

| Type of Agreement | Business Owner | Approver | Reviewer | Signatory |
|---|--------------------------|---|---|--|
| Academic MOUs w financial implications | Dean | CFO, COO, and VPAAED | Legal | CAO |
| Academic MOUs w/o financial implications | Dean or VPASQ | VPAAED | Legal | CAO |
| Alternative Programs/ Non-Credit Training | VPILD | VPAAED | Legal and VPASQ | CAO |
| Alumni Discounts | VPIA | CGAO | Legal | CGAO |
| Articulation Agreements | Dean or VP | VPAAED | Legal and VPASQ | CAO |
| Bonds and Insurance Applications | VP | CFO and COO | Legal | COO |
| Corporate Alliance Agreements | CPO | CGAO | Legal and VPASQ | CGAO |
| Community College Alliances | CPO | CGAO | Legal, VPAAED, and VPASQ | CGAO or SVP as appropriate |
| Consulting Services | VP, SVP, Dean | COO or Nonroutine EC | per Proc policy | AVP Proc |
| Data Sharing Agreements | VP | Sr. Director, Information Security | Legal, Data Protection Officer | CTO |
| Donations - Art, Cash, Property | Art Director or VP-IA | per Foundation Policies | per Foundation Policies | per Foundation Policies |
| Donations - Other | Development Ofc | COO or CGAO | Legal, Foundation | Pres of Fndtn |
| Easements | Facilities Mgmt | CFO and COO | Legal | President |
| Employment | CHRO | CHRO | Legal | CHRO or President |
| External Investigators/ Hearing Officers (employee) | CHRO | COO | Legal | President |
| External Investigators/ Hearing Officers (student) | Fair Practices Officer | COO | Legal | President |
| Faculty - Adjunct | Dean | CHRO, VPAAED, and CSAO if under Student Affairs | Legal, and VPAAED if faculty is under Student Affairs | Deans, CHRO, VPs, VPAAED, CAO, or CSAO |
| Faculty - Collegiate | CAO, VPAAED, or CSAO | CHRO; CSAO if under Student Affairs | Legal, and VPAAED if faculty is under Student Affairs | CAO or CSAO |
| Foundation Funded Contracts | VPIA | CGAO | Procurement, AVP, or Legal | SVP |
| Grants (non-Foundation) | Dean, Assoc Dean, or AVP | VPAAED, CFO, or VP Asia or Europe | Legal | CAO, GMO, or CSAO |

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|---|---|-----------------------------------|--------------------------------------|---------------------------------|
| Int'l Programs | VPSMO | COO, CAO and GMO | Legal and VPASQ | SVP |
| IP Contracts | VP, SVP, Dean | COO | Legal | SVP |
| Leases, incl OS | Facilities Mgmt, GMO, or CSAO | CFO and COO | Legal and VPASQ | President |
| Facility Licenses, incl OS | Facilities Mgmt, GMO, or CSAO | CFO | Legal, Finance, and VPASQ | COO, GMO or CMO |
| Military Installation MOUs | VPSMO | CFO | Legal VPAAED, and VPASQ | GMO |
| Test Center Vendor Contracts & NTCs | VPSMO, VP-Europe or VP-Asia | GMO | Legal, CFO, and VPASQ | GMO, VPSMO, VP Europe or Asia |
| NDA - non-procurement with financial implications | VP or SVP | COO | Legal | VP or SVP |
| NDA - non-procurement w/o financial implications | VP or SVP | SVP | Legal | VP or SVP |
| NDA - procurements | Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP | Procurement | Procurement | VP, SVP, or AVP Procurement |
| OER Licenses | Dean or Assoc Dean | VPAAED | Legal | CAO |
| Other (agreements that do not fit into a category or more than 1) | VP | SVP | Legal | SVP |
| Military w DoD Contracts | VP | COO and GMO | Legal | GMO, VP Europe or Asia |
| Procurement Contracts | Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP | Per proc policy | Procurement | AVP Procurement |
| Production Location Releases | AVP Marketing | CMO | Legal | CMO |
| Regional Centers | VPAFO | CFO, COO and CMO | Legal and VPASQ | CSAO |
| Releases - Employee Participation | CHRO | n/a | Legal | Employee |
| Releases - Employee Separation | CHRO | n/a | Legal | COO |
| Releases - Student Participation | Dean | Dean | Legal | Student |
| Revenue Share Agreements | VP | COO, CAO or CGAO | Legal and CFO | SVP |
| Scholarships (External) | Foundation, Develop Ofc | Legal, CFO, and AVP Financial Aid | Legal, Foundation, AVP Financial Aid | COO, CGAO, or Foundation (USMF) |

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|---|---|--------------------------|--|-------------------|
| Software Licenses | Dean, Assoc Dean, Dept Chair, AVP, VP, or SVP | Per Procurement Policies | Proc, Sr. Director, Information Security, VPAAED, or Legal | AVP Procurement |
| Software Licenses OS | VP Europe or Asia | n/a | Sr. Director, Information Security | VP Europe or Asia |
| Sponsorship Agreements incl OS | VP | CFO | Legal | SVP |
| Student Placements | VP or Dean | VPAAED | Legal and VPASQ | Student and CAO |
| Venture Agreements and other related entities | COO | CGAO or COO | Legal | President |
| Veteran Related Contracts | VPSMO | GMO | Legal | GMO |

| KEY | |
|--------|---|
| CAO | Chief Academic Officer |
| CFO | Chief Financial Officer |
| CGAO | Chief Government Affairs and External Relations Officer |
| CHRO | Chief Human Resources Officer |
| CMO | Chief Marketing Officer |
| COO | Chief Operating Officer |
| CPO | Chief Partnerships Officer |
| CSAO | Chief Student Affairs Officer |
| CTO | Chief Transformation Officer |
| GMO | SVP, Global Military Operations |
| VPAAED | VP, Academic Affairs and Executive Dean |
| VPAFO | VP, Admissions and Field Operations |
| VPASQ | VP, Academic Services and Quality |
| VPIA | VP, Institutional Advancement |
| VPILD | VP, Integrative Learning Design |
| VPSMO | VP, Stateside Military Operations |