

A GUIDE TO AGREEMENTS WITH INDUSTRY

This resource is intended to orient the University of Wyoming community about agreement template types that can be used to formalize partnerships with industry.

The agreements summarized in this document represent commonly used tools to support company partnerships for research, licensing, service, philanthropic gifts, and other collaborative activities. Each agreement type serves a distinct purpose.

This guide provides an overview of use-cases to help campus partners recognize when these agreements are to be initiated and with what university offices they are coordinated with. Descriptions may not address specific nuances of individual projects or partnerships.

We encourage you to connect with the Office of Industry and Strategic Partnerships as you are exploring or actively developing a partnership opportunity with an industry collaborator. Our team is here to help you navigate the available agreement options, coordinate with internal stakeholders, and structure partnerships that advance your goals while protecting both faculty and university interests.

Agreement	Purpose	Key Features
Pre-Award Office		
Sponsored Research Agreement	Establishes terms for industry-funded research conducted at the university.	<ul style="list-style-type: none"> • Scope of work and research objectives • Budget and payment terms • Intellectual property (IP) rights and ownership • Publication and confidentiality terms • Reporting requirements
Master Research Agreement	Provides a framework for multiple research projects between an industry partner and the university.	<ul style="list-style-type: none"> • General terms governing future projects • Streamlined process for initiating new projects • IP ownership and licensing terms • Funding mechanisms and reporting expectations
Tech Transfer		
Non-Disclosure Agreement	Protects proprietary or confidential information exchanged between the university and industry partner.	<ul style="list-style-type: none"> • Definition and scope of confidential information • Duration of confidentiality obligations • Permitted uses of information • Exclusions and disclosure requirements
License Agreement	Grants rights to an industry partner to use university-owned intellectual property.	<ul style="list-style-type: none"> • Scope of licensed rights (exclusive/non-exclusive) • Financial terms (royalties, fees, milestones) • Performance obligations and commercialization plans • IP protection and enforcement terms
Data Use and Transfer Agreement	Defines terms for sharing research data, particularly sensitive or restricted data	<ul style="list-style-type: none"> • Permitted uses and restrictions on data sharing • Compliance with regulations (e.g., GDPR, HIPAA) • Security and privacy protections • Data ownership and publication rights
Material Transfer Agreement (TTO)	Governs the transfer of research material between UW and industry partners.	<ul style="list-style-type: none"> • Permitted uses of materials • Ownership and restrictions on further distribution • Liability and compliance with regulations • IP rights related to modifications or derivatives

Agreement	Purpose	Key Features
WyoCloud/General Counsel		
Memorandum of Understanding (MOU)	Establishes a non-binding framework for collaboration between the university and an industry partner, often as a precursor to more formal agreements.	<ul style="list-style-type: none"> • Statement of mutual intentions and shared goals • General areas of collaboration or exploration • Duration of the MOU and termination terms • Roles and responsibilities (non-binding) • Clarification that the MOU does not create enforceable obligations
Service Center Agreement	<p>Outlines terms for the Service Center providing expertise to a partner.</p> <p>A Service Center, once approved, generates agreements on behalf of the center. Programs must follow protocol to become a center as outlined in the Service Center Policy and Manual to become a center.</p>	<ul style="list-style-type: none"> • Scope of services • Compensation and time commitments • IP and confidentiality obligations
Real Estate Operations		
Facilities Use Agreement	Governs industry partner's access to and use of university facilities or equipment.	<ul style="list-style-type: none"> • Permitted uses and access restrictions • Liability and insurance requirements • Payment terms for facility usage • Compliance with safety regulations
UW Foundation		
Gift Agreement	Documents an industry partner's philanthropic support for the university. Agreements can be made for scholarships, faculty support, programmatic support and capital facility support. Gifts can be endowed or non-endowed. Gifts can support research in a philanthropic capacity.	<ul style="list-style-type: none"> • Purpose and use of the funds • Outlining naming rights (if applicable) • Reporting can include impact reports, but there is no contractual obligation to the gift itself.

This document is for informational purposes only and is not a substitute for institutional approval processes or legal advice. All agreements with external entities must be reviewed and executed by designated university officials with delegated contracting and signature authority. **Faculty and staff are not authorized signatories for agreements on behalf of the university.** Early consultation with the offices included in this resource is strongly recommended to ensure appropriate agreement selection and compliance with UW policies.

Faculty identifies potential corporate partnership opportunity



Faculty connects with the Office of Industry and Strategic Partnerships (OISP)



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OISP helps walk alongside the company, the faculty member, and the respective UW offices to facilitate the partnership agreement, serving as the relationship manager.

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CREATING CONNECTIONS
CULTIVATING PARTNERSHIPS
CATALYZING COLLABORATION