Corporate Engagement | Who We Are

ARD, VP Schools and Programs
VP, Research

Corporate Engagement

• Independent from:
  • Feinberg Corporate Relations
  • Kellogg Corporate Partnerships
  • Pritzker External Partnerships
How companies interact on campus

- Board Involvement
- Recruitment
- Sponsored Research
- Purchasing
- Student Group Sponsorship
- Convergence of Engagement
Managing relationships: on campus

- Office of Sponsored Research, Gift and Record Services, Office of General Counsel (OGC)
- Northwestern Career Advancement, McCormick Career Development, Medill Career Services, Student Groups
- INVO, Faculty, The Garage

Campus Engagement is NEVER linear

Regulatory Support

Research

Faculty, Depts, Research Centers

Recruiting

Tech Transfer & Startups

CE
The Boeing Company

FRAMING THE RELATIONSHIP

NU Trustee
- Dennis Muilenburg

Board Involvement
- NUTC BAC
- CHiMaD

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

Research
- Master Research Agreement

Talent: Recruitment
- EAH: Fall Quarter
- NU a preferred school for Engineering & Data Science
Exelon

Board Involvement
• ISEN Executive Council

Student & Entrepreneurship
• VentureCat
• Intrapreneurship internships

Research
• Master Research Agreement

Philanthropy
• Endowed Sustainable Speaker Series at Kellogg
FRAMING THE RELATIONSHIP

Baxter

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
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
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
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
  • Work with OSR, OGC, ASRSP

• Relationship Management
  • Share appropriate information
  • Find new corporate connections for PIs and Administrators
Data available for CE priority companies

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- External data
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Information Needs?

### Northwestern Relationship Managers
- Jeff Masters, Senior Director, Corporate Partnerships, Feinberg
- Jim Bray, Director, Corporate Engagement
- Manny Roberts, Senior Contract and Grant Officer (Master Clinical Trial Agreement Liaison)

### On Campus Recruiting Activity

### Recent Activity
- April 2016: Laura Schumacher (Comm’13), EVP, External Affairs, General Counsel, participated in the Lavin Bemick Executive Series: EMBA in Evanston.
- April 2017: OGE met Jinhe 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.
- December 2016: Abbvie-NIU announce a 5-year with Luner Comprehensive Cancer Center scientists.

### Key Contacts
- Veronica Arroyave, Director, Corporate Responsibility and AbbVie Foundation
- Mary Chamberlain, Head of Academics-Search and Evaluation
- Francisco Rausa, Future Therapeutics and Technology

### Boards/Affiliation
- Boards: MBP Industrial

### Additional Senior Leaders
- Scott Brun: VP, Corporate Strategy Office / Head, AbbVie Ventures
- John Larson: KSM 32, General Manager, Alliance Management
- Joseph Palac: MCC 11, Operations Manager, Pharmacy Solutions
- Jim Sullivan: VP, Global Discovery
  - Adjunct Professor, Department of Pharmacology
- Jim Summers: VP, Neuroscience Research
- Christopher Tommas: TGS 08, MCC 04, Senior Recruiter, Talent Acquisition
Partnering with You
Corporate Engagement | Next Steps

- Reach out to us with company research questions
- Update NU Scholars with PI information
- Sign up for the Foundation Relations & Corporate Engagement RFP newsletter
Thank You & Questions