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

Regulatory Support

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

Campus Engagement is NEVER linear

CE

Recruiting

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

Tech Transfer & Startups

INVO, Faculty, The Garage

Faculty, Depts, Research Centers

Research
Corporate Engagement | Who We Are

**Director**
Jim Bray

**Researcher**
Kara Moore
The Garage, Segal, DFA

**Program Assistant**
Annalise Robinson

**Tim Angell**
Medill, Pritzker, SoC, SESP, Athletics

**Sheila Kessler**
Farley, FSM, SQI, CLP, Library, Student Groups

**Kate Rice**
ISEN, Kellogg, WCAS, NUTC

**Maggie Waldron**
Biomedical Engineering, Civil & Environmental Engineering
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?

Northwestern Relationship Managers

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>Jeff Masters</td>
<td>Senior Director, Corporate Partnerships, Feinberg</td>
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<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

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<tr>
<th>Abbreviation</th>
<th>Activity Details</th>
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<tbody>
<tr>
<td>KSM GCM Event: 17-18</td>
<td>OCE met Jinhe Li, PhD, Assoc Dir - Integrated Science &amp; Technology, Global Pharmaceutical R&amp;D at Spring 2017 UIDP conference where we facilitated collaborative with industry and AbbVie's potential participation in UIDP.</td>
</tr>
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<td>KSM GCM Interviews: 17-18</td>
<td>February - Invited AbbVie to participate in the UIDP organization's spring conference and to think about joining the organization.</td>
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Recent Activity

- 2018 April: Laura Schumacher (Comm’13), EVP, External Affairs, General Counsel, participated in the Lavin Bernick Executive Series: EMBA in Evanston.
- 2017 April: OCE met Jinhe Li, PhD, Assoc Dir - Integrated Science & Technology, Global Pharmaceutical R&D at Spring 2017 UIDP conference where we facilitated collaboration 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.

Key Contacts

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

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<tr>
<th>Name</th>
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<th>Title</th>
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<tr>
<td>Scott Dunn</td>
<td>VP</td>
<td>Corporate Strategy Office / Head, AbbVie Ventures</td>
<td></td>
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<tr>
<td>John Larson</td>
<td>KSM 32</td>
<td>General Manager, Alliance Management</td>
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<tr>
<td>Joseph Palac</td>
<td>MCC 11</td>
<td>Operations Manager, Pharmacy Solutions</td>
<td>Adjunct Professor, Department of Pharmacology</td>
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<tr>
<td>Jim Sullivan</td>
<td>VP</td>
<td>Global Discovery</td>
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<td>Jim Summers</td>
<td>VP</td>
<td>Neuroscience Research</td>
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<tr>
<td>Christopher Tomas</td>
<td></td>
<td>TOS 06, MCC 04</td>
<td>Senior Recruiter, Talent Acquisition</td>
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What We Do: Examples of Highlighting NU Strengths & Faculty Research
Corporate Engagement | Relationship Management & Cultivation

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
Northwestern | Multidimensional and Adaptive

- 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
Thank You & Questions