April 14, 2021
Research Administration Forum
Zoom etiquette reminder

• Please keep yourself muted unless you are actively speaking

• If you have a comment/question, please type it in the group chat and a facilitator will call on you as soon as we can

• Sessions are recorded and may be made available for future reference
Agenda

• Preparing for Industry: Budget to Award (How to present budgets in proposals and award negotiations with for-profit sponsors)

• Inaugural Tri-University Conference

• Coming Soon!

• Open Discussion/Q&A
Preparing for Industry: 
▷ Budget to Award
Proposal Services

- RFP/RFQ Guidance
- Reviewing Appropriate Policies
- Budgeting Assistance
  - Research Rate 62.5%
- Signature Requests
University Purpose:
- Improve the World...

University Mission:
- Teaching
- Research
- Community Service

Industry Purpose:
- Profitability

Industry Mission:
- First to Market
- Better
- Faster
- Cheaper
PI works with department to develop an idea, budget, internal forms and reviews carefully for stipulations/limitations the UA will accept.

PI and department collaborate with Proposal Services to route in UAR, have Ts&Cs reviewed at proposal stage.

Proposal review can require edits – keep communication open. This means a line out to SPCS and to the sponsor to manage expectations.

Risk is minimal and value is maximized. Remember: There is no subsidizing for profit - Waivers are not granted for Industry sponsors.
Preparing for Industry: What Will This Look Like?

- **Consider Budget Issues:**
  - Differing Approach
    - Burdened Rates/Industry +9%
  - UA vs. Sponsor
    - Mutually Agreeable T’s & C’s

- **Anticipate Resolutions:**
  - Understand perspective
    - Best of Both Worlds
  - Play to Strengths
    - Use the Partnership to increase competitiveness

It’s critical to identify expectations early on.

Understand what your sponsor wants - they’ll tell you in the RFQ!
Industry Budgets

Detailed or Simplified?

- Major Categories:
  - Personnel (including ERE)
  - Travel
  - Equipment
  - Materials & Supplies
  - Subawards/Vendors/Consultants
  - Indirect Costs

The budget should be the best estimate of the actual costs required to successfully perform a project.
Industry Budgets

Detailed or Simplified?

- Know sponsor’s needs on budget detail
- Budget reflecting “fully burdened cost”
- Provides Industry sponsor with enough high level cost breakout
- Needed by sponsor PM to seek internal approval
- Avoid discussion on F&A, ERE & Tuition remission
- Eliminate misconceptions about F&A (“profit”)
- Fixed price or cost-reimbursable
Industry and Postaward

- Payment risk and non-federal payment policy
  - [https://rgw.arizona.edu/administration/home/non-federal-payment-policy](https://rgw.arizona.edu/administration/home/non-federal-payment-policy)
- "Cash-basis" budget loading for new partners or upon department/college request
- Invoice requirements, backup documentation and deliverables
- Audit
How can SPCS help you?

- If you have questions surrounding your sponsored projects and awards from your other institution...
- If you have questions about a program announcement or Terms and Conditions...
- If you have questions surrounding which IDC rate is the best for you...
- If you have questions about sponsored activities, we have answers...and if we don’t, we will find someone who does!
Questions?

SPCS Contact Info:

- sponsor@email.arizona.edu
- 520.626.6000
- rgw.arizona.edu
Inaugural Conference – March 22-23, 2021
27 sessions, 2 tracks, virtual networking event

Feedback so far…
Great session presenters, useful sessions with good information, desire for more audience involvement in virtual sessions and better pre-conference registration and communication

HUGE shout-outs to…
Chris Barnhill, Vince Borleske, Sarah Clarke, Jessica Federico, Tara Gonzales, Jessica Helbling, Susan Mundt, Jesús Orduño, Kim Patten, Julia Patronsiki, Julia Puntenney, Aileen Quezada, Radha Ramachandran, Rachel Rice, Paul Sandoval, Chris “Gene” Sittler and Marcel Villalobos
Slide decks and recorded sessions found at: https://blog.researchadmin.asu.edu/2021-tri-university-research-administration-conference/
COMING SOON
*COMING SOON*

SRAI LevelUP Micro-Credentialing Program
Earn credit and digital badges for demonstrating competency or mastery in Research Administration

- Principles of Pre-Award Research Administration
- Principles of Award Negotiation and Set-up
- Principles in Research Development
- Principles in Proposal Development
- Research Compliance Frameworks
- Principles of Post-Award Financial Research Administration
- Relationships, Roles, and Responsibilities in Research Administration
- Introduction to Clinical Research Management: Clinical Studies and Trials
*COMING FALL 2021*

Training starts this summer...
ASAP! Convenient dashboard with “your stuff”

Farewell VPN!
Familiar content
Modern look/feel
Shorter routing!
PC? Tablet? Phone? YES!
*COMING FALL 2021*

UArizona CRA Study Section

Weekly Guided Self-Study Meetings
1st week of September through 1st week of November

Online Resources
Website with information, guidance and resources; Access to Box folder with slide-decks, study materials and recordings.

Information will be distributed through RAMTalk this summer!
Certification

Certified Research Administrator (CRA)
The CRA certification is becoming an industry standard and is included as a desired qualification in many Research Administration position postings.

Requirements for exam
Bachelor’s + 3 years or Associate’s + 5 years or No degree + 6 years

Preparation Resources
Body of Knowledge, online practice test, review sessions

Link for more information
https://cra-cert.org/
Future Forum Topics?

Suggest/request future forum topics
Send an email to shana@arizona.edu

Present a topic!
Share research administration tools (reports, agents, forms, templates, etc.)

Lessons learned

Tips & Tricks

Upcoming Changes

Information gained from conferences/workshops/webinars
QUESTIONS?
CONCERNS?
OPEN SHARE