



## Cornell Industrial Relationships



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## Objective



Create a process for partnership formation and execution that benefits both Cornell and industrial partners

## Anticipated Benefits



### For Cornell

- Increase revenue for Cornell Engineering
- Give faculty opportunities for peer interactions with industrial partners
- Demonstrate Cornell Engineering technology leadership

## Anticipated Benefits



### For Industrial Partners

- Provide access to Cornell technology and expertise
- Simplify process for creating partnerships

## Open Issues



- Current partnership process created to protect Cornell intellectual property
  - Focused on government contracts (main revenue source)
  - Not well suited
    - For different size industrial partners
    - For diverse markets (semiconductors to pharmaceuticals)
    - For Cornell's diverse technology portfolio
- Engineering partnership support staff limited
- Proposed new process pilots all possible in current structure

## Option 1: Engineering Pilots



### Create engineering pilot projects independent of Cornell Provost's Office

- Limited support for contracts, due diligence
- Additional load on faculty
- Possible legal problems, loss of revenue, or increased liability due to inexperienced contract negotiators
- Complications with cross college partnerships

## Option 2: Partnership Models



### Create model partnership agreements as templates

- Work collaboratively with Provost's Office
- Create Master agreement template for large companies like Kodak
- Create shared equity template for small companies and venture capitalists
- Create template for visiting researchers

## Next Steps



### Discussion of Cornell Engineering College Council involvement and role