Exploring, Creating, and Nurturing Research Partnerships

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Research Partnerships with Industry – It’s a win-win

University benefit

• Validation of research results
• Keeping current on the world’s challenges provides direction for future research
• Students get industry experience
• Partner for federal funding
• Source of funding beyond federal and state

Industry benefit

• Access to our research engine
• Access to our faculty, students, & staff
• Access to premier facilities
• Build a pipeline for new technology and workforce to differentiate themselves from their competitors
• Partners for federal funding
• Continuing education

An opportunity to get our Intellectual Property into the marketplace to drive the economy of the state and beyond
Office of Industrial Partnerships

Key elements of our mission

To establish Penn State as the premier academic institution for innovation, industry sponsored research, and technology transfer.

Building strategic partnerships between the university and industry, accelerating the pace at which technologies move from discovery to implementation.

Delivering new-found value & differentiation to industry and economic impact to the Commonwealth of Pennsylvania, the Nation, and beyond.
Our activities

In partnership with:
Colleges, Institutes, & Centers
Office of Tech Management
Office of Sponsored Programs
Office of Strategic Communications
Corporate and Foundation Relations
Career Services
Outreach
Ben Franklin, SBDC, IRCs, CBICC, Etc..

Strategic Partnerships
Entrepreneurship
Best Practice and Process Improvement
Economic Development
Marketing & Communications
What can we do for you?

• Identify industry partners that may have an interest in your research activities
• Assist with industry engagement and coordinate meet & greet events
• Represent you and your research space when we meet with industrial leadership teams
• Support identification of industry partners for your federal funding proposals
• Distribute RFPs and RFIs from industry across academic
• Provide support all the way through the process
Industry Engagement – collaboration process

Company Areas of Research Interest Defined (needs and opportunities) → Faculty Generated Project Ideas (4-blockers) → Company Review and Selection of Projects of Interest → Planning for on-site visit and topic development

On-Site Visit(s)
- Faculty Presentations
- Student Event
- One-on-ones
- Poster Session

Further development of ideas → Sponsor commitment

Research Initiated

Topic Tracking Sheet, NDA’s, OSP, etc.

*Modelled after Ag Science Research Forum and GE partnership
What can you do for us?

• Reach out to us for our support at any time

• Inform us about any ongoing industry collaborations that you are currently involved in that you need support to expand

• Alert us to any potential new collaborations that you are interested in pursuing

• Invite us to your meeting agendas so that faculty, staff, students, and potential business collaborators can learn more about the assistance we provide

• Tell us what we are doing right and let us know how we can improve our services
The ingenious power of partnership