



**Northern Illinois
University**

Corporate Sponsored Programs

Legislative Affairs, Research and Innovation Committee
November 17, 2016

Some of Our Corporate Partners



abbvie



NAVISTAR®



3M

SPX®

SAIC®



**United
Airlines**



Top 10 Corporate Sponsors (5 years)



\$1,450k

Caterpillar Inc.

692k

Navistar Corporation

305k

Six-Sigma

270k

AbbVie Inc.

267k

3M Corporation

232k

Sears Holding Corporation

206k

Learning Partnership

180k

DuKane Precast, Inc.

178k

SPX Hydraulic Technologies

135k

Bridge12 Technologies, Inc.



NAVISTAR

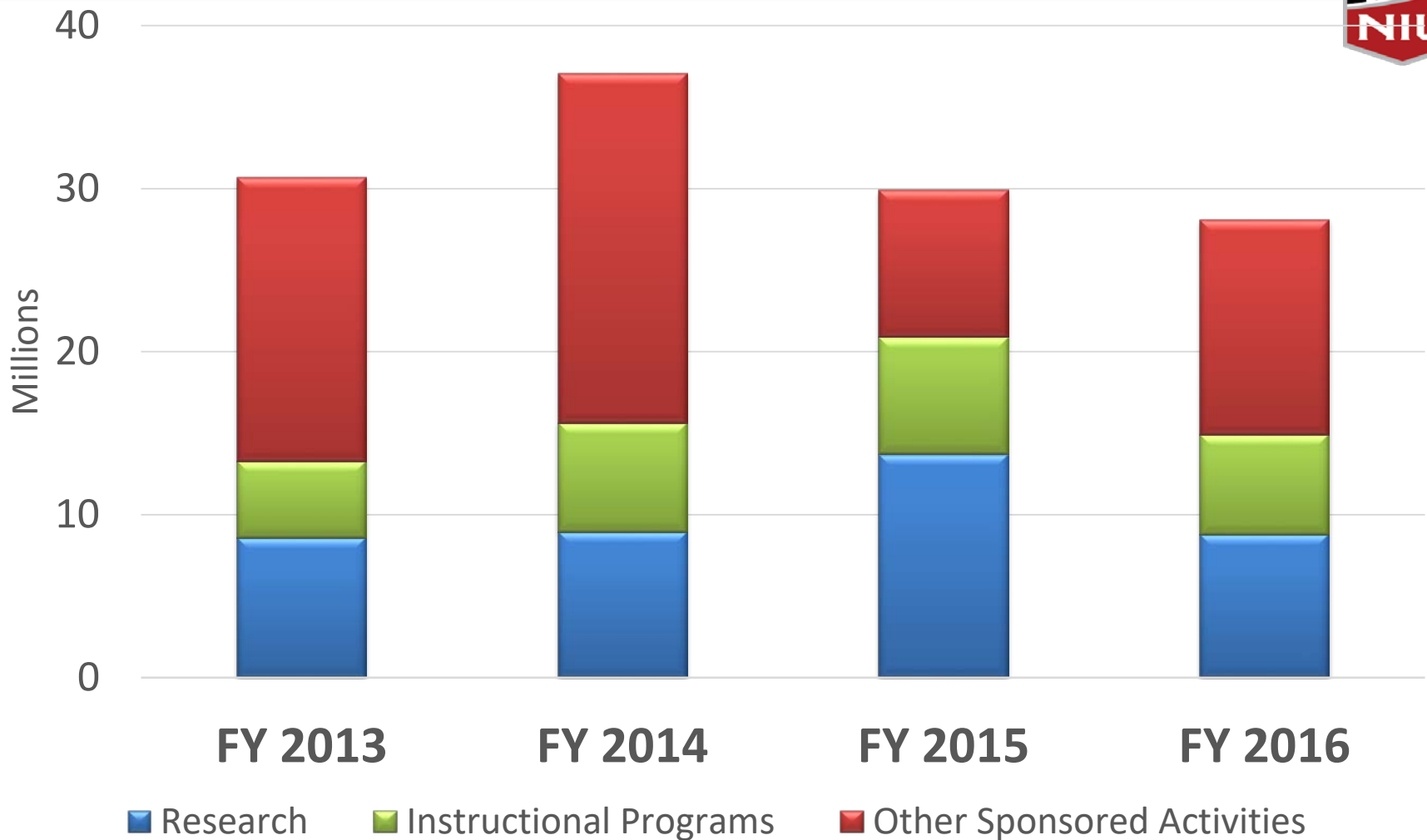
Characteristics of Corporately Sponsored Projects*



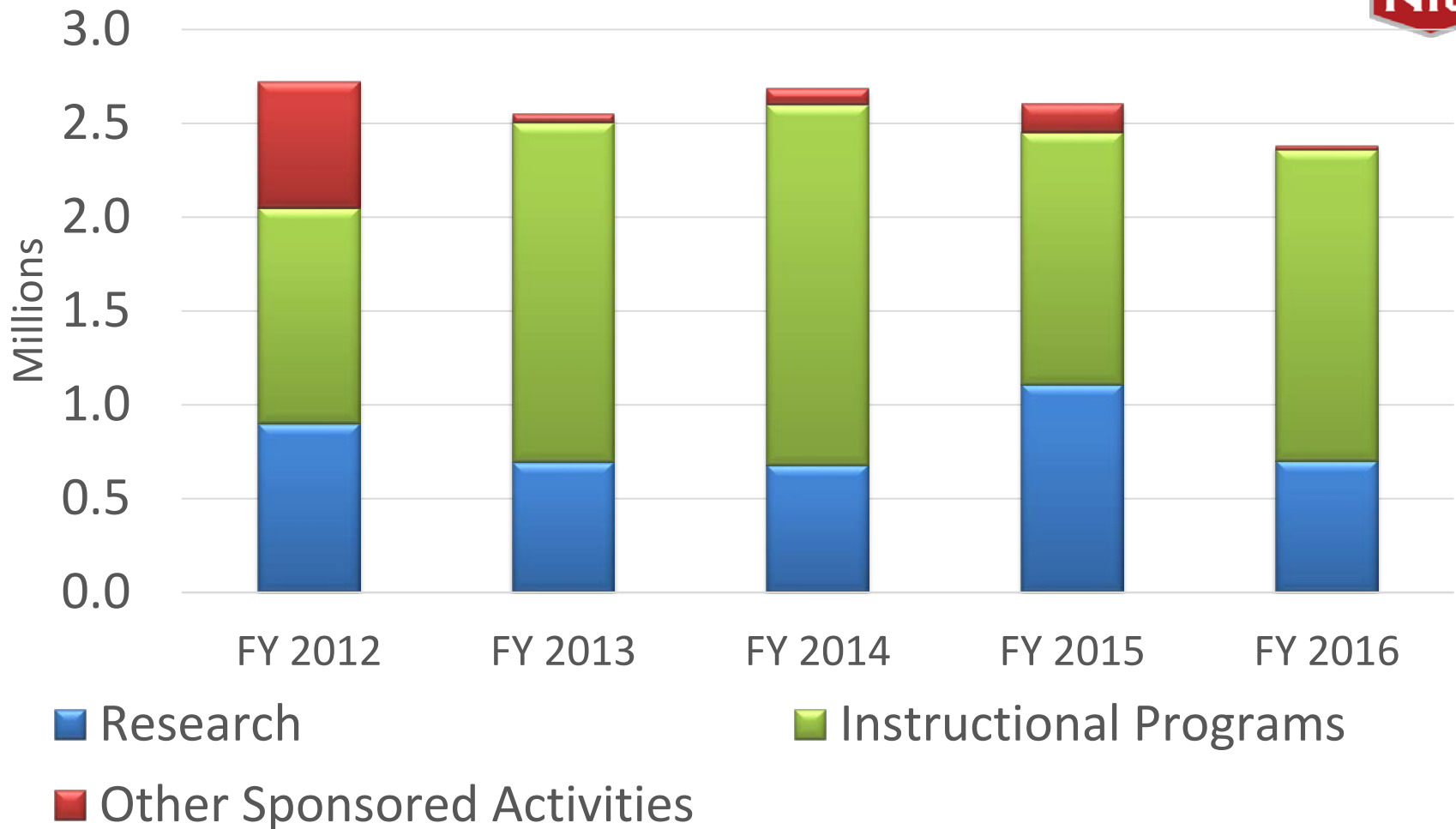
- Metrics
 - Historical Trends
 - Grant/contract Size & Sponsors
 - Funding by College
- Narrative Overview by College
- Comments & Conclusions

*These reports do not include funding handled solely within the Division of Outreach and Engagement

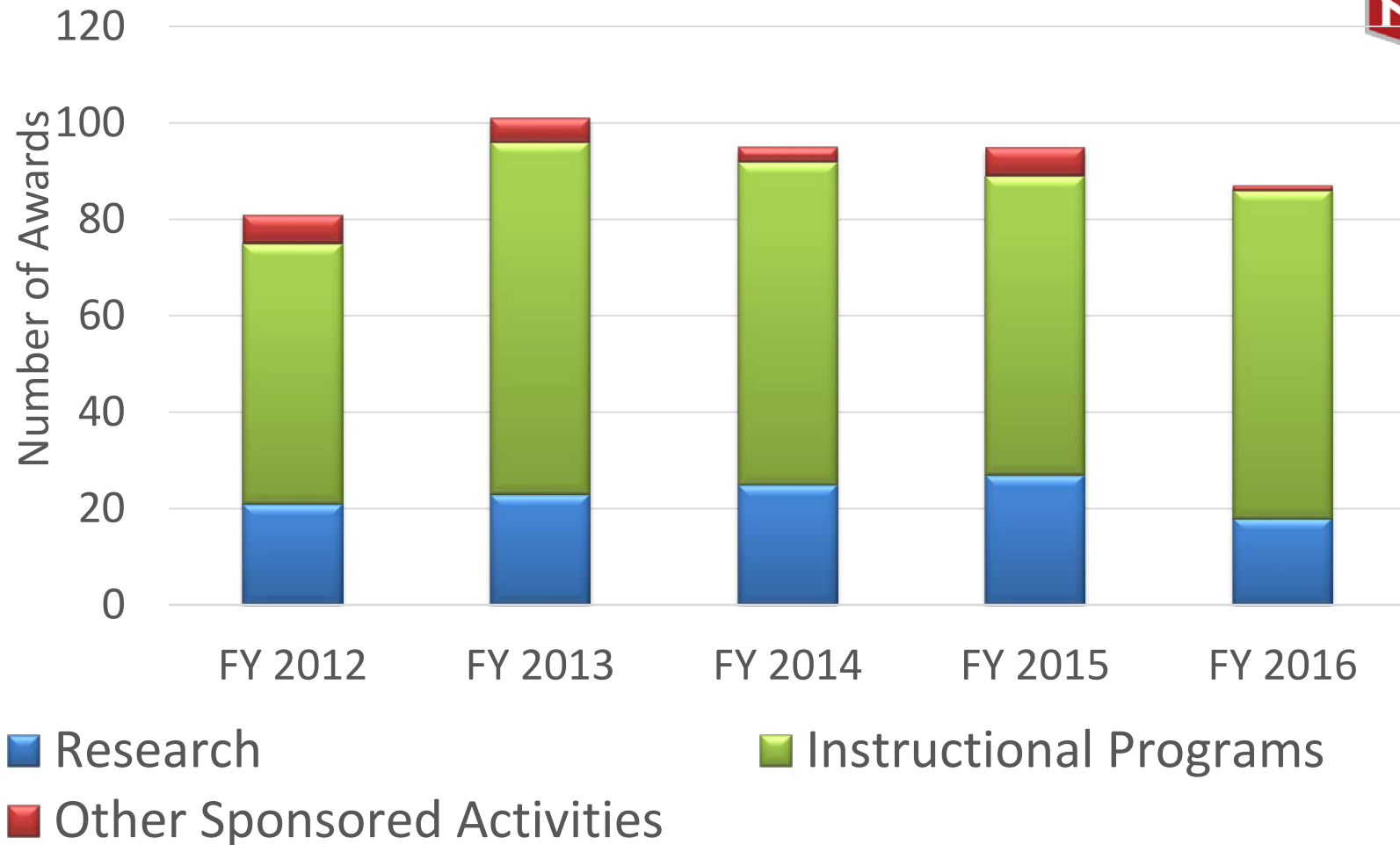
A Reminder: Total Funding Trends



Drilling Down: Corporate Funding Trends



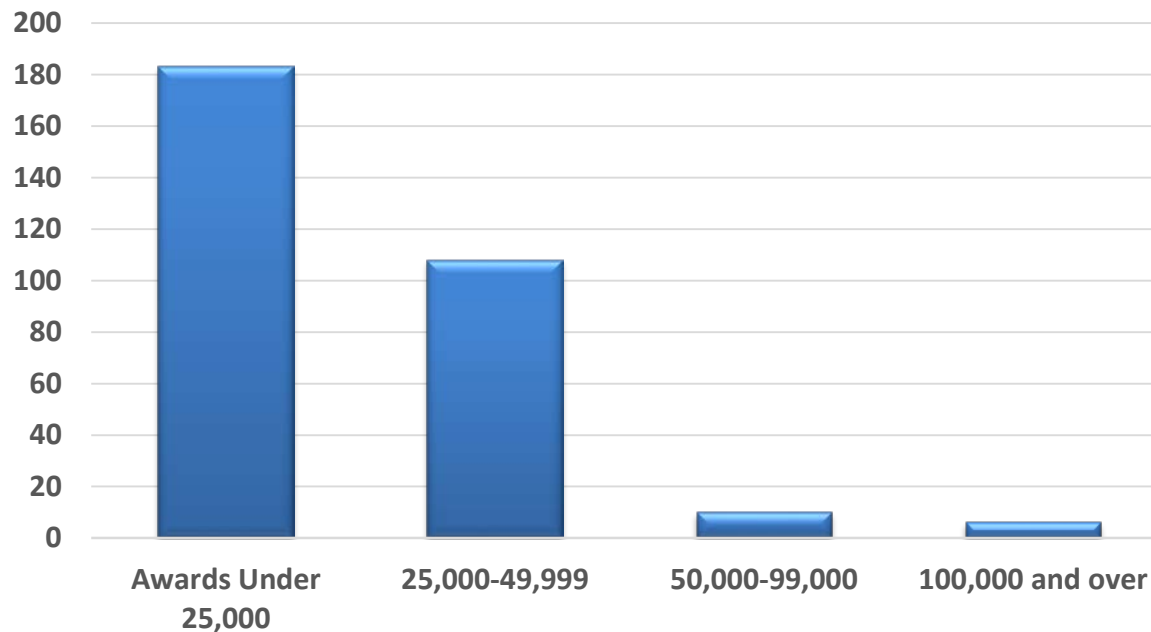
Drilling Down: Corporate Award Numbers



Corporate Awards Past 5 Years



Number of Awards by Funding Amount

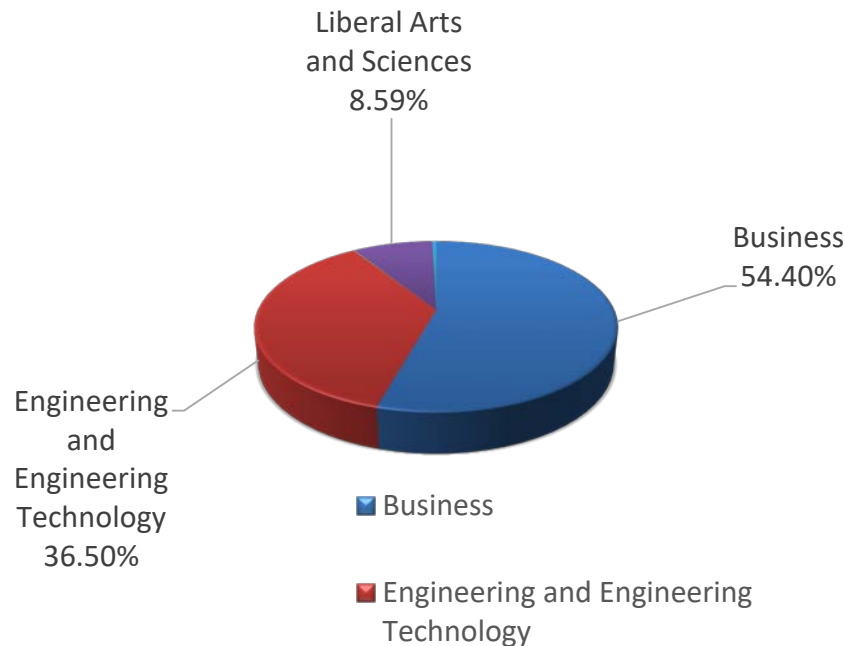


Bottom Line: Many small awards → serving specific needs.

Corporate Funding by College



FY 2016 - Amounts per College



Business	\$1,295k
Engineering and Engineering Technology	\$869k
Liberal Arts and Sciences	\$204k

College of Business (\$1,295k)



- Corporate-sponsored instructional programs
 - Executive MBA Program and the One-Year MBA Program
 - Executive Education programs to foreign governments, including Turkey, China and Egypt
 - International MBA Cohort programs located at overseas sites, such as Colombia
- In the Experiential Learning Center teams of students work on problems of interest.
- Sales Program Corporate Partnership matches programmatic capabilities with specific corporate needs.
- Operations Management and Information Systems faculty currently involved in corporate research.

College of Engineering and Engineering Technology (\$869k)

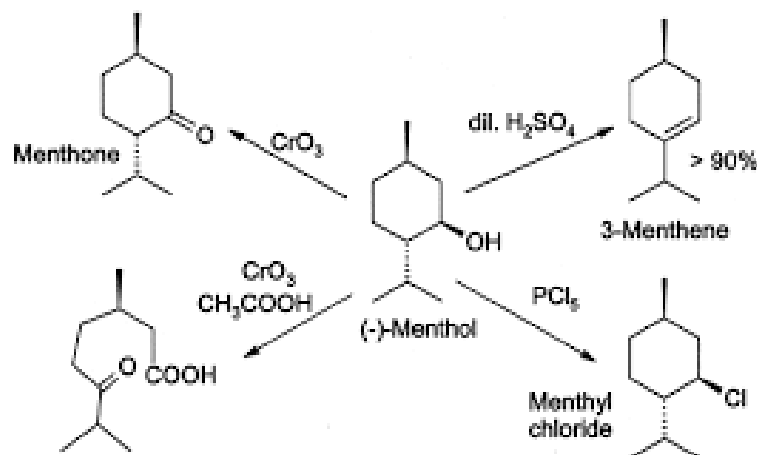


- Instructional programs and professional development
 - Navistar Contract Courses
 - Industrial and Systems Engineering Department provided certificate programs
- Research
 - Process Engineering
 - Student Centered Research
 - Senior Design Projects sponsored by industrial partners
 - Engineer in Residence Program (EIR)

College of Liberal Arts and Sciences (\$204k)



- Instructional
 - Psychology
 - Geology & Geography (in-kind or direct to student)
- Research
 - Chemistry
 - Geography



College of Education



- Instructional
 - Professional Development Schools involving interventions and co-teaching
 - Customized online teaching and development training program for educators and other professional staff at Jubail Colleges & Institutes Sector of Saudi Arabia
- Research
 - A rich set of relationships with area school districts, foundations, and other local institutions that involve research activity in several areas of special needs children and adults.

Conclusions & Comments



- Corporately sponsored programs are about 10% of NIU's external funding portfolio
- Primarily but not exclusively instructional
- Next steps:
 - Identify and focus on current relationships with potential for growth
 - Move from ad-hoc and one-off encounters to more strategic long-term alliances

A Sample of Our Corporate Partners



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