

Corporate Engagement

Jim Bray– Director

Kate Rice– Senior Associate Director

Maggie Waldron– Senior Associate Director

Sheila Kessler– Associate Director

URIC Administration Meeting

May 8th, 2019

Northwestern

Corporate Engagement | What We Do

Find & Meet Industry Contacts

- Help faculty and staff find and meet industry contacts in R&D, tech scouting, corporate foundations, university relations and more

Background Information

- Provide background information on current relationships between companies and the entire university

Proposals

- Review proposals and supporting correspondence to formal and informal corporate grant-makers

Campus Visits

- Administer scheduling, space and provisions for campus visits by corporations

Corporate Engagement | Who We Are

Jim
Bray



Director

Tim
Angell



Sr Assoc Director

Kate
Rice



Sr Assoc Director

Maggie
Waldron



Sr Assoc Director

Sheila
Kessler



Assoc Director

Evangeline
Semark



Comms Lead

Annalise
Robinson



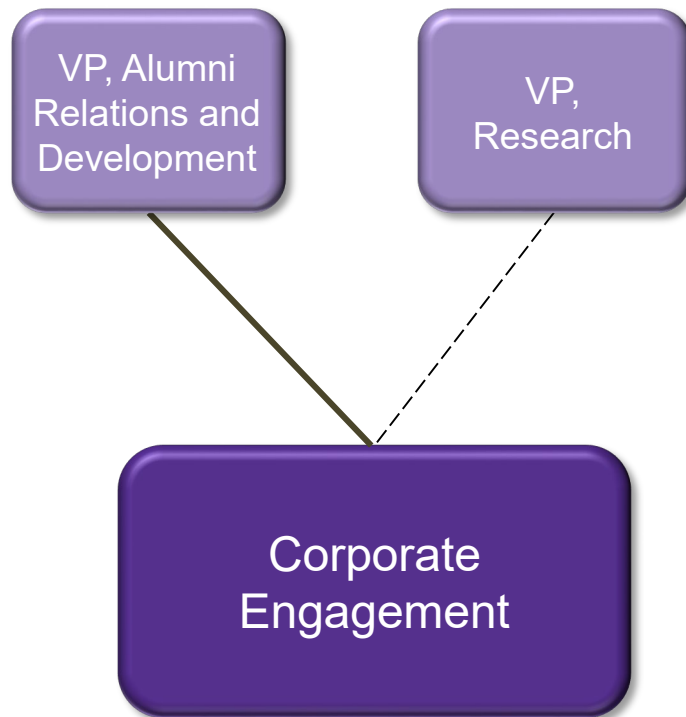
Prog Asst

Vacant



Researcher

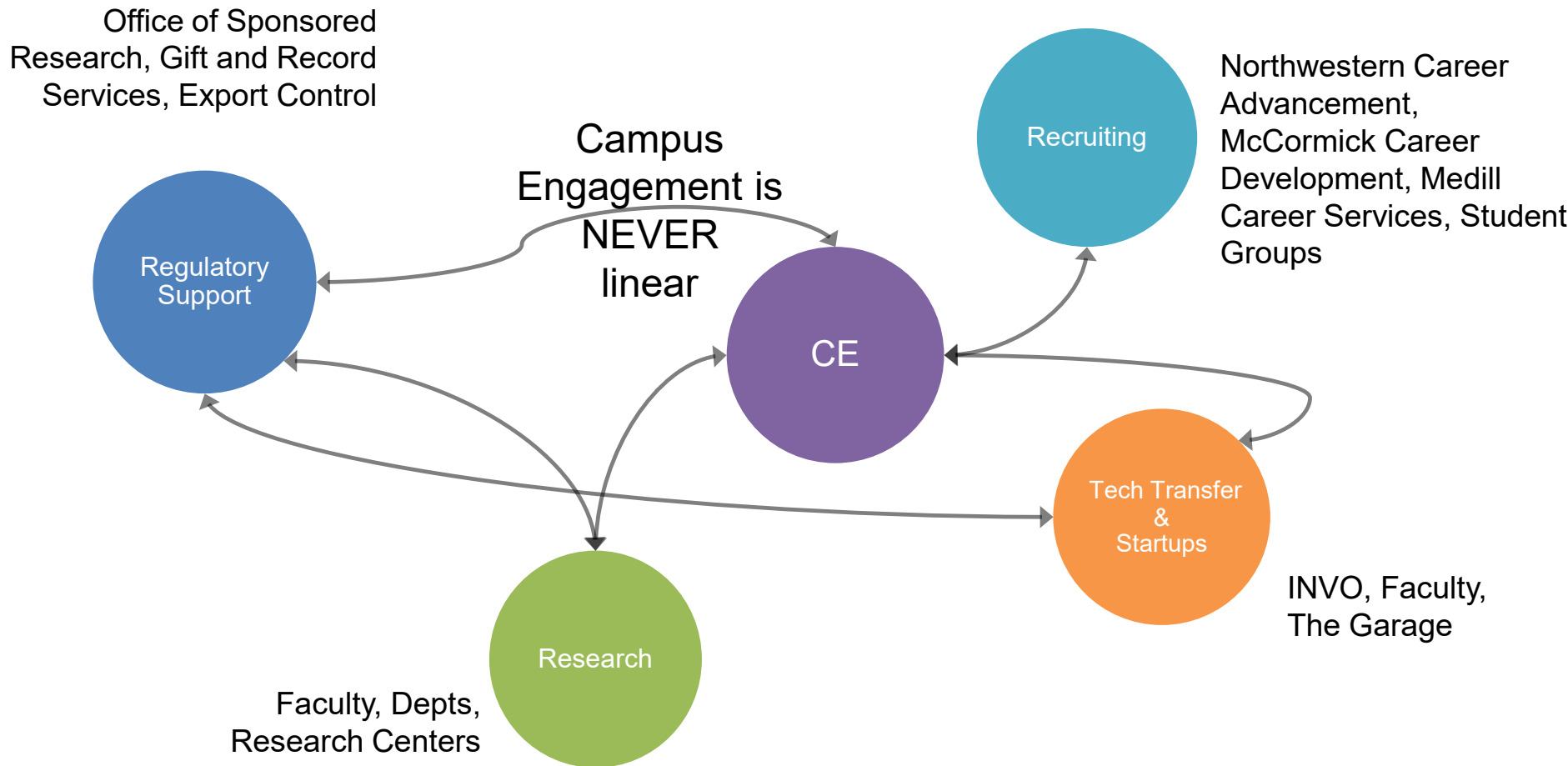
Corporate Engagement | Reporting Structure



Independent from:

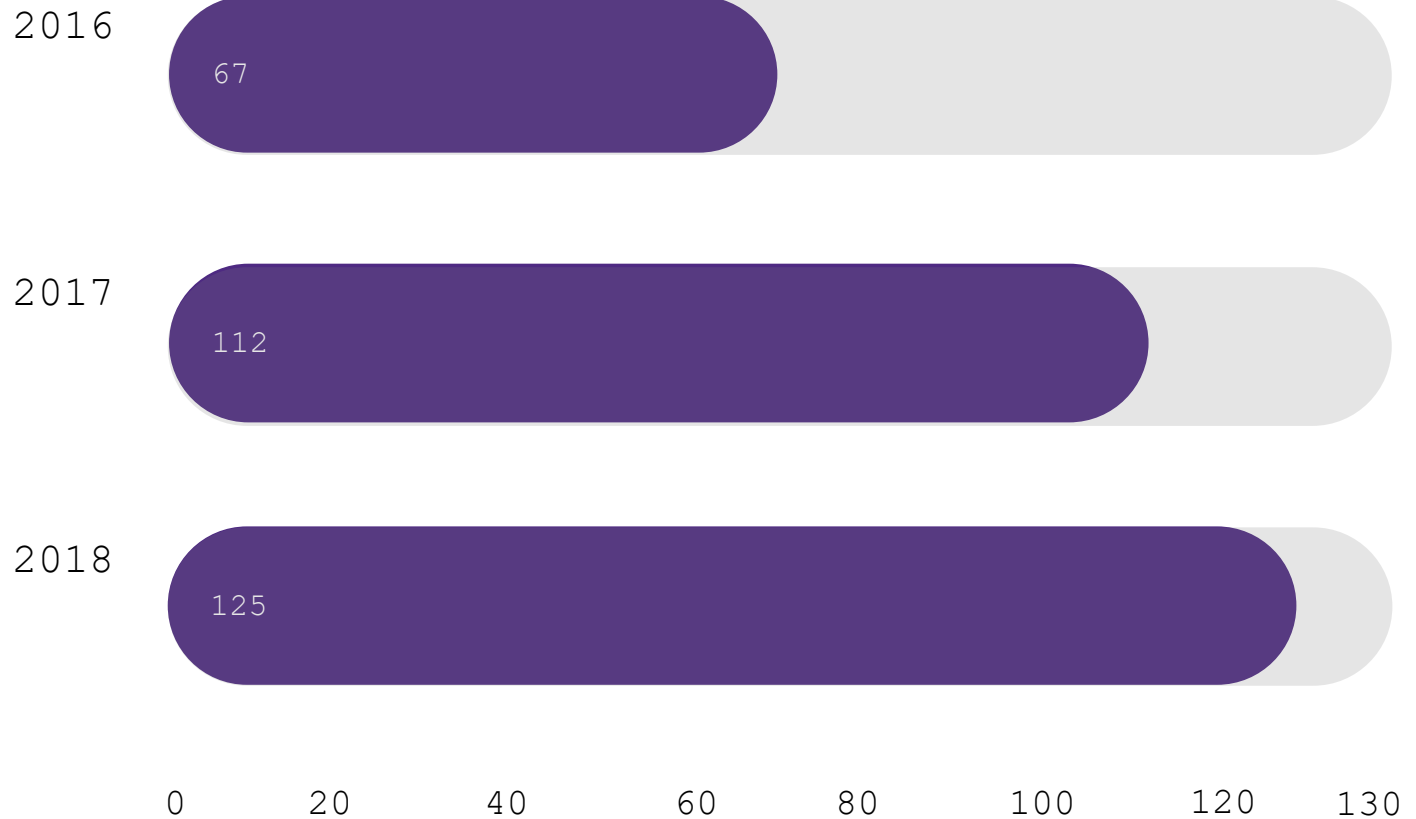
- Feinberg Corporate Relations
- Kellogg Corporate Partnerships
- Pritzker External Partnerships

Managing relationships: on campus



Corporate Visits

Tracking Activity



Source: CATracks

Data available for CE priority companies

❑ Northwestern data for recent campus activity/stats

- Giving
- Relationship Managers
- Recent Activity
- Key Contacts
- Senior Leaders
- Board Activity

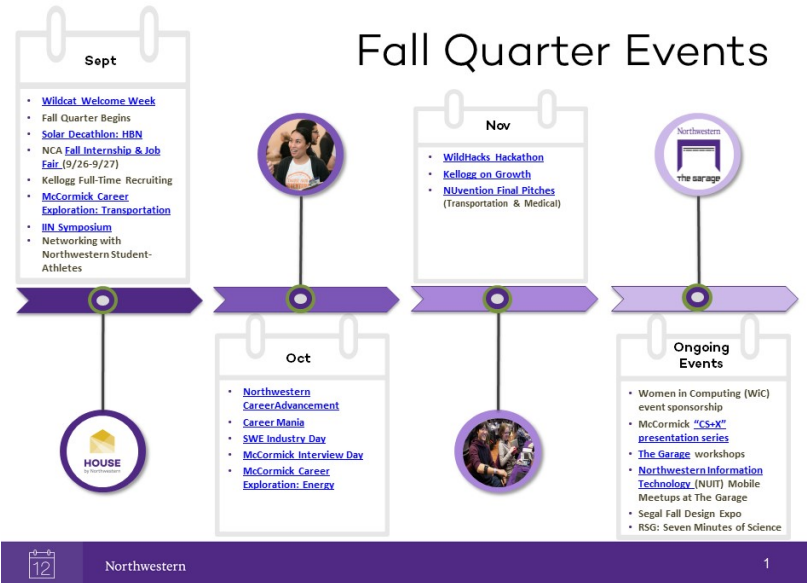
❑ External data

- Information on new strategy/initiatives
- Recent press releases
- News on other school engagements

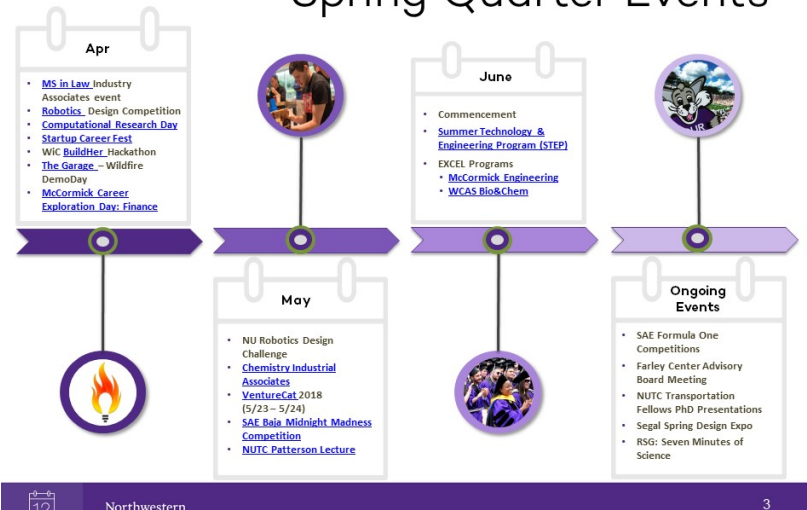
Dashboards



Fall Quarter Events



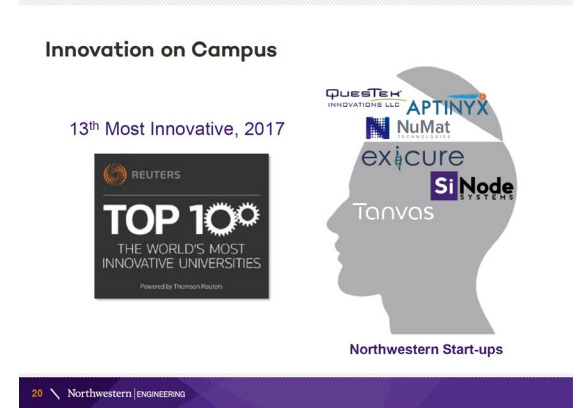
Spring Quarter Events



Notational Timeline

- Shared with portfolio companies
- Developed, Summer Quarter
- Inclusive of all Schools, Programs, Centers, & Institutes

Who's on deck?



CE prepares company specific decks to highlight Northwestern to plan or follow up on campus meetings

CORPORATE ENGAGEMENT

Search this site



About ▾

Highlighted Partnerships

Engagement Opportunities ▾

Contact ▾

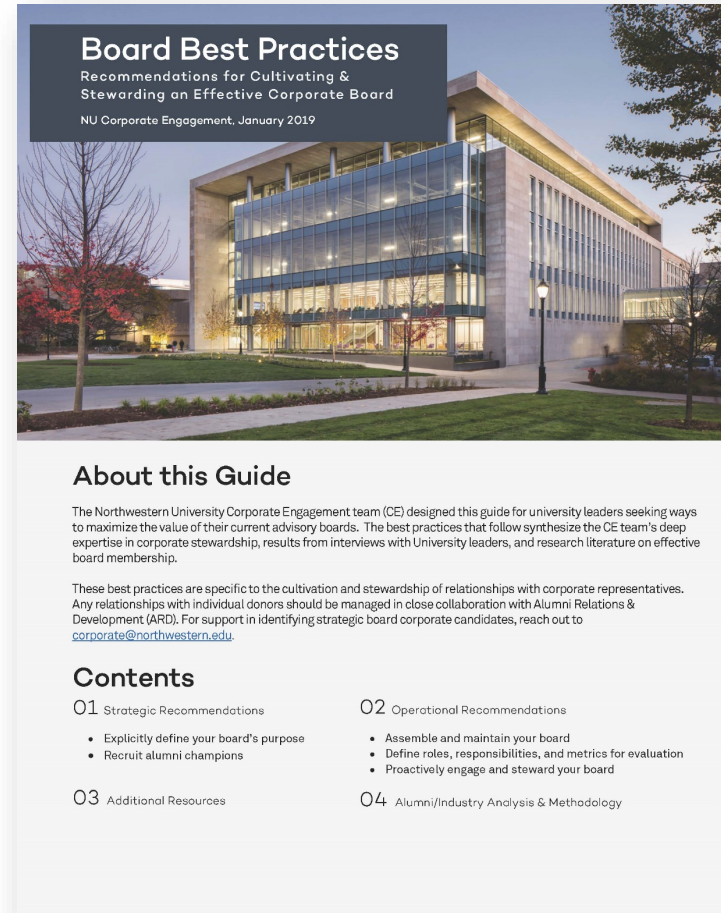
Corporate Engagement

Partnering industry with Northwestern talent

LEARN ABOUT WHAT WE DO

Board Best Practices

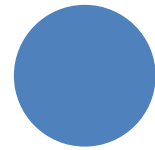
- Developed Board Best Practices document to provide guidance to board leaders
 - Incorporates info from other sources and interviews
 - Rolled out first to McC department boards
 - Multiple success stories of new recruits and activity



The Boeing Company



FRAMING THE RELATIONSHIP



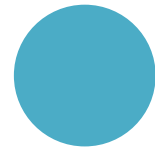
Board Involvement

- NUTC BAC
- CHiMaD



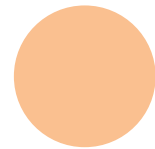
Student Group & Curriculum

- McCormick Student Groups
 - Car teams, Rocketry, Robotics
 - EXCEL, WiC, NSBE, SWE
- NUvention Transportation



Philanthropy

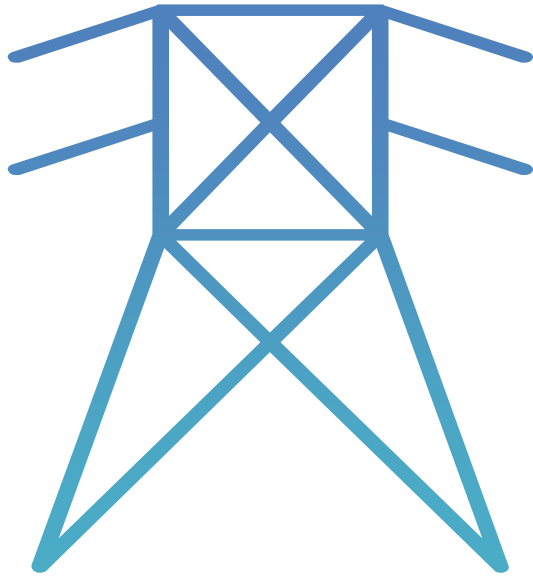
- FUSE Studios at CPS



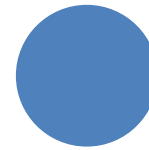
Talent: Recruitment

- EAHI: Fall Quarter
- NU a preferred school for Engineering & Data Science

Exelon



FRAMING THE RELATIONSHIP



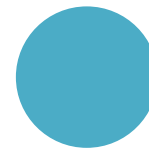
Board Involvement

- ISEN Executive Council



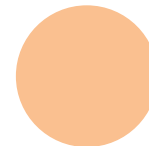
Student & Entrepreneurship

- VentureCat
- Intra-preneurship internships



Research

- Master Research Agreement



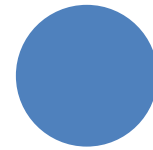
Philanthropy

- Endowed Sustainable Speaker Series at Kellogg

Baxter



FRAMING THE RELATIONSHIP



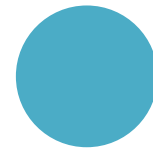
Board Involvement

- Biomedical Engineering
- MEM



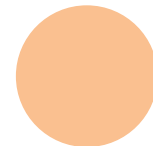
Student & Entrepreneurship

- KSM Student Clubs
- NUvention Medical



Research

- Master Research Agreement
- Master Services Agreement



Philanthropy

- Baxter Center for Science Education

Corporate Engagement | Pre-Award

- Identify Industry Funding Opportunities
 - If Research Funding – we work with ORD
 - If Program Funding – we send to all relevant parties
 - Ensure limited submissions coordination
- Help with Proposal Development
 - Help with common (and uncommon) deliverables
 - Indirect costs
 - Collaborate with OSR and ORD

Corporate Engagement | Post-Award

- Appropriate accounting for grants, awards, gifts
 - Checks, Wire Transfers, In-kind
 - Gift vs Grant
 - Coordination with OSR, OGC, ASRSP
- Relationship Management
 - Share appropriate information
 - Find new corporate connections for PIs and Administrators

Master Research Agreements

Highlighted MRA



MRA Alliance members

- Corporate Engagement (alliance manager) INVO, OSR, Department staff – RA's and PI's

Meeting frequency

- Kick-off then quarterly check-ins with a variety of attendees

Topics covered:

- Introductions (roles and responsibilities), research overview, relationship importance, getting ahead of challenges

Corporate Engagement | Next Steps

- Reach out to us with company research questions
- Let us know about corporate activity and how we can help
- Sign up for the Foundation Relations & Corporate Engagement RFP newsletter

Corporate Funding Opportunities

Funding Opportunities and Gifts

Below are tables with current funding opportunities for students, faculty and staff. These opportunities include gifts, grants and in-kind goods and services. **Please reach out to our team with questions.**

Faculty and Staff

Campus-Wide

Gifts-in-Kind

Fellowships/Awards

Search:

Name	Amount	Deadline	Focus Area
> Pfizer: Addressing Attitudes, Beliefs, and Cultural Barriers in Women's Health Decision-Making	Up to \$200k	7/26/17	Women's Health
> Pfizer: Vaccine Preventable Diseases in the IBD Patient	Up to \$250k	7/28/17	IBD
> Amag: Research Grants in Prematurity	Up to \$75k	7/31/17	prematurity
> GlaxoSmithKline: Asthma2017B	Up to \$300k	7/31/17	Asthma
> GlaxoSmithKline: Chronic Obstructive Pulmonary Disease	Up to \$300k	7/31/17	Pulmonary
> GlaxoSmithKline: Systemic Lupus Erythematosus	Up to \$200k	7/31/17	Lupus
> Gilead: Research Scholars Pulmonary Arterial Hyertension Program	Up to \$60k	8/4/2017	Hypertension
> Volkswagon & BASF: Science Award Electrochemistry	Up to 100,000 Euros	8/18/17	battery value chain
> Toyota: 2017 TMHNA UNIVERSITY RESEARCH PROGRAM		8/31/17	material handling
> DHL Robotics Challenge 2017	\$15,968	9/17/2017	Innovation, Robotics
> American Chemical Society: Grants for	Up to	10/20/17	petroleum



Thank You
&
Questions

Connect with us

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