Engage internal and external stakeholders at GT specifically in manufacturing

Who?
• Industry
• Faculty and Students
• IRIs across campus
• Government, State and Federal
  • Georgia Economic Development
  • Georgia Centers of Innovation
  • Warner Robins ALC
• Technical College System of Georgia
• Georgia MEP

How?
• Workforce Development
  • Manufacturing Scholars Program
  • Recruiting
• Sponsored Research
  • Workshops to identify industry needs
  • Strategic Partnerships
• Thought Leadership
  • Seminars
  • Distinguished Lecture
IRI SCORECARD

Financial
- Sponsored awards
- Industry awards
- Ratios to internal budget

Faculty Support
- # faculty engaged
- # schools and other units supported
- # centers/labs/groups supported
- square footage, % occupied by faculty

Reputational
- 3-5 specific examples of “What Does Tech Think?” enablement (details in notes section)

Economic Development & Societal Impact
- # companies supported/created
- # licenses, patent apps, etc.
- other examples of transition impact (details in notes section)
RESEARCH AND SPONSORED ACTIVITIES
FISCAL YEAR 2016

$718.9 Million In Sponsored Awards
received by Georgia Tech researchers to support discovery and innovation

72% Federal Awards
$520.2 M

14% Industry Awards
$101.9 M
RESEARCH DATA FY17

Sponsored Expenditures $825M
% Industry (Research Expenditures) 12%
Licenses 85
Invention Disclosures 266
% Inv. Disclosures Involving Students 69%
Patent Apps/Issued 91/77
Patent Power (IEEE) 177/17th
Patent Velocity 68%
New startups 105
Global Innovation Rank (Reuter’s) 24th
WHAT’S WORKING

• Leadership is interested in growing industry partnerships
• Single point of contact, both sides
• Close working relationship with Office of Industry Collaboration
• Focus on growing partnerships where we have been identified as a strategic university
  • Examples include: Ford, Boeing, BMW, Lockheed Martin, Delta Air Lines, Siemens
• Identifying industry challenges and matching with faculty expertise
• Leveraging seed or federal funding
• Strong faculty engagement leads to better partnerships
• Building trust results in strong partnerships
  • Example: Cytec, Boeing
• Talent recruitment often leads to more engagement in sponsored research
• Contract Continuum facilitates the process
• Who owns the relationship? Who gets credit?
• Metrics—How do we measure success?
• Multiple organizations work with industry on campus
  • Office of Industry Collaboration
  • Corporate Relations
  • Interdisciplinary Research Institutes
  • Career Services
  • Athletics
  • Alumni relations
• How do we fund activities to promote our work?
• Who should team report to?
Create partnership dashboard

• Complete picture of current engagements
  • Include professional education
  • Career services
  • Research
  • Development
• Single repository
  • Web portal with pull down menus
• One stop shop
Leverage advisory boards for new potential partnerships (foundation or corporate)

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<tr>
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<th>Top Prospects</th>
<th>Connection to GTMI</th>
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<tbody>
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<td>Corporations</td>
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<tr>
<td>Foundations</td>
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<td>Additional Connections</td>
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Are you willing to facilitate development introductions to these individuals?

- [ ] Yes
- [x] No