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

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

Regulatory Support

Campus Engagement is NEVER linear

Faculty, Depts, Research Centers

Research

CE

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

Recruiting

Tech Transfer & Startups

INVO, Faculty, The Garage

Northwestern
Corporate Engagement | Who We Are

Jim Bray
Director
Medill, Pritzker, SoC, SESP, Athletics

Tim Angell
Sr Associate Director
Farley, FSM, SQI, CLP, Library, Student Groups

Sheila Kessler
Associate Director
The Garage, Segal, DFA

Kara Moore
Associate Director
ISEN, Kellogg, WCAS, NUTC

Kate Rice
Sr Associate Director
McCormick

Maggie Waldron
Sr Associate Director

Annalise Robinson
Program Assistant
Corporate Engagement | Who We Are

- **Independent from:**
  - Feinberg Corporate Relations
  - Kellogg Corporate Partnerships
  - Pritzker External Partnerships

ARD, VP Schools and Programs
VP, Research

Corporate Engagement
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
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

Information Needs?
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
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
Thank You & Questions