

Researcher

(Phone, Email, In-person)

Industry / Community

(Phone, Email, In-person)



Stage 1: "FIND OUT MORE"

Common Questions

- What are your research goals and needs?
- Any existing relationships?
- What resources are available?
- What are the timelines?

Establish Follow-up

Common Questions

- What are the immediate needs?
- What are the long-term goals?
- What is the company history?
- What resources are available?
- What are the timelines?

Establish Follow-up



Stage 2: "FINDING A PARTNER"

- Explore our networks to find partners
- Reach out to community partners
- Evaluate partnership potential

- Explore research expertise at Brock
- Frame research-structure relationship
- Evaluate partnership potential



Stage 3: "BUILDING THE PARTNERSHIP"

- Facilitate Introductions & Participate in Early Stage Meetings
- Discuss Possible Partnership Arrangements
- Discuss Funding Potential
- Discuss Outcomes
- Discuss Confidentially Considerations
- Evaluate Partnership Potential



Stage 4: "FORMALIZING THE PARTNERSHIP"

- Define the arrangement (Contract Research vs. Funded Research Partnership)
- Facilitate Documentation Process



Stage 5: "PARTNERSHIP SUPPORT"

- Continuity of Support Throughout the Life of the Relationship
- Development of Future Partnership Opportunities