Expanding Research Endeavors through Industry Collaborations

November 13, 2017

Georgia CTSA
Georgia Clinical & Translational Science Alliance

CFAR
Emory Center for AIDS Research

EMORY UNIVERSITY SCHOOL OF MEDICINE
Department of Medicine

Children's Healthcare of Atlanta

EMORY UNIVERSITY SCHOOL OF MEDICINE
Department of Pediatrics

Survey Drawing

Announcements: Internal CDA Opportunities

- **BIRCWH – Building Interdisciplinary Research Careers in Women's Health**
  - Strong interest in pursuing an academic research career in women's health and/or sex/gender life science

- **Georgia CTSA KL2 Program**
  - Research proposal must have a "human component," i.e. interaction with human subjects or specimens obtained from identifiable humans.

FOR BOTH:

- Require 75% protected research effort (verified through chair nomination letter)
- Application deadline: March 1, 2018

BIRCWH and KL2 Program Application Workshop

- A free two-session KL2 application workshop for applicants
  - November 28 and December 5, 2017, from 9:30 until 11:30 a.m.
  - Sessions will provide a detailed review of the application process and tips on how to put together a competitive application.
  - Applicants to these program are STRONGLY recommended but not required to attend these free workshop.

Today's presenters:

Evan J. Anderson, MD

Associate Professor, Emory University, Pediatrics, Infectious Disease, Investigator in the Vaccine & Treatment Evaluation Unit (VTEU)

Wilbur A. Lam, MD, PhD

Associate Professor, Emory University, Pediatrics, Division of Hematology/Oncology

Wallace H. Coulter Department of Biomedical Engineering

Georgia Tech & Emory

Academia and Industry - Very different worlds

Academia's core mission: To educate highly trained, independent scientists and to carefully align and integrate their education with ground-breaking fundamental research.

Industry's primary objective: To generate profit for shareholders, often through innovation and practical use of advanced technologies.

Four Modes of Collaboration with Industry: *Across the spectrum*

- Industry consulting
- Contract research
- Bilateral partnerships
- Public private partnerships (PPPs)

Pros of Industry Collaborations

- Inspiration of academic research by application-derived questions
- Career opportunities for students
- Funding for research; consulting income
- Launch pad for young, rising professors
- Awareness of trends in industry
- Options to build centers and consortia
- Practical application of academic research and skills

Cons of Industry Collaborations

- Restricted freedom to share IP
- Incompatible priorities (e.g., education vs. commercial interests)
- Partners at different locations with different management cultures
- Restricted ability to collaborate with other partners

Real Life Experiences

- How to network effectively to establish these relationships
  - Where to meet potential industry partners
  - What arrangements work best and why?
  - How does one best explore the possibility for such partnerships? Does the academician need to wait for the industry partner to make the first move or can it go either way?
- Funding considerations
- Authorship
- IP considerations
- Culture clash

Advice/Cautionary Notes

- Seek expert advice (Emory OTT) for writing and reviewing contracts for consultancy, as well as for other modes of collaboration of academic scientists with industry.
- Discuss publication limitations and allowances
- Clear arrangements on IP own
- Be prepared for possible culture clash