



Office of Research and CoMotion

Working with Industry



Industry partners often bring real-world problems, unique datasets, and exciting opportunities to translate academic ideas into real impact.

University of Washington (UW) is here to help industry collaborations unfold smoothly, ethically, and with the right protections in place for researchers and UW.

When you begin conversations with a sponsor, think of the Office of Research and the Office of Sponsored Programs, CoMotion, and Corporate and Foundation Relations as your support team, along with your department administrators. Their role is to support the collaboration by handling institutional pieces that need to be in place for the work to move forward.

You bring the vision and technical knowledge; your team helps ensure the framework around the project reflects that vision and protects the interests of both you and the university.

Early discussions with sponsors and consultations with researchers are often exploratory. As the scope and budget becomes clearer, these offices will work alongside you to capture the project in a way that supports your goals while meeting the standards expected of public research institutions.

UW Industry Engagement Workflow to OSP



Common Agreements Types

Reviewed by OSP:

- Sponsored Research
- Master Agreement
- Material Transfers
- Data Use / Data Transfer
- Confidential Disclosures

Not reviewed by OSP:

- Service Agreements
- Gifts
- Consulting

Review guidance on: [Agreement Types](#)

Agreement Process Working with OSP

Industry collaborations move most smoothly when everyone is aligned early on goals, scope, expectations, and the process for getting an agreement in place.

Once the direction of the project is clear, follow these next steps:

1. Route an eGC1 in SAGE for review and approvals.
2. OSP prepares UW's standard research agreement template or reviews a sponsor's draft.
3. OSP handles agreement negotiations and connects with other UW offices.
4. After negotiation, OSP completes compliance reviews, and provides final approval in SAGE.
5. Only OSP can sign the agreement on behalf of UW.

Agreement Review

Focus generally on Intellectual Property (IP), publication rights, liability, data protections, budget, and compliance.

- IP terms clarify what pre-existing UW materials are involved and how any new project-generated IP may be handled.
- Publication terms reflect UW's commitment to academic freedom. Allowing sponsors a review period to remove confidential information or support patent filings but not to restrict publication.
- Liability & indemnification clauses must align with UW's status as a public institution.
- Project specific terms, for example, data protections.
- Budgets must follow UW requirements, including Facilities & Administrative (F&A) costs.
- Terms addressing project period, termination rights, and start dates help ensure work begins only after agreement is signed and all requirements are met.

QUICK LINKS

- [Agreement Types](#)
- [Background IP Checklist](#)
- [Agreement Considerations](#)
- [Sponsored Program or Service?](#)
- [SAGE/eGC1 Overview](#)

CoMotion

- UW technology transfer office
- Helps identify & protect UW-owned IP
- Advises on licensing & commercialization planning
- Works with OSP when industry sponsors request IP rights



Washington Innovation Advantage Program (WIAP)

UW IP licensing program allows industry sponsors an opportunity to pay up-front fee to fix financial terms for commercial rights to IP resulting from project they fund. Review more on:

[Washington Innovation Advantage Program](#)

- [CoMotion](#)
- [Office of Sponsored Programs](#)