

Distinguishing Between Revenue Generating, Technical Testing, Sponsored Service and Research

This table provides typical characteristics usually associated with revenue generating, technical testing, sponsored service, and research and can be used as guidance to help determine the appropriate activity type.

Characteristic	Activity			
	Revenue Generating		Sponsored Service	Research
	Other Revenue Generating	Technical Testing		
Fund Management	Fee-for-Service activity and accounted for in self-supporting funds managed by the Unit.	Fee-for-Service activity and accounted for in self-supporting funds managed by the Unit.	Sponsored activity and accounted for in grant funds managed by SPA.	Sponsored activity and accounted for in grant funds managed by SPA.
Principal Investigator	N/A	N/A	Required per RP-06 in Campus Administrative Manual	Required per RP-06 in Campus Administrative Manual
Costs	<p>Costs for providing goods or services or facility use are standard rates routinely charged to all customers.</p> <p>No indirect costs separately assessed (indirect costs are built into the service rate) and no University matching or cost share is involved.</p>	<p>Costs to perform the work are standard. The budget consists mostly of published service center rate(s) or other standardized costs that could be converted to service center rate(s). The rate(s) are routinely charged for the same or similar tests to all potential customers. See Service Center Guidance and University Service Rate database for more detail.</p> <p>No University matching or cost share is involved.</p>	<p>Costs to perform the service is specific to work being performed and typically would not include service center rate(s), but rather an associated detailed budget outlining all direct and indirect expenses. The indirect rate should reflect the Other Sponsored Activity rate.</p> <p>No University matching or cost share is involved.</p>	<p>Costs to perform the research are specific to the research being performed and would include an associated detailed budget outlining all direct and indirect expenses. The indirect rate should reflect the Organized Research Activity rate.</p> <p>May include University matching or cost share.</p>
Type of Activity	University receives compensation from a third party for providing goods or services or access to University facilities.	Only established, pre-existing testing methods and techniques are used. The testing methods and techniques are <u>routine</u> and/or <u>repetitive</u> in nature, can be specified in advance by the University and can be duplicated for other customers.	<u>Unique</u> services which require a high level of expertise from a skilled specialist using existing processes or methodologies which are used for the benefit of the sponsor. Sponsored service activities typically do not involve	Experimental, theoretical, and/or systematic investigation designed to develop or contribute to generalized knowledge, conducted with the intention of drawing conclusions that have general applicability using a

			any type of routine or duplicative services.	commonly accepted scientific method.
Results and/or Deliverables	The University delivers a specified good or service to the customer.	The testing results provided to the customer do not include any interpretation or analysis of the test results.	Sponsored Service results will vary based on the service provided and may include interpretation or analysis of the results via a report or providing generated data or a specified deliverable. Where work involves data analysis that is specifically related to a Sponsor's product/material/process as to have little value to anyone other than the Sponsor.	Research results are analyzed findings of the project, can be tangible or intangible and are developed, acquired or reduced to practice in performance of the research project.
Compliance	Compliance with applicable laws and University policies.	Testing may have compliance requirements that need to follow University policies, but typically would not involve human subject or animal use that would require IRB and/or IACUC approval.	Sponsored service activities frequently have compliance requirements and protocols associated with them, since they may involve highly regulated areas such as testing on human subjects or animals.	Research activities may have compliance requirements and protocols associated with them.
Intellectual Property	Performance of revenue generating activities does not result in the creation of new intellectual property for the University and typically does not result in improvements to existing methodologies or processes.	Performance of the testing does not entail original, creative research or testing a theory and does not result in the creation of new intellectual property and typically does not result in improvements to existing methodologies or processes.	Sponsored service activities may result in improvements to existing university methodologies or processes, but typically do not result in the creation of new intellectual property by the institution with respect to items provided by sponsor.	Research activities may result in the creation of new intellectual property or improvements to existing university methodologies or processes.
Use of Confidential or Proprietary Information/ Items	N/A	The item being tested was developed by a party other than the University and owned by a party other than the University.	Sponsors may wish to be more involved in directing performance of the services. Sponsor may provide protocols, materials, data technologies, etc. to the	Research activities may involve the exchange of confidential information or proprietary items, including during the planning stage before a project starts.

			University in connection with the sponsored service activity.	
Involvement of Students	N/A	University students may participate in the testing as a learning experience, but not as part of his/her thesis or dissertation.	Sponsored service activities may have students participating in the activity and their thesis may be tied in some way to the work, however those are generally secondary aspects.	Research activities typically involve students participating in research projects and the research results are typically part of their thesis or dissertations.
Publication	No publications result from revenue generating activities	No publications result from the testing.	Publications would generally be in collaboration with the Sponsor.	Publications often result from research results.
Administering Office	Purchasing and Contract Management office.	Purchasing and Contract Management office.	Sponsored Programs Administration.	Sponsored Programs Administration.
Additional Information	Information related to revenue generating activities can be found in Business and Finance Policies and Procedures, Section 22.1 Contracts for Revenue Generating Activities	Note: These technical testing characteristics are further explained within Article II, Section 8 of the The General Rules Concerning University Organization and Procedure . Information related to revenue generating activities can be found in Business and Finance Policies and Procedures, Section 22.1 Contracts for Revenue Generating Activities	Information related to sponsored service can be found on SPA's website	Information related to research can be found on SPA's website