



Strengthening
University-Industry
Partnerships

FY2020 Annual Report

By the numbers

3,457

UIDP Member
Representatives

164

Members

15

New members

14

Webinars

2,728 registrants

35

in-person events
and receptions

1,806 attendees

1

Virtual event

340 registrants

5

UIDP project
products released



A few words

from UIDP President and CEO Tony Boccanfuso



If there's one thing we've learned in 2020, it is how quickly the world can change.

For UIDP, fiscal year 2020 began in July 2019 with planning and execution of our first international event, the Oxford UIDP Summit at the University of Oxford. More than 150 global business and university leaders and policymakers from both sides of the Atlantic met to identify new and better ways to partner to advance the human condition.

Just five months later, scientists publicly posted the COVID-19 genome, and the world braced for a pandemic.

A black swan event like this is, by definition, impossible to predict. Its total impact has yet to be measured, but every economic sector has felt its affects. In response, research-focused organizations poured new energy into cross-sector collaborations that focused on solutions. Members of UIDP were at the forefront of open information sharing and platforms to accelerate research and development. They adapted research and manufacturing capabilities to quickly produce protective equipment, therapeutics, and vaccines. They rolled out new data tools to predict surges, anticipate needs, and keep supplies moving. We experienced an unprecedented pace of change and depth of flexibility across the R&D ecosystem.

UIDP changed course as well. With just two weeks to prepare, we hosted our spring conference virtually. [Weekly COVID-19 Response Calls](#) served as a clearing house and sounding board for member representatives to develop practical approaches to handling partnership and collaboration challenges. We launched new initiatives—some targeted at the pandemic's impact—rolled out responsive content, and enabled virtual networking opportunities to help fill the serendipity vacuum COVID-19 left in its wake. No pandemic can stand in the way of our commitment to share, collaborate, and solve.

In this report, you'll read about UIDP's activities in FY2020. A few highlights:

- Beginning with a session at the [Oxford-UIDP Summit](#), we convened seven Future of Work listening sessions, facilitating discussions with academic, corporate, and government decisionmakers about the challenges and opportunities created by the changing face of work.
- More than 40 subject matter experts joined us for our first virtual conference, UIDPVirtual 2020. That event laid the groundwork for broadening conference participation within member organizations while providing on-demand content for individuals in research administration, contracting, corporate/academic relations, and workforce development roles.
- We experienced solid growth in number of membership organizations as we continue to thoughtfully add quality companies and universities to advance our mission.

Our member representatives are the spark and fuel for our activities. You share your time and expertise with us and with your peers every time you respond to a survey, sign up for an event or engage in a project. *Thank you.*

Trusted partnerships undergird every collaborative undertaking that has persevered in this pandemic; the eyes of the world are on us to nurture and enhance research relationships that have the potential to solve society's most vexing challenges. We know you have a lot on your plate. We cannot look back at FY2020 without expressing our gratitude for your ongoing confidence and support.

A handwritten signature in black ink that reads "Tony". The signature is written in a cursive, slightly slanted style.

Tony Boccanfuso
UIDP President and CEO



“We asked UIDP to help us understand how other organizations were handling a pressing issue. Knowing how others were addressing the same challenge helped inform our approach to solving the problem.”

Mark Schmidt, Ph.D., Associate Vice Chancellor, Partnerships, NC State University

What We Do

FY2020 reinforced our commitment to rapidly respond to evolving challenges and opportunities to enhance partnerships. As member representative circumstances changed, our events, projects, and member resource development pivoted to quickly tackle evolving issues.

UIDP Projects

UIDP projects address issues and opportunities in four areas that address the breadth of our work:



Contracting



Partnership Management and Research Administration



Workforce Development and Student Engagement



Government Engagement and Economic Development

More than 150 volunteers were active stakeholders across the 21 projects in the [FY2020 portfolio](#). UIDP launched its first government engagement project this year. Although contracting and partnership management topics remain prominent, we expanded significantly into the workforce development and student engagement spaces to meet newly identified challenges.

In response to the pandemic, UIDP launched a set of **projects focused specifically on virtual engagement**. These cover topics across all four categories and provided an opportunity for UIDP members to come together and share their experiences in real time. It was exciting to see member representatives reference one another’s practices while developing approaches that were appropriate for their specific organizations. UIDP’s efforts to identify best practices in a virtual or socially distanced environment will continue as collaboration and research environments evolve. The UIDP Projects team and volunteers produced **five new project resources** in FY2020—including updates and additions to our cornerstone [Contract Accords](#).

1,900+

RESOURCES WERE
ACCESSED EACH MONTH
IN FY2020

Project Resources Released

[UIDP Contract Accords \(revised\)](#)

[Maximizing the Benefits of Advisory Boards](#) *

[Video: Five Ways to Nail Industry Presentations](#)

[Public Dedication of IP Quick Guide](#) *

[Corporate Affiliate Programs Guide](#) *

* You must be logged in to access these member-only resources

COVID-19 Response

Pandemic-related challenges were the focus of a UIDP discussion series designed to rapidly crowdsource ideas and solutions. The [UIDP COVID-19 Response Calls](#) began in April and engaged member representatives in common concerns via candid panel discussions, live chat, and virtual polls. Call summaries and a report outline [10 key themes](#) that emerged from these important discussions.

UIDP served as an information hub for quickly gathering and disseminating information from member representatives about new challenges as they emerged. Beginning with an industry survey about the viability of internships and co-op programs in the summer of 2020, **UIDP 1-Minute Surveys** continue to serve as a vehicle to field questions member representatives raise about topics ranging from leveraging alumni relationships to the use of contracting software.

UIDP Events: From Oxford to Online

We began FY2020 with the first [Oxford-UIDP Summit](#), focused on strengthening university-industry partnerships while exploring avenues to realize the force-multiplier effect of triple helix relationships. That theme carried through to the [Broadening University and Industry Engagement Symposium](#) at Stanford University, co-hosted by the White House Office of Science and Technology Policy. Both events produced reports summarizing key findings and takeaways to strengthen collaborative research efforts.

In another first, UIDP convened seven [Future of Work listening sessions](#) as part of a National Science Foundation-funded project to tap into the UIDP community's expertise.

Our traditional events continued with The Ohio State University playing host to our [fall conference](#). UIDP hosted a regional event in the Bay Area and reprised the [UIDP Contracting Forum](#) at Arizona State University.

In March, we made a rapid pivot to convert our spring conference from in-person to online. [UIDPVirtual 2020](#) featured presentations from dozens of subject matter experts and, for the first time, participants were able to access recorded content on demand.



“My sincere kudos for putting together a fantastic virtual conference in such a short turnaround time, especially considering that no blueprint for a global pandemic really exists.”

Adam Causgrove, Associate Director, Corporate Relations, Carnegie Mellon University



“The discussion and debates were lively, sharing best practice through practitioner-led case studies. Well done to all involved for putting together an Oxford UIDP Summit that was both enjoyable and informative.”

Malcolm Skingle, Director, Academic Liaison, GSK





Cultivating Our Community

UIDP introduced virtual networking opportunities so the community could continue to meet, share, and collaborate, despite barriers erected by the pandemic. Prior to COVID-related isolation, nearly 500 individuals enjoyed 15 networking events held in eight U.S. states and at the University of Oxford.



“The connections I’ve made at UIDP events have been gamechangers for my work at Ohio State. It’s amazing how quickly the network grew. People in the UIDP network are friendly, inclusive and incredibly helpful.”

Mary C. Juhas, Associate VP, Office of Research, The Ohio State University



“While other industry/university forums offer opportunities to discuss problems and roadblocks facing industry/university collaborations, UIDP is more of a hands-on forum to share best practices. What really distinguishes UIDP from other organizations is that UIDP solves problems and provides solutions to all industry/university issues.”

John Kastanas, Associate Director for Corporate Partnerships, Caltech





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Our Mission: The UIDP supports mutually beneficial university-industry collaborations by developing and disseminating strategies for addressing common issues between the two sectors.