

RIKE Business Partnerships Team – Consultancy v’s Contract Research, What’s the Difference?

	Contract Research	Consultancy
Definition	An industry client has a specific research need and meets the full cost of carrying out the programme of work on a commercial fee basis.	An academic delivers a professional level service as an expert adviser or consultant to an external client organisation in exchange for a full commercial fee.
Basis of the work	<i>The research seeks to create new knowledge</i> and understanding that is especially relevant to the sponsor but is of mutual benefit.	Application of existing knowledge and expertise to offer solutions for the client. <i>With no creation of new knowledge.</i>
Project Definition	The client defines the project, with the focus of the work undertaken at UoH.	The client hires an academic as a consultant and defines the project. The consultant applies their existing knowledge and expertise to help the client address their specific problem, need or opportunity.
Resource and facilities	It is most likely that UoH facilities and resources are used and costed as part of the commercial fee.	Usually no use of facilities, as its usually knowledge and expertise that is required. But if so, facilities are charged at full commercial rates.
Cost	Client pays a commercial fee of direct and overhead costs, based on a Full Economic Costing (fEC) model. This can be negotiated with approval from Directors or Deans.	
Time frame	Can be short- or long-term projects	Generally short timescales
IP Ownership	Commercial rights are owned by the customer but can be negotiated on a case-by-case basis.	Client owns the results of the work, including intellectual property and copyright of any documents created.