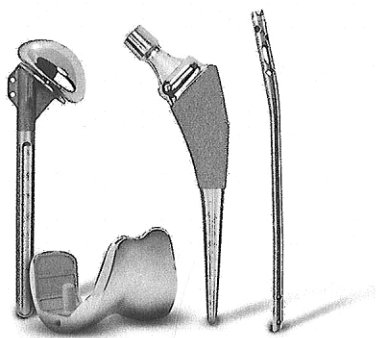
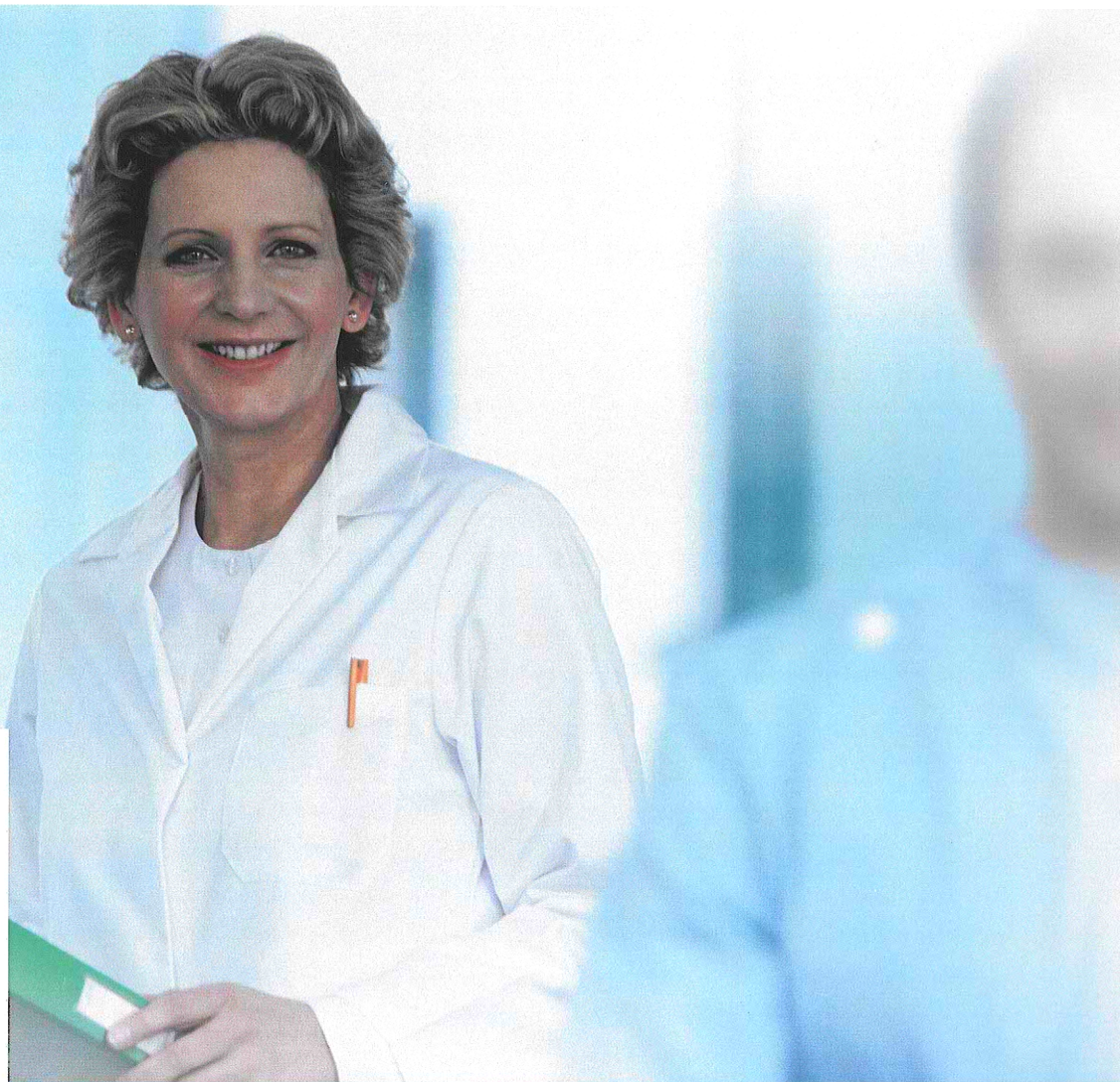




Zimmer® Research Funding Program

Quick Reference Guide



Quick reference guide to applying for research
funding from Zimmer



Program Overview

Zimmer provides funding for research that is hypothesis-based science performed in a laboratory or clinic. Zimmer will consider funding research that is consistent with our business needs. Zimmer has developed an integrated collaborative process to receive, review, and award such funding.

Funding is provided to single or multi-center, private or public institutions for basic or clinical research for single or multi-year time periods. Areas of research should relate to the following subjects: Hip, Knee, Trauma, Extremities, Dental, Spine, Biologics, or Biomaterials. Other areas of interest may also be considered for funding.

Prior to investing time on a full proposal, it is recommended that you first either submit a white paper or have a discussion with a Zimmer Research Services Manager about your research idea to determine its strategic fit with Zimmer's business needs.

If you are interested in seeking funding from Zimmer, please forward your inquiry to research.requests@zimmer.com. Zimmer will assign a Research Services Manager to assist you with the proposal and funding process. If Zimmer agrees to fund the research, a Zimmer standard Research Services Agreement must be signed prior to any work commencing. Zimmer is not responsible for any costs incurred by a Researcher prior to an agreement being signed by Zimmer.

Researcher's Role and Responsibilities

The Researcher is responsible for the following items (including, but not limited to):

- Assigning a principal investigator who will collaborate with a Zimmer Research Services Manager through discussion and written submissions to ensure that the research is aligned with Zimmer's business needs.
- Developing a proposal by utilizing the proposal template which can be obtained from a Zimmer Research Services Manager or from the website at www.zimmer.com. The proposal must come with a signed cover letter from your institution identifying the proposed research. Once complete, the proposal should be submitted to research.requests@zimmer.com or your Research Services Manager.
- Collaborating with a Zimmer Research Services Manager as the proposal is reviewed by multiple teams/researchers/business people at Zimmer for its scientific merit, strategic business fit, and confirmation that all of the required documents have been included.
- Performing research in a manner consistent with the National Institutes of Health Guidelines for the Conduct of Research. See <http://www.nih.gov/news/irnews/guidelines.htm>
- Sustaining efficient protocol implementation and effective quality assurance; maintaining open communication with RSM and notifying RSM of any proposed scope or budget changes prior to making such changes.
- Providing quarterly progress, annual, and final reports as required in the Research Services Agreement.
- Providing annual and final accounting of expenses as required in the Research Services Agreement.

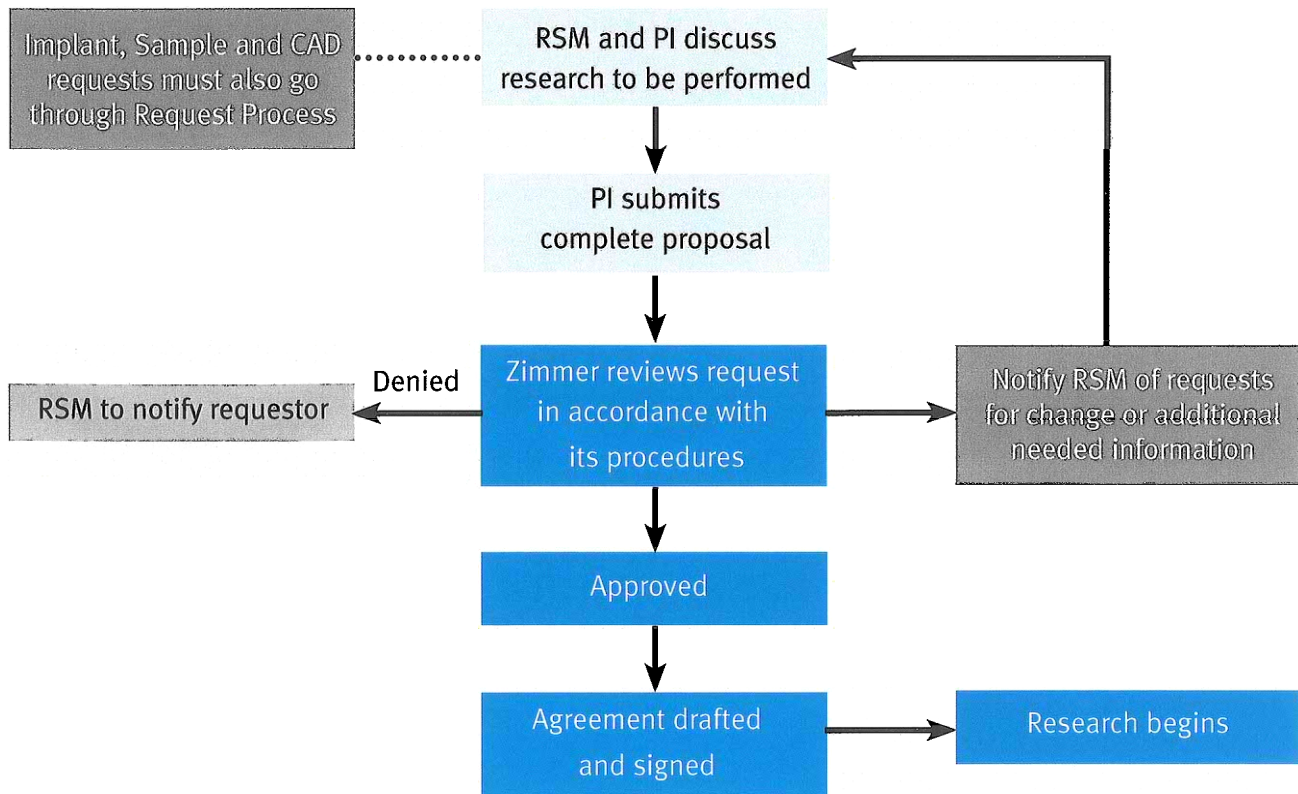
Proposal Requirements

The following is an overview of what should be included in the proposal:

- Project title
- Abstract/summary
- Investigator name and qualifications
- Hypothesis
- Methods and statement of work
- Deliverables
- Timeline
- Itemized Budget
- Environment and resources available to do the work
- Contract office information
- Listing of investigator-affiliated hospitals

Funding Request Process Flowchart

(RSM) Research Services Manager
(PI) Principal Investigator



Documentation Required for Process

In order for requests to be processed efficiently and effectively, the following documentation (in addition to the proposal) is required based on the location and type of institution requesting the funding.

US-Based Institutions		Non-US Institutions
Non-Profit Institutions	For-Profit Institutions	Public or Private Institutions
Signed letter (on institution letterhead) requesting funding	Signed letter (on institution letterhead) requesting funding	Signed letter (on institution letterhead) requesting funding
W9	W9	Applicable local laws and documents if necessary
Proof of 501c(3) status	N/A	Evidence of public or private status
Principal Investigator CV	Principal Investigator CV	Principal Investigator CV

Frequently Asked Questions (FAQs)

• How do I know if my Funding Request has been approved?

- A Research Services Manager involved in the funding request process will contact you.
- The funding request process is not complete until the agreement is signed—the study must not commence until this time.
- **NOTE: COMPENSATION CANNOT BE MADE FOR RESEARCH CONDUCTED WITHOUT A WRITTEN AGREEMENT SIGNED BY ZIMMER.**

• Are there forms available to help me fill out a proposal?

- A template can be downloaded at www.zimmer.com or send an email to research.requests@zimmer.com.

• What factors affect the amount of time it takes to process a Funding Request?

- There are a number of factors that affect funding request processing time, including:
 - Completeness of request
 - Signatures on all required documents
 - Inclusion of correct tax forms
 - Inclusion of a request letter on the institution's letterhead
 - Inclusion of the principal investigator's CV
 - Timing of internal review meetings

• On average, how long does the request process take if a request is approved?

- Although this is a difficult question to answer because it depends on many factors (see above) and timing can vary widely depending on the request, it is Zimmer's goal to complete this process within 6 months of a request being submitted.

• Who must sign the agreement for the Researcher?

- All agreements must be signed by management personnel with signing authority to legally bind the research institution.
- Although the binding signature is typically not that of the principal investigator when the research entity is a university or hospital, Zimmer requires that the principal investigator also sign the agreement in acknowledgement.

• How can I find out where my request is in the process?

- Contact the Research Services Manager associated with your request. Any questions can also be submitted to research.requests@zimmer.com.

• What are some reasons research requests are denied?

- Zimmer receives thousands of worthy requests for research funding, some of which have overlapping content.
- Funding for research is limited and must be allocated according to Zimmer business needs.
- The research does not align with strategic business objectives and opportunities.

Contact your Zimmer representative or visit us at www.zimmer.com

