

viii) Either:

- a) Funder ownership of the foreground intellectual property (IP), with a royalty-free, world-wide, perpetual licence to the University for educational interest, an expectation / obligation that the funder makes positive use of the IP, and agreement that lump sum or royalty payments will be reasonably negotiated in the event of successful exploitation by the funder;
- Or
- b) University ownership of IP generated from the activity, with an option (exclusive for a defined period) for the funder to license in relevant fields where appropriate.

In both cases, use of University background IP is additional and subject to negotiation and terms. It is recognised that approaches to IP management necessarily differ between industrial sectors, and the form of the IP.

- 5. For a number of funders (in particular certain Government and charitable bodies), the University has agreed to accept their standard terms and conditions. These terms will be reviewed on a regular basis by Research and Enterprise Services (RES) to ensure that any variations are identified and addressed if required, potentially in liaison with other institutions.
- 6. position. The decision on acceptability of an agreement (including price) lies with the academic line management (i.e. Head of School, PVC, or VCEG, as identified by the risk assessment process), suitably advised by the investigator(s) and RES.
- 7. Signature of contracts, tender submissions and similar is by duly authorised officers only, and does not generally include academic staff, Heads of Department and Heads of Site.⁴

C. Escalation Process

- 8. Where agreement cannot be reached between the University and the funder, the matter can be escalated up the academic management line, with advice being taken from more senior staff in RES, as necessary. Escalation should take place expeditiously, to enable agreement, but should not be used so frequently or so immediately that it becomes the norm.

D. Pricing

- 9. The approach to setting the price of work varies between regulated and unregulated markets. For regulated markets, the basis of the price is already determined, such as being a proportion of full economic cost (e.g. Research Council funding), or directly incurred costs and a fixed proportion contribution to indirect costs (one version of European Commission Framework funding). For work undertaken

