

## Office of Corporate Relations

The [Office of Corporate Relations](#) (OCR), which includes the Industrial Liaison Program (ILP), creates and strengthens mutually beneficial relationships between MIT and corporations worldwide. In fiscal year 2015, the ILP achieved record revenues of more than \$15 million and a net increase of 29 members. The ILP completed its fourth year of successful budgetary operation under the net contribution model with a financial contribution returned to the Institute's general fund at the end of the year.

In FY2015, OCR continued its role as a key facilitator of interaction between MIT faculty and industry counterparts, encouraging deeper engagements with MIT's top corporate supporters. Research awards and gifts that were influenced or catalyzed by OCR during FY2015 represented more than \$30 million in new commitments. The range of research commitments to MIT continued to be wide-ranging and extensive. It included ExxonMobil's founding membership in the MIT Energy Initiative (MITEI), the Philips-MIT Alliance agreement, Sanofi-Aventis's sponsorship of hydrogel insulin research in the Institute for Medical Engineering and Science, Nihon Kohden's "patient monitoring" sponsorship in the Microsystems Technology Laboratories, and Dr. Reddy's Laboratories' peptide synthesis project in Chemistry. The ILP also continued to promote a variety of centers and organizations across campus. The development of a D-Lab consortium was one example of such efforts in FY2015.

The OCR staff focused on advancing Institute-wide efforts to secure corporate funding streams and other support from ILP member companies, and assisted faculty efforts with member firms to sponsor research and educational activities. More than 40% of ILP member organizations provided financial support to MIT through research and gift funding that amounted to tens of millions of dollars in revenue to the Institute in research sponsorships, grants, and gifts. Of particular note, OCR staff continued to work with faculty and MITEI administrative leadership in FY2015 to secure renewals and foster engagement of MITEI corporate members. OCR and ILP staff successfully recruited several members for MITEI's new "Utility of the Future" consortium, and worked with MITEI leadership to develop additional new consortia programs.

The development of enhancements to the ILP value proposition continued apace. For example, OCR launched the MIT Startup Exchange (STEX) in February 2015, a program that connects ILP member companies with MIT-connected startups, fostering interactions that will lead to strong partnerships with effects felt across the MIT innovation ecosystem. The STEX web community platform and database has nearly 1,000 active MIT-connected companies at all stages of development, representing seven technology clusters and engaged in multiple activities.

During FY2015, OCR organized seven major conferences, several in collaboration with MIT partners and ILP members. Conferences held during the period included the Second Machine Age Conference, co-organized with the MIT Initiative on the Digital Economy, the 2015 MIT Europe Conference in Vienna, the 2015 MIT Brazil Challenge of Innovation Conference, and the 2015 MIT China Conference in Wuxi, Jiangsu Province, China.

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