



Strengthening
University-Industry
Partnerships



UIDP27 CONFERENCE REPORT

September 11 – 14, 2018

Hosted by Northwestern University in partnership with The University
of Chicago and The University of Illinois at Chicago



IN MID-SEPTEMBER, UIDP WELCOMED MEMBER REPRESENTATIVES AND OTHERS TO ITS FALL CONFERENCE, UIDP27, HOSTED BY NORTHWESTERN UNIVERSITY IN PARTNERSHIP WITH THE UNIVERSITY OF CHICAGO AND THE UNIVERSITY OF ILLINOIS AT CHICAGO IN EVANSTON AND CHICAGO, ILLINOIS.

This conference was the largest UIDP conference to date, with more than 300 attendees (including more than 50 first-time participants), four workshops and 35 general and breakout sessions.

CONFERENCE AT A GLANCE

More than 300 professionals from across the United States and around the world participated in UIDP27, which explored various aspects of successful relationships between industry and academia, including leveraging emerging technologies, master research agreements, and startups to strengthen high-impact knowledge creation.

The conference opened with Leigh Thompson, the J. Jay Gerber Professor of Dispute Resolution and Organizations at Northwestern's Kellogg School of Management, delivering the keynote address. Her presentation focused on win-win negotiation skills and value-creating strategies, underscoring the importance of establishing trust while understanding the dynamics behind the "best alternative to a negotiated agreement," or BATNA.

The agenda also addressed topics including: leveraging vendor-purchasing relationships, corporate scientists visiting universities, how industry is accessing core facilities, as well as multiple company highlights – specifically Procter & Gamble, Chartwells, and an introduction to Corteva Agriscience.

Reflecting on the conference, [Jay Walsh](#), Northwestern's vice president for research and the incoming UIDP chair summarized: "These meetings provide a great opportunity to bring together talent from across different knowledge domains, with participants sharing ideas and experiences that can help generate new insights with transformative social impact."



DAY ONE

Tuesday, September 11, 2018

UIDP ACADEMY WORKSHOPS

Reducing Time to Trial Activation

Liz Kennell, UIDP • Andy Johns, UNC Chapel Hill • Roxana Malene, Northwestern University • Stuart Horowitz, WIRB-Copernicus Group • Mindy Muenich, Huron • Denise Snyder, Duke University • Darlene Kitterman, University of Illinois at Chicago • Lauren Hackett, Vanderbilt

Delays in trial activation have negative impacts and opportunities for research sites to reduce time to trial activation are often site-specific. Awareness and knowledge of best practices in place across the clinical research industry allow sites to critically assess workflows, resourcing, training and quality elements within their research program.

During this workshop, participants had the opportunity to share experiences, ideas and approaches used to streamline and strengthen study activation and administration processes. The workshop was facilitated by leaders from industry and university partners and offered participants well-established clinical trial activation processes as well as some new, more innovative approaches that have resulted in marked reduction in time to clinical trial activation.

Takeaways:

- ∞ Utilize the ACTA master contract
- ∞ Centralized budgeting expedites budget negotiation
- ∞ Describe the benefits of a workforce initiative
- ∞ Detail the implementation of competency-based core competencies at Duke
- ∞ Describe tier advancement process
- ∞ Reducing time to trial activation across multi-institutional trials requires creative solutions
- ∞ ORIEN has developed an approach to reducing trial activation through member collaboration and the Total Cancer Care protocol

Working with Corporate Technology Scouts

Moderator: Tony Boccanfuso, UIDP

Speakers: Derek Newton, University of Toronto • Rick Muisener, Evonik • Mike Matthews, EMD Group • Keith Marcinowski, J.M. Smucker Company • Alicia Löffler, Northwestern University

Many leading innovation companies employ technology scouts to support their research and commercialization efforts. These scouts are charged with supporting the needs of individual business units and use a myriad of strategies to secure technology know-how for their firms. This workshop covered a number of topics including:



- Company structures – how companies are organized and where technology scouts fit into an organizational structure
- Making contact – how universities can best connect with these scouts when seeking to share information on technologies of interest to firms
- Due diligence – what steps should university representatives take to maximize the likelihood of success when engaging technology scouts

Takeaways:

- ∞ How better to engage corporate technology scouts
- ∞ How better to inform corporate technology scouts
- ∞ How better to work with corporate technology scouts
- ∞ Tech Scouts represent a gateway to complex organizations and can be your biggest champions (help them help you)
- ∞ Corporate requests/needs come in all shapes and sizes. Take time to understand the nature of potential engagement
- ∞ Technology pitches require both depth and context to assess potential synergies
- ∞ Large corporate enterprises can be complex with many potential collaboration interfaces for academia to engage
- ∞ There can be a wide range of risk tolerance within the corporation that is not easily observed from the outside. Some teams will engage with early TRL technologies, others won't.
- ∞ Patience and persistence is important when engaging with a large multi-national company. Often a good idea doesn't get traction on the first look.
- ∞ Alignment of mission
- ∞ Clarity on matching
- ∞ Execution throughout life cycle

DAY TWO

Wednesday, September 12, 2018

UIDP ACADEMY WORKSHOPS

Risk Assessment in Contract Negotiation

Elizabeth Adams, Princeton • Charles Adelsheim, Varian Medical • Gaylene Anderson, Boehringer Ingelheim • Matt Bartman, Carnegie Mellon University • Robin Beach, University of Illinois • Darin Bartholomew, Deere & Co. • Steve Harsy, University of Arizona

Too often, contract negotiations become protracted over terms that have little bearing on the activities covered. Each party may have “standard” positions that have been developed to apply generally to the range of contracts seen by an office and will negotiate from those standard positions. In fact, the activities covered by contracts between industry and universities vary widely, and the risks covered by contract terms will also vary. For example, a confidentially agreement covering transfer of drug information for development of a clinical trial proposal may carry less risk with respect to a marking requirement than

one covering transfer of information relating to a project between a university and a defense contractor. Risk tolerance with respect to indemnification provisions may vary between a contract covering an agricultural field trial versus a sponsored research agreement for developing technology for sensing devices in a self-driving car.

Takeaways:

- ∞ Is indemnification needed
- ∞ Who makes decision if indemnification is needed
- ∞ Is indemnification needed in the research agreement if commercial license isn't present
- ∞ As our organizations aspire to diversify and deepen partnerships across sectors, as well as make investments in innovation, we are inherently taking on more risk
- ∞ Internal and external pressures are requiring contracting offices--as well as decisionmakers--to be increasingly adept in risk assessment
- ∞ Summary of factors impacting decisions on risk: Type of agreement/relationship/funding level/precedence; At what organizational level is the organization impacted by a potential loss? What is the magnitude of the potential loss?

Maximizing Outcomes of University-Industry Visits

Chris Hewitt, BASF • Whitney Riley, Indiana University • Sacha Patera, Dartmouth College • Jackie Serviss, University of Waterloo • Thomas Kirsch, Givaudan • Chris Muldrow, University of Colorado-Boulder • Liz Kennell, UIDP

To maximize the value and impact from a visit by corporate representatives to a university (and university representatives to a company), both parties must spend significant time evaluating the opportunity, preparing for the visit, meeting, and following up after the conclusion of the visit. This workshop covered the lessons learned from an ongoing UIDP project, providing strategies and insights on best practices for U-I visits.

Takeaways:

- ∞ Maximizing the outcomes of university-industry visits requires good preparation
- ∞ Clear communication between partners as well as internally is critical
- ∞ Not paying attention to detail can derail the visit
- ∞ Communication, both internal to your organization and external to your partnering organization is critical for success
- ∞ Thinking about your reporting and metrics when you are logging your data will ensure you can report as necessary
- ∞ Relationship management is ongoing and important and can take many forms.



TOUR: Shirley Ryan AbilityLab and Northwestern University Simulation Lab

The Shirley Ryan AbilityLab tour explored the Innovation and AbilityLabs and demonstrated first-hand the integration of medical-researcher and patient care in action. A few items showcased on this tour were the state of the art AR and VR technologies and bio-engineering robotics and bionics prototyping.

Northwestern University Simulation is a state of the art facility that delivers exceptional simulation-based education to improve cognitive, technical and professional skills of healthcare providers. This tour featured highlights from the surgical, clinical, and user satisfaction laboratories, and the Innovations Laboratory that works with healthcare professionals to develop medical training devices for use in medical education and research.

TOUR: Electronic Visualization Lab at the University of Illinois at Chicago

The Electronic Visualization Laboratory (EVL) of the University of Illinois at Chicago is an internationally renowned interdisciplinary research laboratory whose mission is to enable scientific and engineering discoveries by designing and developing high-performance visualization, virtual reality, and collaboration systems. Over its 45-year history, EVL has invented a number of technologies to support this work, including the CAVE™ Virtual Reality Environment (1992) and the CAVE2™ Hybrid Reality Environment (2012).

CONFERENCE PANELS & PRESENTATIONS

Opening Remarks

The UIDP27 Conference began mid-afternoon with an introduction from Tony Boccanfuso, UIDP President, and remarks from Chancellor Michael Amiridis, University of Illinois at Chicago.

Keynote Speaker

Leigh Thompson, Kellogg School of Management, Northwestern University

Introduction: Michelle Bell, Facebook

Leigh Thompson is the J. Jay Gerber Professor of Dispute Resolution & Organizations in the Kellogg School of Management at Northwestern University. She is the director of the Kellogg Team and Group Research Center, the Kellogg Leading High Impact Teams Executive program, High Performance Negotiation Skills Executive program, and co-director of the Constructive Collaboration Executive program and the Navigating Work Place Conflict Executive program. In addition, she is an Adjunct Professor of Psychology at Northwestern University.

Her research focuses on negotiation skills and strategies, group decision making, creativity, and analogical reasoning. Her most recent research projects include investigations of divergent versus convergent thinking on negotiation performance; mindfulness and negotiation performance, gender and the use of ethically-questionable negotiation strategies, embarrassment and pride and their effects on creativity; and how analogical reasoning improves negotiation performance.



Multinationals Working Globally

Moderator: Jay Walsh, Northwestern University

Panelists: Wade Brown, Novartis • Rajiv Dhawan, Samsung • Pete Hoffman, Boeing

Multinational corporations (MNCs) have increasing options for partnering with universities and other factors are also affecting relationships. This panel offered the viewpoints from a number of MNC representatives with experience of working with universities.

DAY THREE

Thursday, September 13, 2018

CONFERENCE PANELS & PRESENTATIONS

First Time Attendee Orientation

Tony Boccanfuso, UIDP • Megan Brogan, Facebook • Angie Florentine, UIDP • Geanie Umberger, Purdue

This session provided an overview of the UIDP and its operational model. It was recommended that representatives of new UIDP member organizations and all first time meeting participants attend this informational session.

Takeaways:

- ∞ Register for Access and Share UIDP Resources
- ∞ Follow our email communications
- ∞ Connect with the Network on LinkedIn and myUIDP
- ∞ Encourage participation to colleagues who would benefit

Project Ideation Session

Gretchen Baier, Dow • Liz Kennell, UIDP • Dan Kramer, The Ohio State University

All UIDP Projects and many panels, workshops, and presentations originate with our members. Participants heard the status of our current projects and participated in a brainstorming session to help shape future UIDP offerings and initiatives.

Unique Ways to Develop a Strategic Partnership

Moderator: MaryJo Chamberlin-Tharp, AbbVie

Jeff Masters, Northwestern University • Alan Koncarevic, University of Chicago • Shankar Subramanian, AbbVie

The academic-industry partnership model with big pharma has significantly evolved over recent years. The scope of the partnership, risk sharing and translational challenges are quite different today than ever before. To ensure success in addressing complex patient needs, researchers from both academia and industry are learning to work closely and leverage each other's expertise to align academic research goals and bring products to market sooner. This discussion provided perspectives how both Northwestern University and University of Chicago formed a strong working relationship with AbbVie addressing some of the following points:

- What does the innovation ecosystem look like and how is it different in the Midwest from the coasts?
- How has the Academic-industry partnership evolved over the years and how specifically in Chicago?
- What does the academic institution look for in partners in the healthcare industry?
- What does AbbVie look for in partners in academic institutions such as NU/UC?
- What does success look like?

Varian's Approach to University Engagement

Scott Johnson, Varian Medical

Varian is a leader in developing and delivering cancer care solutions and is focused on creating a world without fear of cancer. University engagement plays a critical role in our success. Varian's large and robust university collaboration program provides access to key thought leaders, helps us understand unmet customer needs and jobs to be done, brings knowledge into the company, helps us explore novel solutions to important problems, and extends our R&D horizon beyond 3-5 years.

Takeaways:

- ∞ Varian has a large and robust program for collaborating with key researchers to beat cancer
- ∞ Because Varian is a medical device manufacturer, its research grants program must comply with federal anti-kickback and anti-fraud regulation
- ∞ To discuss research collaboration opportunities, contact research.collaborations@varian.com

UIDP Project: Communicating Research Collaborations

Elise Carbonaro Kim, University of Maryland

The UIDP recently released a quick guide that provides insights for non-communication professionals on issues to consider when promoting academic-corporate collaborations.

Takeaways:

- ∞ Communicating U-I collaborations is a team effort
- ∞ Before communicating U-I collaborations, it is important to assess the story, timeliness, goals, and channels
- ∞ Always allow time for review by both parties and always involve communications staff



Contracting - General Data Protection Regulation (GDPR)

Lisa Lorenzen, Iowa State University

General Data Protection Regulation (GDPR) will become law in the European Union in 2018. This session provided an overview of GDPR and practical information for universities that have medical schools, as well as those who do not.

The Role of Corporate Relationships in Medical Schools

Introduction: Sharon Markman, University of Chicago

Moderator: David Liebovitz, University of Chicago Medicine

Panelists: Nimesh Jhaveri, Walgreens Company • Frank Naeymi-Rad, Intelligent Medical Objects • Neil Weissman, MedStar Health Research Institute

The role of corporate relationships in medical schools and healthcare systems is growing. The impact on industry-university relations is unique when it comes to HIPAA, IRBs, DUAs, and BAAs. In addition, these sorts of collaborations have an impact on health system operations. For universities with medical schools, they face some unique opportunities and challenges when working with companies. This session explored contemporary approaches and considered strategic and regulatory issues.

Structures to Maximize Industry Engagement - Issues for Universities to Consider

Mindy Cohen, Higher Talent • Crystal Leach, University of Georgia • Dushyant Pathak, UC Davis

As is illustrated in the UIDP Internal Structures report, there are numerous academic and corporate offices involved with managing relationships between the sectors. There are also many organizational structures currently being employed by companies and universities. This session considered university structures to maximize, broaden, and deepen corporate relationships across the entire campus.

Data-driven Solutions for University-Industry Matchmaking and Partnership Advancement

Introduction: Cherise Kent, Rutgers

Presentation: David Ramsey, Academic Analytics

Matchmaking as well as strengthening partnerships in the university-industry space relies on the ability to empirically and systematically identify subject matter experts, networks of scholars, leading-edge research activity and other content supporting specific organizations. Academic Analytics provides a platform available to academia, industry and government--already trusted by over 90 top universities in the U.S. – that utilizes our robust database of over 350,000 scholars around the world. The platform provides the ability to perform thematic searches on curated researcher profiles containing journal articles, conference proceedings, book publications, patent data, federally-funded awards, honorific awards, clinical trials, and scholarly/industry-related affiliations.

Takeaways:

- ∞ Mechanisms for industry access to subject matter experts and universities



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- ∞ Provide administrators quick access to scholars based in inquiries and areas of interest
 - ∞ Building teams around expertise and existing networks for opportunities

Nurturing the Established Relationship Through Business Transformation

Moderator: Jim Bray, Northwestern University

Presentation: Judy Kelly, IBM • Gretchen Baier, Dow

Dow Chemical and IBM are two established companies with long-standing ties to academia. Both companies have undergone profound changes in recent years, with IBM shifting business models and Dow undergoing a super merger, along with a planned super split. This session explored how both companies have responded to changing environments and organizational upheaval while still maintaining and building upon existing university partnerships.

Argonne's Partnering Approaches

Pete Beckman, Argonne

Participants learned how National Laboratories brings industry, university, and laboratory scientists together for impactful research. Examples are IBM's work with Argonne and the beam line for Dow's work in catalysis.

Striking the Right Balance Between Technology and Human Experiences on College Campuses

Meredith Rosenberg, Chartwells

With the rise of automated technologies such as Amazon's Alexa and social media chatbots, it's more important than ever to maintain a humanlike experience to satisfy today's GenZ college student. While tech-savvy, Generation Z values experiences that are personal, customized, and trustworthy. This session explored how to strike the optimal balance between a digital focused technology strategy without sacrificing the human element.

Contracting Open Q&A Discussion

Elaine Brock, UIDP • Mike Ludwig, University of Chicago • Simran Trana, Corteva

This session provided an open platform for attendees to seek solutions for contracting issues in a variety of areas of interest.

UIDP Project: Creating and Maintaining High Impact Industry Days at Universities

Priya Baboo, Penn State • Camille Noel, Varian Medical

Many universities make significant investments in arranging dedicated industry days where company representatives are invited to a campus to hear about specific R&D projects and learn of a university or



college's capabilities. These events require careful planning to ensure success and this session will feature a case study from a recent gathering at Penn State. With sufficient interest, this concept may evolve into a formal UIDP project.

Contracting Basics for non JD's/ Experts

Keith Spencer, GSK • Michael Carr, University of Illinois at Chicago • Sierra Clark, Northwestern University

Many academic-corporate partnerships are highly dependent upon the ability of each party to successfully negotiate research agreements that protects the interests of both parties. The UIDP member representatives have devoted considerable time and energy to develop the Contract Accords to increase understanding of how to navigate each of the clauses commonly found in these contracts. This session provided a basic, general overview of these terms and resources that can be used to gather additional information on successful negotiation strategies.

Takeaways:

- ∞ Engage with TTO/Sponsored Programs early
- ∞ Complex negotiations take time - keep realistic expectations
- ∞ Communication on all fronts is essential

Industry Access to Core Facilities

Phil Hockberger, Northwestern University • Rick Minshall, University of Illinois at Chicago • George Langen, University of Chicago

This session focused on how scientists and engineers in industry take advantage of research core facilities at universities. Topics included the fee-for-service model, pricing structures, technical support, lab service agreements, and drug discovery efforts. The presentations described opportunities for corporate partnerships and how to leverage these for mutual benefits.

Takeaways:

- ∞ University core facilities are available to external users
- ∞ External usage of core facilities includes both non-profit and for-profit organizations
- ∞ Use of university core facilities is regulated by the federal government

UIDP Project: Scholarship Programs

Ellen Kosik-Williams, Corning • Suzanne DeMers, University of Rochester

Scholarship programs funded directly through industry are increasingly being used to bolster strategic partnerships. This session programmed objectives, administration, and metrics for value.

Takeaways:

- ∞ Large scholarship programs funded by companies are often part of an overarching partner program



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- ∞ Scholarship programs can be seen as part of a university's overall branding strategy
 - ∞ Session attendees provided case studies of successful programs at their own organizations

Partnering with Academia: Principles & Examples

Pete Ellingson, Procter & Gamble

P&G's Connect Develop Open Innovation Network supports & enables global innovation in our four business sectors spanning 10 product categories. Our partnerships with academic institutions and national laboratories are a key component of R&D efforts. Having both broad strategic partnerships and more focused specialized partnerships enables P&G to address short and long-term innovation priorities. Principles for successful partnerships and a few examples were shared.

Takeaways:

- ∞ Master collaborative agreements are key - with pre-worked IP terms
- ∞ Project phasing for success and budget efficiency
- ∞ Successful collaborations grow the innovators on both sides

Building Innovation Ecosystems for Industry Collaborations

Kristin Barrett, University of Chicago

The Polsky Center at the University of Chicago manages the University's IP portfolio, teaches entrepreneurship, and launches companies, all in close partnership with industry leaders and civic leadership. The Polsky Center is developing a new Innovation District for Chicago, which will serve as a catalyst for growing multi-disciplinary and corporate collaborations. This session discussed how the University of Chicago is expanding support for entrepreneurs and innovators.

Takeaways:

- ∞ Strong innovation ecosystems require talent, capital, community and density. Together, these create the serendipity required for new innovations and opportunities
- ∞ No one element of the innovation ecosystem is more important than the others, so organizations must nurture all parts while being flexible enough to allow the ecosystem to evolve
- ∞ Innovation ecosystems with multiple research partners are a critical part of attracting industry collaborations

Corteva Agriscience: Growing the Next Generation

Ronda Hamm, Corteva Agriscience

Our historic parent companies, The Dow Chemical Company and DuPont, have long histories of creating legacy partnerships with universities. As Corteva Agriscience™, Agriculture Division of DowDuPont, not only will the tradition of collaborating with universities continue, but we will seek to expand our efforts in new and market-shaping ways. From providing scholarships and leading the industry in outreach, to



sponsoring research and supporting endowments, we will work to enable the youth of today to become the next generation of problem solvers.

DAY FOUR

Friday, September 14, 2018

CONFERENCE PANELS & PRESENTATIONS

Role of Start-Ups in the U-I Collaboration Space

Moderator: Dimitra Georganopoulou, Northwestern University

Panelists: Caralynn Collens, UI LABS • Debashish Chakravarthy • Medline Jim Hermann • Cour Pharmaceutical

This panel described the multiple programs and partnerships, that help university faculty, researchers, and students create, develop and fund corporate-aligned startups from the \$137 billion federally-funded research in university and federal labs. The University – Industry – Startup partnership is crucial to provide alignment of the technology developed and startups created with the current needs of the market and corporate requirements and establish corporate product development, exits and strategic partnerships. Universities receive a large amount of federal funding to not just to research, but also lately to focus on translational activities. University-based startups provide efforts towards de-risking the product development and moving technologies out of the lab to benefit the public and create economic growth, whereas Industry business units get access to developed technology that aligns with their strategy needs. This panel described best practices, current programs and experiences that the panelists have had in their role of startups in the University Industry collaboration space.

Takeaways:

- ∞ Think about how the role of startups complement and balance the university and industry partners
- ∞ Seek to create a win-win-win relationship
- ∞ Avoid missteps when working with startups in the UI collaboration space

Visiting Scientist Agreements

Carolyn Brougham, Northwestern University

As companies realize the important partners they have in academic institutions, many are looking to send their scientists to campus to access the intellectual and physical resources of a university for a finite period to enable a productive interaction. This discussion group focused on how these agreements are negotiated and addressed how to work through various pain points such as IP, export controls, lab safety, and costs.

Takeaways:



- ∞ What are the benefits to visiting scholar arrangements?
- ∞ What terms should these agreements include?
- ∞ Any terms that should not be in visiting scholar agreements?

Wellspring Worldwide: The Evolution of International Scale for University Industry Partnerships

Rob Lowe, Wellspring Worldwide • Chris Townsend, Wellspring Worldwide

There was a time when university-industry partnerships followed well understood tracks – regional clusters collaborated closely, and key people often moved back and forth in the same overlapping circles. Today, a growing number of corporations and institutions are acting on an international stage, creating partnerships across a wide variety of regions and industrial clusters. This talk presented data to showcase how far the needle has moved and articulated some of the evolving considerations for international scale when planning partnership strategies.

UIDP Project: Transforming Vendor Relationships

Moderator: Cynthia Sweet, University of Pittsburgh

Discussants: Jim Konrad, Northwestern University • Nadeem Zafar, Chartwells - Compass Group

Over the last few years more companies and universities have expressed interest in leveraging successful vendor-purchasing relationships by evolving into a mutually beneficial campus engagement partnership. This session included some examples of universities who have successful campus partnerships which began from a vendor relationship, and discussions around policies and practices for operationalizing vendor relationships as campus-wide partners, and the best models for creating relationships. Some questions discussed included:

1. How far should university or industry representatives go to leverage the relationship to consider other engagements like philanthropy, recruiting, advertising, research, innovation, etc.? What are the limitations and rules that govern this?
2. What are some of the best practices for managing the vendor relationship as it expands into a robust campus partnership?
3. What should/should not be included in, and considered, during the RFP proposal process?
4. What are some of the factors which determine success?

Getting the Most Out of a Master Research Agreement

Moderator: Mike Wasielewski, Northwestern University

Panelists: Sunny Elebua, Exelon • Suresh Sunderrajan, Argonne National Laboratory

In 2016, Exelon, one of the nation's leading energy providers, entered into Master Research Agreements (MRAs) for the first time with several institutions, including Northwestern University and Argonne National Lab. These agreements have initiated multiple multiyear projects and allowed for streamlined project ideation, refinement and execution with commercialization as a key driver for project work



specifically in the clean energy innovation space. Discussion centered around the advantages of working with collaborative, cross-discipline groups like the Institute for Sustainability and Energy at Northwestern University (ISEN) and lessons learned in the effective identification, launch and management of new projects.

Lakeside Discovery Tomorrow's Solutions in Healthcare

Moderator: Mark Ralph, Boehringer Ingelheim

Discussants: Lisa Dhar, Northwestern University • Karen Heidelberger, Deerfield Management

Vowing to advance medical research designed to improve people's lives, Northwestern University and Deerfield Management launched Lakeside Discovery, LLC. Deerfield provides targeted funding and deep development expertise to advance promising Northwestern University research, with a goal of accelerating the translation of transformative biomedical technologies. This is a fairly new industry-academic partnership model that has the potential to disrupt long standing approaches to healthcare technology development.



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Special thanks to UIDP27 hosts, Northwestern University, the University of Chicago, and the University of Illinois at Chicago. In addition, UIDP would like to recognize our other sponsors including: AbbVie, Boeing, Chartwells – Compass Group, Dow, Exelon, CannonDesign, Higher Talent, National Science Foundation, P&G, Deere & Company, the University of Notre Dame, and the Shirley Ryan AbilityLab.

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About UIDP

At UIDP, we have different perspectives and one focus: strengthening university-industry (U-I) partnerships. Our membership comprises some of the finest innovation companies and best research universities in the world – organizations committed to active participation in pursuit of excellence at the U-I interface. At UIDP, we don't just talk about problems, we solve them.

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