Hire Contract



Case Example I

Transition of Technical Testing Agreements at University of Illinois, Urbana-Champaign



Elements of Technical Testing vs. Sponsored Service Activities

- Type and management of fund account
- Costs—specific rate vs detailed budget
- Type of activity—routine vs unique
- Results
- Compliance requirements
- Intellectual property
- Use of confidential or proprietary information/items
- Involvement of students

***Refer to Handout**



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Case Example II

Service Agreement Work at the University of Colorado Boulder



Service Activities at the University of Colorado Boulder

- “Excess Capacity”
- Rate vs Scope based
- Department vs Central Office Management and Invoicing
- IDC rates
- Agreement Audits

***Refer to Handouts**



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Cornell FDSC Service Offerings include:



College of Agriculture
and Life Sciences
Food Science

- Pilot Product & Process Development (fruit & vegetable-based products; also, dairy & dairy-analogs)
- HPP Safety Validation
- Shelf-Life Studies
- Heat Penetration Studies
- Scheduled Process Review, Documentation, Process Validation, & Approval/Amendments
- Training & Certification for Acidified & Low-Acid Food Manufacturers
- Analytical Testing (various, including Dairy Quality, Craft Beverage)
- Sensory Evaluation (new client products)
- Sensory Lexicon Development
- Sensory Panel Training
- Precision Fermentation Strain & Process Optimization



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Resource

Contract Accord 13: Specialized Services and Testing Agreements



<https://uidp.org/publication/contract-accord-13-specialized-services-testing-agreements/>



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THANK YOU!

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