

# RESEARCH RESOURCES AWAIT

Three  
Gateways  
to Top  
Research

## TIER 1 *Option*

### *Non-Exclusive Royalty Free License (NERF)*

- No upfront fees for NERF or option to negotiate for an exclusive license
- Sponsor has an option to choose a NERF or negotiate an exclusive license
- BGSU and the sponsor negotiate the conditions and financial terms of an exclusive license after the IP is developed

## TIER 2 *Option*

### *Exclusive License with Pre-set Royalty*

- Sponsor pre-pays greater of \$15,000 or 10% of total project cost
- Sponsor agrees to pre-set royalty of 1% of net sales once cumulative sales reach \$10M
- The Sponsor and the Principal Investigator must agree to choose Tier 2
- Background IP is not included

## TIER 3 *Option*

### *Ownership is Assigned to Sponsor*

- Ownership of BGSU project IP is assigned to the Sponsor
- Sponsor pre-pays additional technology access fee for the ownership of IP
- The sponsor and the Principal Investigator must agree to choose Tier 3
- There can be no background IP associated with the project