Session III: How to Formalize the Relationship

Connie M. Armentrout,
Director, Academic Technology Licensing
Monsanto Company
Technology Alliances Team
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Monsanto Employs a Global Technology Organization Conducting R&D in Multiple Crops across ~180 Locations

- Cambridge
- Mystic
- Research Triangle Park
- St. Louis
- Ankeny
- Woodland
- Hawaii
- Middleton
- Bergschenhoek
- Bangalore
- Campinas
- Beijing
Monsanto Has an Extensive Alliance Network with Universities & Research Institutions

**Plant Science Research Relationships**
- 90+ U.S. Universities & Research Institutions
- 70+ International Universities & Institutions

**Regulatory Science**
- 70+ Universities and Institutions for Ecological, Product Safety and Product Characterization Studies

**Product Development Field Trials**
- 40+ Universities and Research Institutions in the U.S. and Around the World

- Interactions with K-State
  - Evaluations
  - Wheat program
  - Licensing
  - Land leasing
  - Letters of Support for Research Proposals
  - Master Services Agreement
    - Field Trials - (reduced Ag Exp Station F&A rate applies - 36%)
  - Material Exchanges
  - Research funding - (Federally-negotiated F&A rate applies)
  - Services
Identifying Synergies across a Spectrum of Partnerships with Universities and Research Institutions
Working with Monsanto

• Scientist to Scientist interaction
  – Professional meetings
  – Publications

• Administrator to Administrator interaction
  – Monsanto TAT to Office of Research and Sponsored Programs
  – Monsanto TAT to Office of Corporate Engagement
  – Monsanto TAT to KSURF