

UIDP Academy Workshop: Working with Corporate Technology Scouts
All events at Technological Institute, Northwestern Evanston Campus, unless otherwise noted.

Tuesday, September 11, 2018	
11:30 AM – 1:30 PM	Workshop Check-In and Registration
1:30 – 1:45 PM	Welcome, Introduction, and Session Goals <i>Tony Boccanfuso, UIDP</i>
1:45 – 2:30 PM	University Innovation Ecosystems <i>Derek Newton, University of Toronto</i> Business development, sponsored research, licensing, and start-ups are all activities in the university innovation ecosystem that companies seek to access. This session will start and frame the discussion for today's workshop.
2:30 – 3:15 PM	Company Structures <i>Mike Matthews, EMD Group</i> This session will describe how companies are organized, exploring where technology scouts fit into an organizational structure.
3:15 – 3:30 PM	BREAK
3:30 – 4:15 PM	Making Contact <i>Keith Marcinowski, J.M. Smucker Company, and Alicia Loffler, Northwestern</i> Following an overview of how technology scouts identify and engage universities, this session will discuss how universities can target and connect with scouts when seeking to share information regarding developed technologies that may be of interest to companies.
4:15 – 5:00 PM	Due Diligence <i>Rick Muisener, Evonik</i> This session will consider the steps university representatives should take to maximize the likelihood of success when engaging technology scouts.
5:00 – 5:30 PM	General Discussion and Conclusion <i>Alicia Loffler, Northwestern, and Tony Boccanfuso, UIDP</i>