

WORKING WITH INDUSTRY BOOT CAMP

RESOURCES CONTACT INFORMATION

Kansas State University faculty have numerous opportunities to interact with industry, but navigating corporate relationships can be a challenge. The following offices and individuals are ready to assist in the development of strategic, holistic corporate partnerships.

OFFICE OF CORPORATE ENGAGEMENT: Serves as the university's one-stop shop to help corporations navigate university resources, matching campus experts, resources and opportunities with corporations to develop and enhance their relationships with the university. These resources include research discoveries, new technology, high-tech facilities, student and alumni talent, continuing education programs and strategic giving opportunities.

Richard Potter, director, rmpotter@k-state.edu, 532-1840

OFFICE OF RESEARCH AND SPONSORED PROGRAMS: The Office of Research and Sponsored Programs, on the main floor in Fairchild Hall, Room 102, promotes and facilitates the research, education and outreach missions of Kansas State University by supporting and administering all activities involving extramurally sponsored programs.

Joel Anderson, development director, jdanderson@k-state.edu, 532-3455

Mary Lou Marino, development director, mymarino@k-state.edu, 532-6195

Jim Guikema, associate vice president, guikema@k-state.edu, 532-6195

PREAWARD SERVICES: PreAward Services was established in 1990 to provide a full range of assistance to faculty, staff and administrators in obtaining and administering funding from non-university sources to support K-State's creative and scholarly activities. PreAward Services is responsible for providing value added services for faculty in the form of budget/proposal development, review and university sign-off. The office is also responsible for contract and grant review, negotiation and university acceptance, along with serving as liaison with the sponsoring entities.

Paul Lowe, assistant vice president/director, plowe@k-state.edu, 532-6804

Contract Negotiation/Contract Terms and Related Policies:

- **Katie Small**, manager, contract negotiations, ksmall@k-state.edu, 532-6804

KSU FOUNDATION: The Kansas State University Foundation is the official fundraising organization for Kansas State University. Our corporate and foundation partners have found that building a relationship with K-State offers a competitive advantage.

Mitzi Richards, senior director, corporate and foundation relations, mitzir@k-state.edu, 532-7507

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KSU INSTITUTE FOR COMMERCIALIZATION: The Institute for Commercialization is dedicated to the start up and expansion of technology-based, high-growth enterprises and enabling the commercialization of university intellectual property. Our organization provides opportunity assessment; strategic partnership design; technology acquisition, management and licensing; business development; and technology transfer support activities for entrepreneurs to commercialize intellectual property emanating from basic research at Kansas State University and other intellectual property portfolios.

Kent Glasscock, president, kentglas@k-state.edu, 532-3900

Ken Williams, director of licensing, ken@k-state.edu, 532-3900

KSU RESEARCH FOUNDATION: Serves to promote, encourage and aid scientific investigation, research and technology transfer at Kansas State University by assisting K-State's faculty, staff and students in developing and protecting their discoveries and inventions to return the greatest advantage to the creators, K-State and the general public.

Jim Guikema, president, guikema@k-state.edu, 532-6195

Tresa Landis, business manager, tlandis@k-state.edu, 532-3917

Indira Mohanty, program assistant for tech transfer, imohanty@k-state.edu, 532-3916

KNOWLEDGE BASED ECONOMIC DEVELOPMENT: KBED is a unique partnership between K-State, university-related entities and the area's leading economic development agencies. A key initiative for KBED is to attract technology-based businesses to the region and develop or enhance research ties to the university. This increased collaboration of K-State and knowledge-based businesses enables us to grow the number of high wage, innovative jobs for K-State students and graduates in Manhattan, and increases research dollars available to university researchers.

Rebecca Robinson, director of economic development, spexarth@k-state.edu, 532-3955