**Application of Non-University Differential (NUD)**

1. **Is Product/Service sold to Non-University clients and generating income?**
   - **NO**
     - Non-University Differential (NUD) is not applicable. Recharge revenue is not assessed.
   - **YES**
     - Is the Product/Service recharged to Federal contracts & grants as well as sold to Non-University clients?
       - **NO**
         - Mark-up applied?
           - **NO**
             - Can you demonstrate that the sale of the Product/Service directly benefits the research mission of your unit?
               - **NO**
                 - Full NUD must be applied. Department admin. component retained by the department.
               - **YES**
                 - Reduced NUD may be applied if approved by Rate Group.
           - **YES**
             - Full NUD must be applied. Department admin. component retained by the department.
       - **YES**
         - Full NUD must be applied. Department admin. component retained by the department.