

MIT welcomes all industry partners who seek practicable and pragmatic solutions, and who share and celebrate the entrepreneurial spirit that brings new ideas to life. Together, MIT and industry can make great progress in creating new knowledge, in shaping new leaders, and in bringing important new technologies to market.

Formal collaboration between MIT and industry is often coordinated between three offices:

- **Corporate Relations (CR)** - early in the engagement cycle, explores mutual interests and opportunities between researchers/principal investigators (PIs) and corporations worldwide.
- **Office of Sponsored Programs (OSP)** - establishes structure and negotiates terms for collaborations.
- **Technology Licensing Office (TLO)** - manages any intellectual property (IP) that may result from the collaboration.

Below is a table that summarizes activities involved in the engagement lifecycle of sponsored research at MIT, separated by office responsibility.

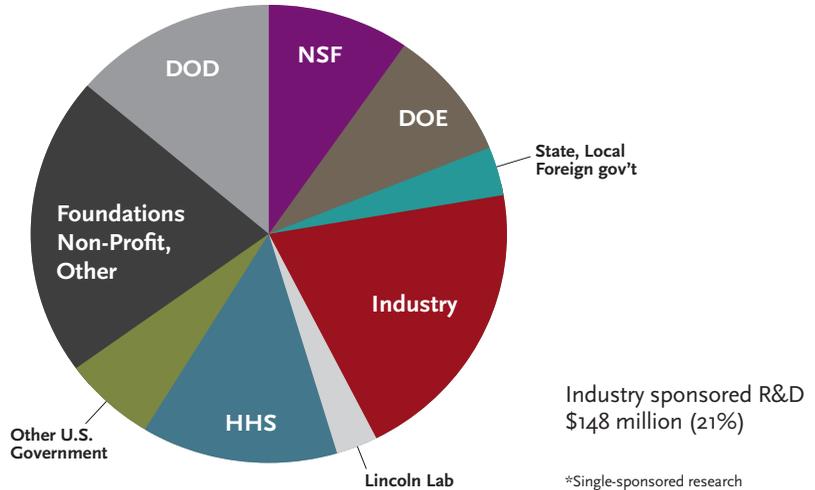
ENGAGEMENT LIFECYCLE

CR	OSP	TLO
<p>EXPLORATION</p> <ul style="list-style-type: none"> • Identifying convergence/overlap of interests • Focus in departments, labs, centers • Developing relationships with PIs • Engagement management • MIT Industrial Liaison Program • MIT Startup Exchange • Educational opportunities • Philanthropic opportunities • Recruiting 	<p>COLLABORATION STRUCTURE</p> <ul style="list-style-type: none"> • Proposal review and approval • Negotiation of collaboration • Establishment of project award • Subaward issuance and management • Award management • Cost analysis & audit • Conflict of interest management • Export control management 	<p>IP MANAGEMENT/ COMMERCIALIZATION</p> <ul style="list-style-type: none"> • Invention identification • IP protection • Licensing <i>IP/software/copyright MIT trademarks</i> • IP exploration and options • Ready-to-sign licenses • Available IP database

MIT consistently tops the National Science Foundation rankings in industry-financed research and development expenditures among all universities and colleges without a medical school.

In FY17, over 700 companies provided research and development/gift support to MIT; 46 companies funded \$1 million+, 235 companies funded \$100 thousand-\$1 million.

MIT R&D Totaled \$720 million in FY17*



MIT DIFFERENTIATORS

Real-world impact

MIT is dedicated to research that is animated, if not inspired, by application to industry. Considering viable paths to commercialization from the outset expedites solving real-world challenges/problems.

Interdisciplinary culture

An interdisciplinary environment and holistic approach to technological development avoids silos, and allows thought leaders from multiple disciplines and fields to collaborate freely and reach for the previously unimaginable.

Out-of-the-box thinking

MIT's prowess at ideation and its ability to speed groundbreaking technologies to commercialization makes the Institute the first place industry turns for the next big idea.

Fearlessly entrepreneurial

The MIT ethos champions extraordinary individuals who are eager to pursue new high-risk startups that will potentially change the world. Faculty, researchers, and students relish their status as outliers – techies, geeks, and dreamers – and thrive in this 24/7 domain of science and technology exploration.

Hub of innovation ecosystem

The Cambridge innovation ecosystem is synonymous with MIT. Many startups born at MIT choose to stay close to home, leveraging the community's random, informal interactions that catalyze idea generation and growth.