



STEVENS
INSTITUTE *of* TECHNOLOGY
THE INNOVATION UNIVERSITY®

Corporate “Friendly” Committee

Presidents Leadership Council

October 29, 2018

Committee Co-Chairs

Kathy Schulz, Vice President and General Counsel

Jean Zu, Dean Schaefer School of Engineering and Science





Charge to the Committee

- President Farvardin formed the Committee in the summer of 2018 with the goal of developing a set of recommendations to make Stevens more corporate-friendly
- Stevens' Strategic Plan states that *“Stevens will become a more corporate-friendly university in all its dimensions: undergraduate and graduate student engagements with corporations (including internships, co-operative education, student and faculty projects, and career transition), research collaborations, corporate and professional education programs, philanthropic support, and other joint programs.”*
- The Committee was asked to focus on:
 - making Stevens more flexible, friendly and agile in working with industry
 - simplifying and streamlining development of agreements
 - creating an efficient and clear set of processes for Stevens-industry interaction
 - ensuring that the various offices (*e.g., Office of the General Counsel; Office of Research, Innovation and Entrepreneurship; Offices of the Provost and Deans; Division of Development and Alumni Engagement; Office of Career Services; and Office of Graduate and Corporate Education*) that interface with corporations communicate with each other and collaborate to maximize the benefit to Stevens



Committee Members

- **Jean Zu**, Dean of the Schaefer School of Engineering and Science (Co-Chair)
- **Kathy Schulz**, General Counsel (Co-Chair)
- **Nicole Altneu**, Assistant Vice President for Strategic Initiatives
- **Christopher Asakiewicz**, Industry Associate Professor, School of Business
- **Anthony Barrese**, Associate Dean, School of Systems and Enterprises
- **Frances Bouchoux**, Chief Compliance Officer, Division of Finance
- **Mo Dehghani**, Vice Provost for Research, Innovation and Entrepreneurship
- **Paul Easterling**, Assistant Provost for Graduate Studies
- **Lynn Insley**, Executive Director, Career Center
- **David Zimmerman**, Director of Technology Commercialization



Work of the Committee

The Committee formed four subcommittees:

- **Creating a Stevens' ecosystem and culture supportive of working with industry**
- **Outreach to the community to collect and disseminate information**
- **Streamlining all aspects of Stevens' interaction with industry**
- **Building Stevens' image as a business-friendly university**



Types of Projects

- Corporate sponsored research
- Collaborative research
- Corporate “partnership” programs structured around Stevens research areas
- Educational programs for corporate employees
- Stevens Venture Center
- Fostering of start-up companies
- Licensing of Stevens intellectual property
- Gifts, grants and sponsorship
- Recruitment of students for internships and employment
- Involvement with Stevens’ advisory boards and other activities

PLC Discussion



- Does Stevens need a dedicated corporate relations function?
- How important is branding and a corporate focus on Stevens website?
- Is maintaining a database of activities worth the time invested?
- Which aspects of transactions require streamlining?
 - Flexibility to use Stevens templates or other forms
 - Expediting discussions
 - Clarity on significant issues including compliance
- How best to educate internal and external constituents about corporate work?
 - Need to speak with one voice internally
 - Provide better understanding of academic research issues to industry



PLC Discussion

- Experience working with Universities (Stevens)?
- Recommendations for engaging with industry?
- What is most important to industry in dealing with a university?
- What could distinguish Stevens?
- Trends in funding or research areas?
- Other?



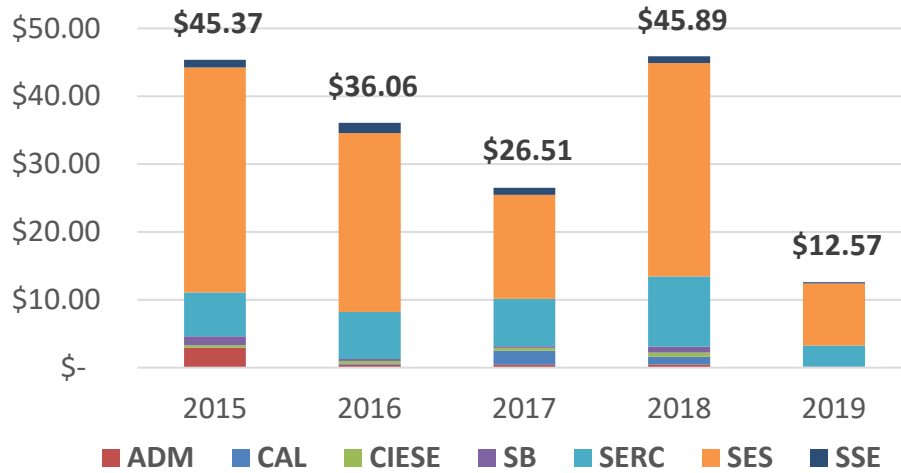
Next Steps

- Review PLC input with Committee
- Committee to complete work by 12/31
- Report to President
- Further initiatives

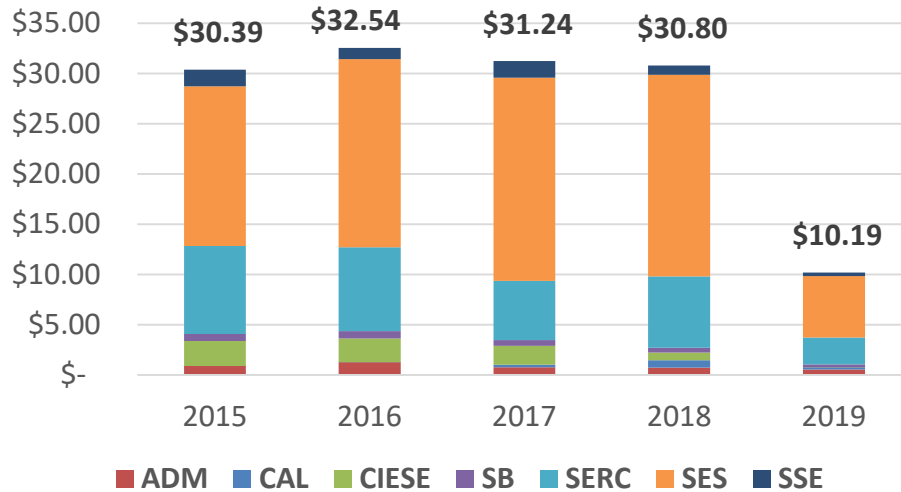


Appendices – Additional Information

Research Updates

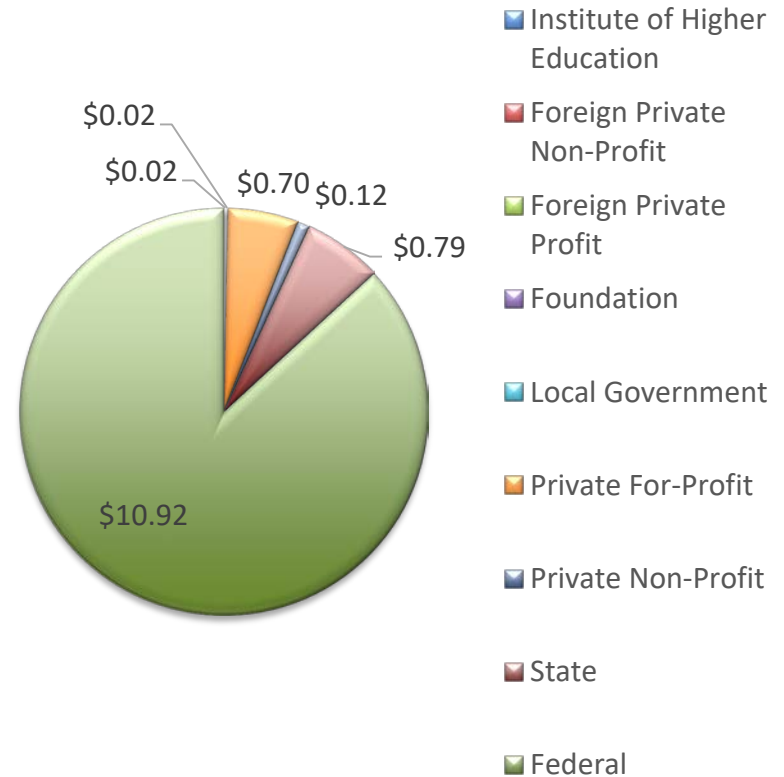


Award Amount Totals and by School (in Millions)



Expenditure Totals and by School (in Millions)

Awards by Sponsor Type (in Millions) FY2019 as of October 22, 2018



Corporate Education



- Over 1,800 enrollments in FY18
- More than 40 companies and government organizations participate in CE
- Key Companies
 - Accenture, Boeing, Bristol-Myers Squibb, Citigroup, ExxonMobil, General Dynamics, JPMorgan Chase, L-3 Communications, Lockheed Martin, Pfizer, UTC, Verizon, Zodiac
- Types of Programs Offered
 - Degrees
 - Certificates
 - Customized Programs
- Enrollments by School
 - 45% School of Business
 - 45% School of Systems & Enterprises
 - 10% School of Engineering and Science
- Delivery Methods
 - On campus
 - At corporate site
 - On-line

Corporate Engagement with The Stevens Career Center



Corporate Engagement 2017-2018

1,000+
Employers
Engaged

2,825
On-Campus
Interviews
Conducted

380
Companies Attended
a Career Fair/Co-op
Interview Day

Over 6,000
Employment
Opportunities Posted

Top Employers 2014-2017

These Top Employers secured 42% of the graduates accepting employment between 2014-2017.

Accenture
AECOM
Amazon
Anheuser-Busch
ARUP
BAE Systems
BD
BlackRock
Buro Happold
Chelsea Lighting
Citigroup
Citrix Systems

Con Edison
Credit Suisse
CS Technology
Daikin Applied
Deloitte
Dixon Advisory USA
Enterprise Lighting Sales
Epic
EY
ExxonMobil
Fields Construction
First Derivatives

FM Global
G3 Technologies
General Dynamics
Goldman Sachs
Honeywell
Johnson & Johnson
JPMorgan Chase
Kerry Ingredients &
Flavours
L'Oreal USA
Linde
Lockheed Martin

Merck
Moody's
NAVAIR
NAVSEA
Nomura
Northrup Grumman
Picatinny
Protiviti
Prudential
PSEG
PwC
Scholastic

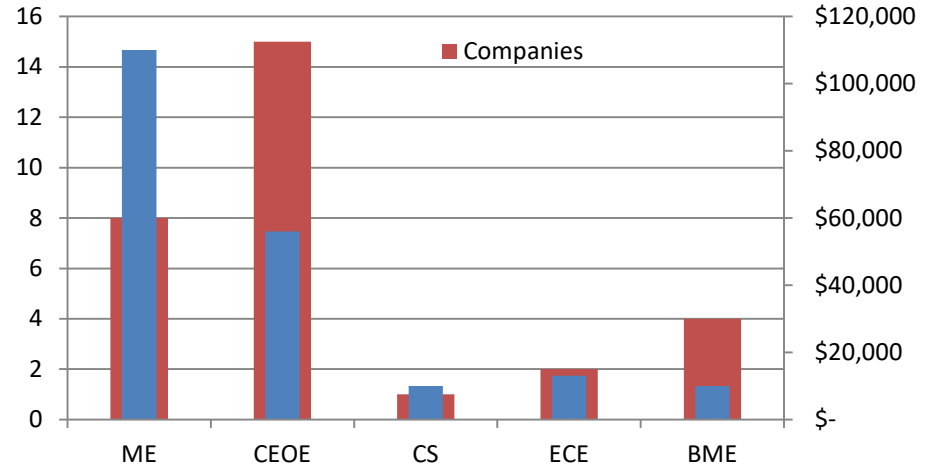
Shawmut Design &
Construction
Siemens
Skanska USA
Stantec
Stryker
Turner Construction
UBS
UPS
Verizon/Verizon Wireless
WSP

Sponsored Senior Design



3 Year Summary

- \$199,000
- 30+ companies
- 54% Donations
- 50% Involve Alumni
- > 60 Total Projects (20% of all projects)



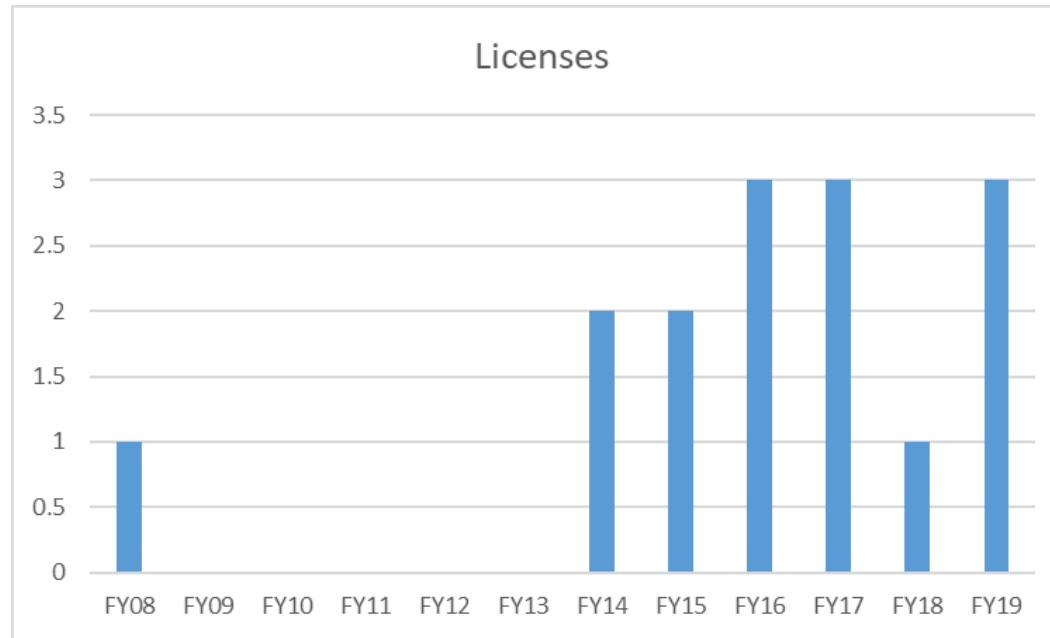
Mentors (No Financial Support):



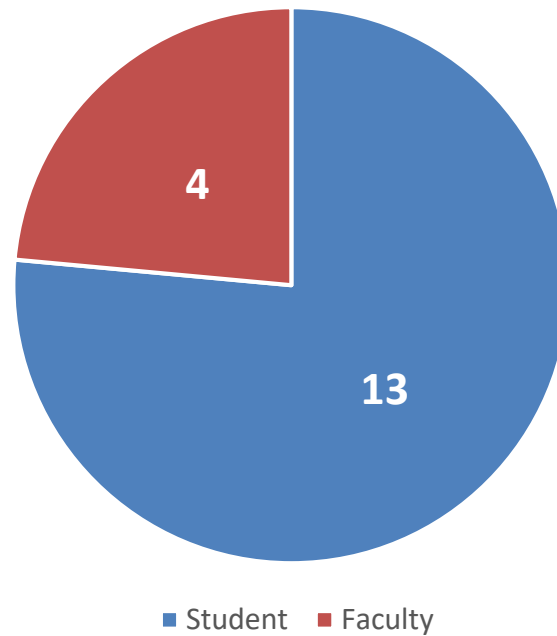
Sponsors/Donations:



Stevens Licensing Activity Recent Years



Current SVC Members by Startup Source





PLC Input - Industries Represented

- Engineering
- Banking and investment
- Telecommunications and media
- Entertainment
- Pharmaceuticals
- Manufacturing
- Energy
- Aerospace
- Security



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