



How to Approach Industry Partnerships at OHSU

[OHSU Innovates](#) supports our researchers and clinicians to identify, form, and grow collaborations with industry partners. There are several benefits for OHSU researchers and clinicians from partnering with industry to advance their research and achieve improved patient care and outcomes.

Why work with industry?

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| 1. Funding & Resources | <ul style="list-style-type: none">• Diversify research funding sources• Access technologies & facilities to expedite research |
| 2. Enhanced Impact & Innovation | <ul style="list-style-type: none">• Accelerates the translation of new discoveries• Real-world applications can attract further funding |
| 3. Collaboration & Knowledge Exchange | <ul style="list-style-type: none">• Promotes shared expertise that enhances problem solving and increases innovation |
| 4. Workforce Development & Reputation | <ul style="list-style-type: none">• Unique training and internship opportunities• Strengthens OHSU's reputation for talent recruitment |

How do I think about working with industry?

Working with industry means finding shared goals. Know your needs and how partnering will advance your research. Understand that partners also have business needs and know how these needs overlap.

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| 1. Know your value | <ul style="list-style-type: none">• Access to unique patient populations and/or samples?• What techniques/knowledge/facilities make you stand out?• What other areas could utilize these resources? |
| 2. Understand industry needs | <ul style="list-style-type: none">• What are the challenges that your collaboration and expertise will solve for the partners? |
| 3. Communicate your value | <ul style="list-style-type: none">• How will your collaboration advance their business needs? |

OHSU protects your interests

Our contracts protect your academic integrity, your right to publish, and your discoveries.

How do I get started?

Forming a project can be an iterative process. It helps to stay flexible and communicate openly.



[OHSU Innovates](#) has a team of Alliance Managers spread across our University who are available to navigate successful interactions with industry.

Contact OCE@ohsu.edu for more information.