

MIT Corporate Relations

MIT's [Corporate Relations](#), which includes the Industrial Liaison Program (ILP) and the MIT Startup Exchange (STEX), creates and strengthens mutually beneficial relationships between the Institute and corporations worldwide. In fiscal year 2018, ILP achieved record revenues of more than \$17 million and a net increase of 16 members. The ILP completed its seventh year of successful budgetary operation under the net contribution model, with a financial contribution returned to the Institute's general fund at the end of the year.

In FY2018, ILP continued its role as a key facilitator of interaction between MIT faculty and industry counterparts, encouraging deeper engagement with MIT's top corporate supporters. Research awards and gifts that were influenced or catalyzed by CR during FY2018 represent \$40 million in new commitments.

The range of research commitments to MIT continues to be wide-ranging and extensive. Examples for FY2018 include Boeing's \$11 million pledge for the refurbishment of the Wright Brothers Wind Tunnel Facility; Dar Group's \$2 million research contract with the School of Architecture and Planning for the Designing the Future project; and Takeda Pharmaceutical's \$2 million research project on metastatic melanoma in the Computer Science and Artificial Intelligence Laboratory. ILP also continued to promote a variety of centers and organizations across campus, including MIT.nano and the Quest for Intelligence.

CR staff focused on advancing Institute-wide efforts to secure corporate funding streams and other support from ILP member companies. They also assisted faculty efforts with member firms to sponsor research and educational activities. More than a third of ILP member organizations provide financial support to MIT through research and gift funding that supplies tens of millions of dollars in revenue to the Institute in research sponsorships, grants, and gifts. In FY2018, CR staff continued to work closely with the director and staff of the MIT Energy Initiative (MITEI) to prospect for members for the eight [Low-Carbon Energy Centers](#). In addition, the CR-MITEI liaison continued to work with MITEI leadership and CR program directors to ensure strategic coordination, ongoing stewardship, relationship-building, and faculty introduction efforts. In FY2018, ILP also facilitated IHI Corporation's associate membership in MITEI.

The MIT Startup Exchange, which connects ILP member companies with MIT-connected start-ups, continued to foster interactions that lead to strong partnerships across the MIT innovation ecosystem. The STEX web community platform and database has more than 1,600 active MIT-connected companies at all stages of development, representing 16 technology clusters that are engaged in multiple activities. Eight conferences were coordinated by the MIT Startup Exchange during FY2018:

- MIT Startup Exchange Workshop—Cracking Cancer
- MIT Startup Exchange Workshop—Robotics, Drones, and Sensor Tech
- MIT Startup Showcase Chicago
- MIT Startup Exchange Workshop—Synthetic Biology and New Materials

- MIT Startup Showcase Japan
- MIT Startup Exchange Workshop—The Future of Energy Innovation
- MIT Startup Showcase Silicon Valley: The New Machines of Industry
- 2018 MIT Startup Showcase Japan (hosted by Keizai Koho Center [KKC])

During FY2018, CR organized nine major conferences, several in collaboration with MIT partners and ILP members. Conferences held during the period included, in 2017, the MIT Health Sensing and Imaging Conference, the MIT Innovations in Management Conference, Materials Day, the MIT China Conference in Shanghai, and the MIT Research and Development Conference. In 2018, CR organized the MIT Japan Conference in Tokyo, the Systems That Learn Conference in London, the Information and Communications Technologies Conference, and the MIT Startup Ecosystem Conference.

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