Successful Negotiations of Research Collaboration Agreements

Precompetitive Collaborations: Enabling Technologies for the Pharmaceutical Industry
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This all works well when both company and university understand what the other party needs and wants in a collaboration and why it is important to them.
Primary Points of Negotiation

- **Scope of Work-Relationship during Collaboration**
  - Early Stage—Pre-competitive collaborations
  - Advanced Stage – reduction to practice, animal studies, preclinical and clinical data

- **Publication Rights**

- **Ownership and Use of Results**

- **Intellectual Property**

- **Patent Rights**
Glitches arise and things change:

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