

# How Do I Plan My Research So I Am Best Prepared for a Partnership?

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ARS' mission statement addresses both the conduct of research **and** transferring the results of that research into use. That means technology transfer should be a specific goal of all ARS research projects. The most successful science is based on the development of a well thought-out research plan. Likewise, those who develop plans at the outset of their project for transferring the research results into use have the greatest success in accomplishing that goal. This document provides guidance in planning for technology transfer and partnerships as part of ARS program and project development.

1. Identify the desired outcomes
2. Types of outcomes
  - a. Research information to be transferred into use [e.g., guidelines, data sets, best management practices, and information of policy importance (environmental, safety, health consequences of x)]
  - b. Biological materials
    - i. Protectable by PVP or plant patents
    - ii. Other
  - c. Technologies
    - i. Protectable by patents
    - ii. Software
    - iii. Other
3. In coordination with national program leadership and line management, develop a technology transfer plan appropriate to the type of outcome
  - a. Identify types of partners that may be interested in the anticipated outcome
  - b. Make a preliminary assessment of whether prospective partners would be interested and beneficial to ARS in:
    - i. Research collaboration to develop the outcomes
    - ii. Collaboration in transferring the outcomes, once developed, into use
    - iii. Providing resources for either or both of these activities (resources include funding, personnel, access to facilities and equipment, supplies, etc.)
  - c. From the above, develop a plan that includes:
    - i. The desired outcomes and identifies them by type
    - ii. A list of potential partners and their possible roles
    - iii. Identifies the critical information needed to recruit a partner for the desired goals including:
      1. Mutually beneficial goals. Think of what's in it for the partner –
        - a. A problem they want solved
        - b. A product they can commercialize
        - c. Information they need for their purposes
      2. ARS assets specific to the proposed activity
      3. Clearly identified needs and wants for a partner to provide – needs are must-haves and wants are nice-to-haves
      4. What are the prerequisites for contact?
        - a. Is preliminary data needed (usually)?
        - b. Is a proof of concept needed (depends on the situation)?

- c. Is intellectual property protection required? Does ARS have conflicting intellectual property agreements already in place? (contact OTT HQ)
  - d. Does ARS have an existing relationship with the potential partner? If so, the approach should be coordinated with the existing activity.
  - e. At what point in the project timeline should contact be made?
- iv. A list of specific actions and a timeline for their initiation and conclusion