Corporate Engagement

Annalise Robinson – Program Assistant

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
Managing relationships: on campus

Campus Engagement is NEVER linear

Regulatory Support
Office of Sponsored Research, Gift and Record Services, Office of General Counsel (OGC)

Research
Faculty, Depts, Research Centers

CE
Northwestern Career Advancement, McCormick Career Development, Medill Career Services, Student Groups

Recruiting

Tech Transfer & Startups
INVO, Faculty, The Garage
Corporate Engagement

Who We Are

- Independent from:
  - Feinberg Corporate Relations
  - Kellogg Corporate Partnerships
  - Pritzker External Partnerships
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
Information Needs?

Data available for CE priority companies

- Northwestern data for recent campus activity/stats
  - Giving
  - Relationship Managers
  - Recent Activity
  - Key Contacts
  - Senior Leaders

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

### Northwestern Relationship Managers

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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</thead>
<tbody>
<tr>
<td>Jeff Masters</td>
<td>Senior Director, Corporate Partnerships, Feinberg</td>
</tr>
<tr>
<td>Jim Bray</td>
<td>Director, Corporate Engagement</td>
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<tr>
<td>Manny Roberts</td>
<td>Senior Contract and Grant Officer (Master Clinical Trial Agreement Liaison)</td>
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### On Campus Recruiting Activity

<table>
<thead>
<tr>
<th>Abbv</th>
<th>Event</th>
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<tbody>
<tr>
<td>KSM</td>
<td>KSM QEC Event: 17-18</td>
</tr>
<tr>
<td>KSM</td>
<td>KSM QEC Interviews: 17-18</td>
</tr>
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### Recent Activity

- **2016 April**: Laura Schumacher (Comm’13), EVP, External Affairs, General Counsel, participated in the Lavin-Bernick Executive Series: EMBA in Evanston.
- **2017 April**: OCE met Jinhui Li, PhD, Assoc Dtr – Integrated Science & Technology, Global Pharmaceutical R&D at Spring 2017 UIDP conference where we faculty collaborating with industry and AbbVie’s potential participation in UIDP.
- **February**: Invited AbbVie to participate in the UIDP organization’s spring conference and to think about joining the organization.
- **January**: Sheila Westmoreland, John Simons, Michael Lee judged the Kellogg Biotech & Healthcare Case competition.
- **2016 December**: AbbVie-NIU announce a 5-year with Lurie Comprehensive Cancer Center scientists.

### Key Contacts

<table>
<thead>
<tr>
<th>Name</th>
<th>School</th>
<th>Title</th>
<th>Boards/Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Veronica Arroyave</td>
<td></td>
<td>Director, Corporate Responsibility and AbbVie Foundation</td>
<td></td>
</tr>
<tr>
<td>Mary Chamberlain</td>
<td></td>
<td>Head of Academics &amp; Search and Evaluation</td>
<td></td>
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<tr>
<td>Francisco Rausa</td>
<td></td>
<td>Future Therapeutics &amp; Technology</td>
<td>Boards: MBP Industrial</td>
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### Additional Senior Leaders

<table>
<thead>
<tr>
<th>Name</th>
<th>School</th>
<th>Title</th>
<th>Boards/Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scott Brun</td>
<td></td>
<td>VP, Corporate Strategy Office / Head, AbbVie Ventures</td>
<td></td>
</tr>
<tr>
<td>John Larson</td>
<td>KSM 32</td>
<td>General Manager, Alliance Management</td>
<td></td>
</tr>
<tr>
<td>Joseph Palac</td>
<td>MCC 11</td>
<td>Operations Manager, Pharmacy Solutions</td>
<td></td>
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<tr>
<td>Jim Sullivan</td>
<td></td>
<td>VP, Global Discovery</td>
<td>Adjunct Professor, Department of Pharmacology</td>
</tr>
<tr>
<td>Jim Summers</td>
<td></td>
<td>VP, Neuroscience Research</td>
<td></td>
</tr>
<tr>
<td>Christopher Tomas</td>
<td>TGS 96, MCC 94</td>
<td>Senior Recruiter, Talent Acquisition</td>
<td></td>
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</tbody>
</table>
What We Do: Examples of Highlighting NU Strengths & Faculty Research
Alignment: Let’s Go Places Together

Northwestern Strengths
- Multidimensional & Adaptive
- Powerful Collaborations
- Pioneering Innovation
- Meaningful Impact

Toyota Smart Mobility
- Interactive Intelligence
- Vehicle Enhancement
- Vehicle Connected Intelligence

Source: Toyota Pitch Deck
Advancing global sustainability and energy solutions through transformational research, interdisciplinary education and public engagement

- Dozens of affiliated faculty from 5 different schools across the University
- Partnerships with several companies, active participation on executive council

**Research areas:**
- Creating sustainable cities and managing the risks of climate change
- Solar energy and fuels
- Catalysis and sustainable materials
- Nanotechnology for environmental remediation
Partnering with You
Partnering industry with Northwestern talent

LEARN ABOUT WHAT WE DO
Corporate Engagement | Next Steps

- Reach out to us to brainstorm companies or gather intel on corporate campus information
- Update NU Scholars with PI information
- Sign up for the Foundation Relations & Corporate Engagement RFP newsletter

Corporate Funding Opportunities

Corporate 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.

<table>
<thead>
<tr>
<th>Name</th>
<th>Amount</th>
<th>Deadline</th>
<th>Focus Area</th>
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<tbody>
<tr>
<td>Pfizer: Addressing Attitudes, Beliefs, and Cultural Barriers in Women’s Health Decision-Making</td>
<td>Up to $200k</td>
<td>7/29/17</td>
<td>Women's Health</td>
</tr>
<tr>
<td>Pfizer: Vaccine Preventable Diseases in the IBD Patient</td>
<td>Up to $250k</td>
<td>7/28/17</td>
<td>IBD</td>
</tr>
<tr>
<td>Amag: Research Grants in Prematurity</td>
<td>Up to $75k</td>
<td>7/31/17</td>
<td>Prematurity</td>
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<tr>
<td>GlaxoSmithKline: Asthma2017</td>
<td>Up to $300k</td>
<td>7/31/17</td>
<td>Asthma</td>
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<tr>
<td>GlaxoSmithKline: Chronic Obstructive Pulmonary Disease</td>
<td>Up to $300k</td>
<td>7/31/17</td>
<td>Pulmonary</td>
</tr>
<tr>
<td>GlaxoSmithKline: Systemic Lupus Erythematosus</td>
<td>Up to $200k</td>
<td>7/31/17</td>
<td>Lupus</td>
</tr>
<tr>
<td>Gilead: Research Scholars Pulmonary Arterial Hypertension Program</td>
<td>Up to $60k</td>
<td>8/4/17</td>
<td>Hypertension</td>
</tr>
<tr>
<td>Volkswagen &amp; BASF: Science Award Electrochemistry</td>
<td>Up to 100,000 Euros</td>
<td>8/18/17</td>
<td>Battery value chain</td>
</tr>
<tr>
<td>Toyota: 2017 TMMUSA UNIVERSITY RESEARCH PROGRAM</td>
<td>$15,000</td>
<td>8/31/17</td>
<td>Material handling</td>
</tr>
<tr>
<td>DHL Robotics Challenge 2017</td>
<td>$15,000</td>
<td>9/17/17</td>
<td>Innovation, Robotics</td>
</tr>
<tr>
<td>American Chemical Society: Grants for Petroleum</td>
<td>Up to $100,000</td>
<td>10/20/17</td>
<td>Petroleum</td>
</tr>
</tbody>
</table>
Thank You & Questions