Core Services
Industrial Liaison Officers

For over 60 years, the Industrial Liaison Program has provided expert navigation of MIT’s vast resources, comprising 57 interdisciplinary centers, labs and programs, 300+ research groups, and 3,000+ faculty and research staff.

When a company joins the ILP, an Industrial Liaison Officer (ILO) is assigned to be its primary contact at MIT. ILOs have cultivated strong, working relationships with MIT faculty, and they continuously monitor the latest lab news, research and technology developments.

ILOs help managers to define their interests and needs, articulate objectives for MIT interaction, and develop a plan of action to meet these objectives. In implementing this plan, your ILO will recommend, organize, and facilitate customized interactions with MIT that help your company to meet the objectives.
Industrial Liaison Officers provide a highly-productive interface to help initiate, integrate and manage a company’s MIT interactions.

- Business/industry background
- Deep MIT expertise
- On-campus advocate
- Central point of contact
- Addresses specific company interests
Faculty Interactions

Face-to-face discussions with MIT faculty and researchers are the most highly valued service the ILP provides, as these interactions often sow the seeds of successful collaborations. The ILP actively advocates your company’s research and strategic agenda on campus and secures substantive meetings with key faculty and researchers. ILP-arranged meetings are recognized by time-pressured faculty as being highly professional, yielding high-caliber discussions and highlighting potential partnership opportunities.

Meetings may be combined into half-day or full-day visits at your company’s discretion. If meeting face-to-face is difficult, your ILO may arrange an interactive video conference webcast or conference call.

In addition to small, one-on-one meetings, company members can engage MIT in an Executive Planning or Research Briefing. Your ILO can organize a one-day private seminar at MIT for up to twenty of your senior corporate staff. These private, customized executive briefings are often used to enhance strategic planning, to examine emerging research and technology, or to consider new management approaches to corporate issues.
Typical member meeting objectives:

- Monitor advances in technology
- Learn about expert research
- Explore management strategies
- Discuss recruitment needs
- Address specific company interests

Typical faculty meeting objectives:

- Meet potential research sponsors
- Gain industry exposure for research
- Learn about industry problems that could offer applications for their scholarship
Upon joining the ILP, our immediate task is to connect with a designated working contact at your company to jointly develop your company’s “Action Plan.” Your primary ILP contact at MIT — your Industrial Liaison Officer (ILO) — will be assigned to your company based on his/her knowledge and understanding of your industry. Together, you will review and/or define your company’s needs and objectives at the Institute. Whether your desired approach is exploratory and spontaneous, or narrowly focused and structured, the ILP will develop an “Action Plan” that’s right for you.
ILP Action Plan objectives:

• Prioritize interest areas
• Identify ideal company participants
• Develop MIT interaction objectives
• Schedule activities/interactions with faculty researchers, labs and centers
• Provide ongoing assessment, advice, next steps
Collaboration Management

Initial discussions between ILP members and MIT faculty often lead to significant sponsorship of research. At this stage, your interactions at MIT become much more frequent and complex, often involving multi-disciplinary teams. The ILP can advise you on reaching consensus with principal investigators on the specific area of research interest, aid in assembling the project team, serve as a central point of contact and coordination, and act as a catalyst for progress. At any given time, about 1/3 of ILP members are actively sponsoring research at MIT. The ILP has been instrumental in launching many successful MIT collaborations with industry leaders such as BP, Boeing, GE, Philips, Procter & Gamble, Mitsui, NCC, Samsung, Saudi Aramco, Tata, and Vale. The ILP is committed to fostering strong, productive collaborations that achieve results and generate value for MIT and for our industry partners.
700+ companies sponsor MIT research:
• 38 funded $1 million+
• 201 funded $100K - $1 million
• 33% of ILP members sponsor research, totaling $73 million

FY15
Over the course of the academic year, the ILP holds several conferences that are free of charge to ILP members. These include the annual Research and Development (RD) and Information and Communication Technologies (ICT) conferences, among other more narrowly focused conferences targeting specific industries, labs or emerging technologies.

ILP conferences are designed to keep companies in touch with research developments and issues affecting their industries. They provide research findings and presentations by leading experts, as well as choice opportunities to connect with MIT faculty, students and industry executives.

In addition to the Technology and the Corporation Conference Series, the ILP often co-sponsors events with MIT partners; generally admission is available to ILP participants at a discounted rate. A videoconference link may be available to a number of companies for selected MIT-based ILP conferences. There are occasional seminars offered off-campus as well.
Over the course of the academic year, the ILP holds several conferences that are free of charge to ILP members. These include the annual Research and Development (RD) and Information and Communication Technologies (ICT) conferences, among other more narrowly focused conferences targeting specific industries, labs or emerging technologies.

ILP conferences are designed to keep companies in touch with research developments and issues affecting their industries. They provide research findings and presentations by leading experts, as well as choice opportunities to connect with MIT faculty, students and industry executives.

In addition to the Technology and the Corporation Conference Series, the ILP often co-sponsors events with MIT partners; generally admission is available to ILP participants at a discounted rate. A videoconference link may be available to a number of companies for selected MIT-based ILP conferences. There are occasional seminars offered off-campus as well.

**TECHNOLOGY AND THE CORPORATION Conference Series**

- **Digital Health**
  - September 7-8, 2016

- **Materials Day**
  - October 18, 2016

- **Research & Development**
  - November 16-17, 2016

- **Consumer Dynamics**
  - December 7-8, 2016

- **MIT Japan - Tokyo, Japan**
  - January 27, 2017

- **MIT China - Shenzhen, China**
  - March 16-17, 2017

- **MIT Europe - Vienna, Austria**
  - March 29-30, 2017

- **Information/Communication Technologies**
  - April 12-13, 2017

- **MIT Startup Ecosystem**
  - May 3-4, 2017