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Interview Data – Company D

- (1) Contacts were directly with Cornell Profs. Mostly we initiated the contact through alumni involvement in Cornell activities.
- (2) We had only one project out of about 10 that yielded significant knowledge for us. On the other hand, we contributed significant knowledge and hardware for Cornell projects.
- (3) Our objectives were:
 - Knowledge sharing – both ways.
 - Recruiting of students.
- (4) Both have been somewhat successful.
- (5) Cornell is much more difficult in its dealings. We work with five-to-ten other universities around-the-world. Every other one is much easier to deal with in establishing cooperative research projects.
- (6) Cornell should not look for licensing IP as an income source.
- (7) The length of time and amount of discussions on the cooperative research contracts.
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