

## MIT Corporate Relations

MIT Corporate Relations (CR), which includes the [Industrial Liaison Program \(ILP\)](#) and the [MIT Startup Exchange](#), creates and strengthens mutually beneficial relationships between MIT and corporations worldwide. In fiscal year 2019, the ILP achieved record revenues of more than \$21 million and a net increase of 13 members. The ILP completed its eighth 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 FY2019, CR and ILP continued their role as key facilitators of interaction between MIT faculty and industry counterparts, encouraging deeper engagements with MIT's top corporate supporters. Research awards and gifts that were influenced or catalyzed by CR during FY2019 represent \$51.7 million in new commitments. The range of research commitments to MIT continues to be wide-ranging and extensive. Examples for FY2019 include Liberty Mutual's \$25 million commitment to the MIT Quest for Intelligence; the OCP Group's \$8.5 million contract with the Sloan School of Management for a proposed collaboration among MIT's Operations Research Center, the OCP Group, and University Mohammed VI (Morocco); Celulosa Arauco y Constitucion's \$975,000 contract with the Department of Mechanical Engineering for a nanofiber 3D printer project; and Corporación América International's \$1.75 million gift for graduate student financial support in the areas of nanotechnology and biotechnology.

CR staff focused on advancing Institute-wide efforts to secure corporate funding streams and other support from ILP member companies, assisting faculty efforts to engage 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, providing tens of millions of dollars in revenue to the Institute in research sponsorships, grants, and gifts. In FY2019, CR staff continued to work closely with major MIT initiatives, such as the Center for Quantum Engineering, the Environmental Solutions Initiative, the Institute for Data Systems and Society, MIT.nano, and the MIT Quest for Intelligence. CR program directors worked with the leadership of these initiatives and others to assure strategic coordination, ongoing stewardship, relationship-building, and faculty introduction efforts.

The MIT Startup Exchange, which connects ILP member companies with MIT-connected startups, continued to foster interactions that lead to strong partnerships with effects across the MIT innovation ecosystem. The community includes more than 1,700 MIT-connected startups at all stages of development, representing all technology clusters at MIT. The fiscal year saw solid development of the Startup Exchange, as represented by 15 new startup registrations every month and participation by 70% of ILP member companies. Several formal partnerships between startups and ILP members were announced. The MIT Startup Exchange featuring 25 "industry ready" startups (STEX25) accelerator program was expanded to include three new cohorts of startups, and the program added a new dimension for startup training on the important skill of corporate selling. MIT Startup Exchange participation in CR's global conferences series also expanded to include 15 events that showcased 100 startups, with each making five to 10 relevant corporate connections per event. Formal activity was initiated with a set

of internal MIT complementors (e.g., the MIT Innovation Initiative, The Engine, the MIT Deshpande Center for Technological Innovation, and the MIT Venture Mentoring Service). Planning began for potential engagement with external complementors.

During FY2019, CR organized 14 major conferences, several in collaboration with MIT partners and ILP members. Conferences held during the period included the 2018 MIT ILP Innovation Symposium with Wuxi; Healthcare Technologies of the Future with Oxford University; 2018 Chicago Symposium; 2018 MIT Research and Development Conference; 2018 MIT Madrid Symposium; 2018 MIT AI in Life Sciences and Healthcare Conference; 2018 MIT Paris Symposium; 2019 MIT Shenzhen Symposium; 2019 MIT Japan Conference in Tokyo; 2019 MIT Innovations in Management Conference; 2019 MIT Work of the Future in London; 2019 MIT Europe Conference in Vienna; 2019 MIT Information and Communication Technologies Conference; and 2019 MIT Startup Ecosystem Conference.

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