Office of Strategic Alliances and Technology Transfer

Engaging with Industry
New Organization and Processes

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AOFO Meeting November 13, 2019
Research support mix requires both strategy & tactics
MIT Engagements: journey maps

- Articulate journey from initial scouting to post-award activity and reporting
- Be faculty-centric in journey, and note the non-faculty intersection points and decisions
- Allow us to test new processes and structures to grade resolution of key weaknesses and opportunities. (A = solved all weaknesses and exploited all opportunities)
Cyclical approach to shared success & risk management

- Faculty-centric communication
- High-touch, fast cadence
- Risk mitigation and deal making
- Strategic decisions about opportunities in constrained environment
- Connects to existing compliance and oversight mechanisms
- Much more coherent view of MIT engagement from the outside perspective
ENGAGING EXCELLENCE
Success-Focused Engagements

Are you seeking engagement between MIT and industry, foundations, or international entities? MIT is building a new team to help convert ideas to campus investment to greater development and impact of research, education, and technology.

From large research alliances to nondisclosure agreements, Osatt will coordinate the conversion of ideas to successful agreements for sponsored research and education programs, collaborations, and alliances with MIT faculty and staff.

Technology Licensing Office

Are you seeking to create, license, or learn more about MIT’s intellectual property?

The Technology Licensing Office (TLO) moves innovations and discoveries from the lab to the marketplace for the benefit of the public and to amplify MIT’s global impact.

TLO bridges connections from MIT’s research community to industry and startups, by strategically evaluating, protecting, and licensing MIT technology.

MIT Corporate Relations

Is your company seeking to engage MIT in new ways? MIT Corporate Relations (CR) provides two key programs for corporations and for start-ups.

The Industrial Liaison Program (ILP) creates mutually beneficial relationships between MIT faculty and over 200 corporations worldwide.

MIT Startup Exchange promotes collaboration and partnerships between MIT connected startups and members of MIT’s ILP.
Office of Strategic Alliances & Technology Transfer (OSATT)

Chancellor, EVP, Vice Presidents for Research, Finance, Res Dev

Provost
Associate Provost

General Counsel

TLO
Catalyst Team
Strategic Transactions Team
Alliance Management Team
OCR (ILP, Startup Exchange)

Idea ... Development ... Negotiations ... Agreement ... Launch ... Report
Cyclical approach to shared success & risk management

- Provide deep awareness of agreement terms and compliance requirements
- Support PI on delivering program promise and sponsor communication
- Draft and lead negotiation of agreements
- Keep Catalyst apprised of input needed from PI / RA
- Provide input to RAS counterparts as needed

- What does success look like?
- Initiate and complete reaction through MIT system
- Keep PI / RA apprised of progress and obstacles

- PI, DLC, and/or VPR Office roles
Success-Focused Engagements

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