**NOTE:** You should hear music playing. If you do not, please go to: Meeting>Manage My Settings>Audio Setup Wizard, then follow the steps of the wizard. Please be sure that your speakers are not muted.

If you have any questions, please enter them in the chat area.

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**An Update on Statewide Industry Partnerships & Economic Development Initiatives**

D2PA Webinar Series
May 20, 2015
“It should be the aim of this institution to search every channel of usefulness to the people of Pennsylvania; to benefit in some way every taxpayer; and to make the College the vital center of radiation for information and resulting progress of the Commonwealth.”

Penn State President Edwin Sparks, 1914.
"Penn State is an economic powerhouse in the Commonwealth, directly or indirectly affecting every resident of the state. It generates more than $17 billion annually in overall economic impact."

–TRIPP UMBACH & ASSOCIATES,
2008 ECONOMIC IMPACT STATEMENT
"Penn State will be a driver for job creation, economic development and student career success."
Office of Industrial Partnerships

The Office of Industrial Partnerships fosters strategic relationships with industry partners and supports Penn State’s entrepreneurial ecosystem, accelerating the pace at which technologies move from discovery to implementation and delivering new-found value & differentiation to industry and economic impact to Pennsylvania and beyond.

Office of Technology Management

Our mission is to protect Penn State intellectual property, identify its commercial potential, and stimulate economic development through the transfer of Penn State technologies to the marketplace.

Services for Industry:
- Listen to your needs and discover Penn State licensable technologies that your company can utilize.
- Review and update lists of licensable technologies and patents issued, and post on our Web site each quarter.
- Negotiate licensing arrangements.

Ronald J. "Ron" Huss
Assoc Vice President for Research and Technology Transfer
Director, Office of Technology Management

113 Technology Center
University Park, PA 16802
Email: rjh22@psu.edu
Phone: 814-865-6277
Fax: 814-865-3591
Let the *Office of Industrial Partnerships* help you access the resources of the entire University

- Faculty / Researchers
- Facilities (Labs / Centers)
- Joint Federal Funding Opportunities
- Intellectual Property (OTM)
- Start-Ups
- Advisory Boards

- Scholarship Support
- Chair Endowments
- Building Naming Opportunities

- Online Education
- Corporate Learning
- World Campus Corporate Alliance Program

- On-Campus Interviewing
- Career Fairs
- Workshops / Networking Programs
- Internships / Job Shadowing

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**Partnerships with PA Businesses**

**Lewis Designs, LLC**

- Led by a Penn State alum
- Spherical braking system
- OIP introduced Lewis Designs to Larson Transportation Institute (LTI)
- Identified two potential early adopters of this technology
- OIP was then able to engage with an industry partner for the bussing side and ONR for the Military side
- SBIR and STTR proposals to go in this next round
Partnerships with PA Businesses

PPG Industries (Pittsburgh, PA).

- Working with many Colleges / Departments / Institutes across the university
- Ongoing support from PPG Foundation for undergrad research fellows and Grad students
- Faculty onsite visits / seminars
- Internships
- Research Forums
  - Faculty presentations around specific topic areas / needs
  - Lead to sponsored research projects

Volvo Group Academic Partner Program (APP)

The APP Commitment includes:
Dedicated Volvo contact for the program that has become well integrated into Penn State (Sam McLaughlin)

Research Partnership
- 2 technical focus areas as the “go to” areas for PSU
- Multiple sponsored research projects funded every year
- Sponsorship of multiple senior capstone projects every year (Learning factory)
- Technical relationship building

Talent Partnership
- Marketing the Volvo brand at campus activities
- Career fairs, luncheons, etc.
- Multiple interns, co-ops, & full-time hires
- Participation in the Engineering Ambassador program

Volvo Construction Equipment, Shippensburg, PA
Volvo Group INVOLVE Intelligent Vehicle Challenge

EdTech Network

The Penn State EdTech Network will leverage our organizational strengths and the momentum of our online success to advance Penn State as a major hub for EdTech entrepreneurship, innovation, and economic development.
EdTech Network Update

Exploring/negotiating partnerships with the following:

- inside track
- acrobatiq
- Starfish Learning
- Verificent Technologies

EdTech Network Update

Inaugural Penn State EdTech Summit to discuss Penn State’s future:

- EdTech companies
- EdTech thought leaders
- EdTech investors
- Penn State EdTech entrepreneurs
- Regional EdTech leaders
EdTech Network Update

Supporting Innoblue students’ “HackPSU” blended campus and virtual hackathons

Advanced training for students

Penn State engineering students in the foundry, 1890s. Penn State students developing a 3-D printer, 2014.
Entrepreneurship curriculum

New e-ship opportunities for undergraduates:

Intercollege Minor in Entrepreneurship and Innovation (ENTI)

Corporate Innovation and Entrepreneurship (CIENT)
Major in the Smeal College of Business.

Seed Funding for Commonwealth Campus Entrepreneurship Centers

- **Penn State Abington**: Abington Maker/Innovation Space Partnership
- **Penn State Erie, the Behrend College**: Environment for Research, Innovation, and Entrepreneurship (ERIE) Lab
- **Penn State Harrisburg**: The Center for the Next Step
- **Penn State Lehigh Valley**: SEED Project
- **Penn State New Kensington**: The Penn State Alle-Kiski Economic Generator
- **Penn State Wilkes-Barre**: Entrepreneurial and Business Development Lab
State College Downtown Entrepreneurship Center

A no-cost startup office and entrepreneurship training space open to students, faculty, staff and community members. Coming Winter 2015/Spring 2016.

Innovation Park Tenants
Expansion at Innovation Park

- Project of GLP Developers
- Set to open in August 2015
- 82,000 sqft of leasable Class A Office and Research Space
- $17.8 million project in the center of Penn State's entrepreneurial ecosystem
- Next to Penn Stater Hotel & Conference Center
- Access to a network of business resources

Impactful New Faculty Hires

**Entrepreneurs-in-Residence**
Multiple hires with experience in patenting, licensing products or building/leading companies

**Faculty Hiring In Areas Of Potential Economic Impact**
New faculty in disciplines that have high potential for innovation, address workforce needs and further student success
Fund for Innovation

• $1.5M investment in research commercialization activity
• Must have a faculty member as part of applicant team to be eligible
• Awardees selected by participating colleges
• Proof-of-concept and proof-of-relevance studies help prove out products
• Successful ‘kick start’ funding awardees receive up to $100,000 for new venture

Invent Penn State Venture and IP Conference
October 6 and 7, 2016

The Penn Stater Conference Center Hotel, State College, Pennsylvania

SAVE THE DATE for the Invent Penn State Venture and IP Conference. This inaugural event will showcase groundbreaking innovations, startups, and technology companies from Pennsylvania and beyond, from sectors including life sciences, agriculture, energy, materials, advanced manufacturing, educational technology, communications, and more.
invent.psu.edu
Ben Franklin Technology Partners

- Since 1983, stimulate business growth with direct investment in innovative companies
- Provide business and technical assistance
- Foster innovation and new ideas
- Partner with industry, economic development organizations, educators, and other investors to help companies succeed
- Grow PA Businesses!

TechCelerator

- 10-week Boot Camp for Entrepreneurs & 90-Min ‘Research to Startup’ Sessions
- Increase the number of successful business start-ups
- Easy access, one stop shop for clients
- Ben Franklin launched “TechCelerator” concept in Carlisle office in March 2010
- TechCelerator @State College started in March 2012
- INVENT Penn State investment in additional TechCelerator staff
TechCelerator

10-Week TechCelerator FINAL PRESENTATIONS

When: Tuesday, June 2nd 4:00 – 6:00 PM
(Light hors d’oeuvres and beverages immediately following. Please stay and network!)

Where: # 243 Technology Center
200 Innovation Blvd, University Park, PA

Please RSVP by Friday, May 29th to Don McCandless, dim74@psu.edu

TechCelerator Partners

Ben Franklin Technology Partners
Centre County Industrial Development Corporation
Penn State Innovation Park
Office of Technology Management

Venture Investment Forum

200 Innovation Boulevard
State College, PA 16802
Regional Development Partnerships

“Penn State and the CBICC offer the resources and commitment to take economic development to the next level and to be a model for communities across the Commonwealth”

Partnering to Build Pennsylvania’s Manufacturing Sector

Gov. Wolf’s 2015-16 budget provides $5 million to leverage the talents of our research universities to advance manufacturing technology and commercialization in collaboration with the state’s Industrial Resource Centers.

Brings together Pennsylvania’s seven largest research universities to establish the Commonwealth as a globally recognized distributed factory of the future

Carnegie Mellon University  Temple University
Drexel University  University of Pennsylvania
Lehigh University  University of Pittsburgh
The Pennsylvania State University
PA Industrial Resource Centers

Office of Postdoctoral Affairs

The Office of Postdoctoral Affairs (OPA) serves approximately 500 postdoctoral scholars and functions as a node for various colleges and centers regarding postdoc services at University Park campus.

Postdocs:
- Ph.D. degree holders doing research in the labs of faculty members
- Execute the research goals of the grants from federal organizations or industry
- High level of analytical and technical skills
- Work in teams and also lead teams
- Supervise technical staff, undergraduate and graduate research projects
- Collaborate with other postdocs and faculty members

OPA provides
- Professional and Career development workshops, seminars and events
- (For both academic positions, industry, non-profit organizations)
- Annual Research Exhibition with prizes
- Resources for career advancement and professional development
- Travel awards to conferences and meetings
- Support to interested postdocs for STEM outreach to the community, networking and leadership opportunities

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https://www.linkedin.com/pub/pallavi-eswara/11/59a/86b
New Initiatives by OPA

- **PCI- Postdoc Consulting Initiatives**: Postdocs get training from business and management faculty to be able to provide specified consulting services to industries in their expertise areas. Technical match making will ensure qualified postdocs are connected with industry partners.

- **Job Shadow Experience**: Seeking industries/companies who can host postdocs for a job shadow experience.

- Seeking companies who can send senior scientists or senior administrators to talk to postdocs about research careers in industry (travel allowance can be provided by the Office of Postdoctoral Affairs).

- Invite companies to **attend the Annual Postdoc Research Exhibition on September 23, 2015**.

- **Industry mentors for Postdocs**

  ![Diagram](diagram.png)

Industry representatives interested in participating in any of the above activities can contact the Office of Postdoctoral Affairs, Pallavi Eswara, Program Coordinator, E-mail: pxe10@psu.edu

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2015 BIO International Convention


Visit Penn State at Booth #4227A - Pennsylvania Pavilion
INVENT Penn State – Summary of Key Initiatives

- New Office of Industrial Partnerships
- Entrepreneurs-in-residence programs
- Additional TLOs and TechCelerator staff to promote tech transfer
- Growth of annual Fund for Innovation Awards
- Launch of the EdTech Network for collaborative technology development
- Low cost / no cost facilities for entrepreneurial faculty, staff, students
- INVENT Penn State Venture & IP Conference coming Oct 2016
- Competitions for start-up funding
- Seed funding for entrepreneurial activity at Commonwealth Campuses

Economic Development Initiatives

- Expansion at Innovation Park – the center of Penn State’s entrepreneurship ecosystem
- Partnerships with regional economic development authorities
- New Postdoc Consulting Initiatives to support companies in need of expertise
- “Partnering to Build Pennsylvania’s Manufacturing Sector” in conjunction with Pennsylvania’s research universities and IRCs
THANK YOU!
QUESTIONS?

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