To be a pre-eminent public research university with a land-grant mission and global impact requires us to build more extensive networks and to reimagine public and private partnerships. Expanding existing corporate relationships and relentlessly pursuing new ones are essential in our ability to deliver on our promise to help solve the grand challenges of society. 

Phyllis Wise
Chancellor of the University of Illinois at Urbana-Champaign
and Vice President of the University of Illinois

Pradeep Khanna
Associate Chancellor
for Corporate and International Relations

The OCR model of corporate engagement at the University of Illinois at Urbana-Champaign emphasizes seven dimensions of involvement and the OCR facilitates interactions with companies along all seven of these key dimensions:

As you will see in this year’s annual report, the Office of Corporate Relations (OCR) continued to expand our relationships with both existing and new corporate partners over the past twelve months. We strive to identify opportunities for corporate engagement that create value for all parties, including students, faculty, and the company. We also find that our most valuable partnerships involve activities and collaboration across several dimensions of engagement. Examples include student engagement, research, and professional development, among others, and each corporate relationship incorporates a unique mix of these elements that best meet the needs of the company.

Interdisciplinary collaboration represents a key theme of several of our new programs and initiatives. One example of this is the CompuIn Initiative, which seeks to combine our university’s strengths in genomic research with its prowess in large-scale parallel systems and big data to develop a new technology that will enable future genomic breakthroughs (more information is available at http://compuin.illinois.edu). More than 30 faculty from across the campus are participating in this initiative. What is most exciting about the CompuIn Initiative is that so far ten companies have expressed a strong interest in collaborating with faculty and researchers participating in this Initiative.

The Research Park continues to grow as companies realize the value of developing partnerships with the campus and the increased access to students. Over the past several years, several large companies established a local presence and the number of startups increased significantly. As you will see in the map on page 41, a number of industries are well represented, including Biotechnology, Clean Technology, Business Consulting, Software Hardware, and Engineering including Materials, Nanotechnology, etc. These companies have also found that locating near campus enables them to work with faculty and students, forming interdisciplinary partnerships that can be cultivated through frequent interaction. They also benefit from leveraging a number of the dimensions of corporate relations, such as engaging students, research, targeted solutions, etc. In fact, the Research Park provided over $163 million of direct economic impact in 2013, employing 930 people full-time and more than 400 student interns.

In last year’s annual report, I talked about the Chancellor’s Visioning Excellence initiative in which members of the University community identified several key areas on which the University will focus efforts in the coming years, ranging from health & wellness to energy & the environment to economic development, among others (this is not an exhaustive list). Each of these issues requires interdisciplinary collaboration and Illinois is working with our corporate partners to identify and implement solutions. I encourage you to review some of the initiatives in this report and please contact us if you are interested in engaging with us to address global problems in these areas. I hope you enjoy reading this report. As we move forward, we recognize that corporate engagement will continue to be a critical driver of future success for both Illinois and our partners. Thank you for your continued support.
The Office of Corporate Relations (OCR) is a valuable resource to companies in the U.S. and internationally by providing access to the extensive human and technological capabilities available on campus. These capabilities enable companies to become more successful in an increasingly global economy.

Corporate Engagement Working Group

The Corporate Engagement Working Group provides strategic oversight and direction for the Office of Corporate Relations and corporate engagement across the units on campus.

The Corporate Engagement Working Group includes:
- Phyllis Wise, Chancellor
- Resamni Adesida, Vice Chancellor for Academic Affairs and Provost
- Peter Schiffer, Vice Chancellor for Research
- Dan Peterson, Vice Chancellor for Institutional Advancement
- Pradeep Khanna, Associate Chancellor for Corporate and International Relations

Unit Corporate Contact Network

The Unit Corporate Contact (UCC) network provides communication and facilitates coordination between the colleges and units involved in corporate engagement and the Office of Corporate Relations. The Unit Corporate Contacts are selected by the Deans.

Unit Corporate Contacts:
- Michael Bishl, College of Veterinary Medicine
- Mary Susan Brit, College of Media
- Jennifer Carroll, College of Law
- Barry Dickerson, College ofACES
- Merla Giss, National Center for Supercomputing Applications
- Gaines Hall, College of Fine and Applied Arts
- Sharon Johnson, Graduate School of Library and Information Science
- Krista Kimme, College of Applied Health Sciences
- David Lipari, College of Engineering
- Nell Madigan, School of Labor and Employment Relations
- Susan Martinis, College of Liberal Arts and Sciences
- Melissa McKillop, Institute for Genomic Biology
- Debbie Morgan, College of Education
- Meredith Olson, School of Social Work
- Julie Pfister, College of Business
- Richard Topping, College of Medicine

Employer Relationships

The Office of Corporate Relations works with career services offices across campus to facilitate interaction between companies and students. Companies engage with students through a variety of activities from career fairs to sponsorship of student organizations to on-campus interviews. Engagement with students is critical to establishing and/or maintaining a positive brand on campus with students. Companies that are most successful in recruiting tend to be the ones who spend more time on campus interacting with students in a variety of ways.

Job shadow programs represent an ideal way for companies to meet students, and several of the career services offices on campus offer these opportunities. Companies host one or more students for a day during winter break (typically mid-December through mid-January). Dates are flexible based on the schedule of the company and the students. A typical agenda might include an introductory meeting and then some meetings with one or more professionals in the company. Some students are also able to attend meetings during their visit.

The experience gives the student a better idea of what working as a professional in their field is like and also helps them to start developing a network within their area of interest. Companies are not expected to pay for transportation or meals for students, although some choose to do so. Participating in a job shadow program provides companies with an opportunity to meet students interested in their business who could be future prospective employees. Some job shadow experiences have resulted in an internship or full-time hire at a later date.

Engaging Students

Along similar lines, many career services offices invite companies to visit campus and present to students on professional development topics such as resumes, interviews, or networking. Students benefit from the development aspect of the presentation, which is often more influential coming from an employer. Companies benefit through increased awareness of the organization and from another opportunity to meet potential future employees. Again, this is another opportunity for corporations to meet students who may qualify for employment in the future.

In addition to these programs, many companies work directly with student organizations to engage with students as well by participating in and/or supporting student organization activities.
Leveraging Research

By making connections and creating close working relationships between companies and faculty, staff and the variety of academic units, centers, and institutes across the campus, the Office of Corporate Relations provides transparent access to basic and applied research at the University of Illinois that helps companies fuel their continued competitiveness. In 2013, total corporate support totaled $100,040,135, representing a slight increase over the previous year.

Industry/University Cooperative Research Centers (IUCRC) are one example of research engagement at Illinois. IUCRCs develop long-term partnerships among industry, academia, and government and are catalyzed by a small investment from the National Science Foundation (NSF) and are primarily supported by industry center members. Examples of Illinois IUCRC involvement are highlighted below.

The Air Conditioning and Refrigeration Center (ACRC) contributes technology toward the development of energy-efficient equipment that operates in an environmentally friendly way; and provides a forum for industry to coordinate research and share results at the precompetitive stage.

The Center for Innovative Instrumentation Technology (CIT) conducts industry-relevant fundamental research to create sensor platforms that impact the life sciences, food and agricultural industries while enhancing graduate education and research and facilitating technology transfer to industry.

Corporate Support of the University of Illinois at Urbana-Champaign - FY10-FY13

Academic Units

The Office of Corporate Relations serves as a facilitator for 13 major academic units and primary campus centers and multidisciplinary units.

Academic Units

- Colleges of Agricultural, Consumer and Environmental Science (ACES)
- College of Applied Health Sciences
- College of Business
- College of Education
- College of Engineering
- College of Fine and Applied Arts
- College of Law
- College of Liberal Arts and Sciences
- College of Media
- College of Medicine at Urbana-Champaign
- College of Veterinary Medicine
- Graduate School of Library and Information Science (GSLIS)
- School of Labor and Employment Relations
- School of Social Work
- The Graduate College

Innovation and Technology Transfer

Innovation is a key factor for many of our corporate partners. Innovation is also a signature characteristic for Illinois. Campus is ranked #10 worldwide in granted U.S. patents for Universities. In an era of open innovation, opportunities are expanding for building industry-university relationships. The Office of Corporate Relations (OCR) has insights into key interests of corporate partners and facilitates innovation engagements by promoting connections with the Office of Technology Management (OTM) and collaborating on events and initiatives. A recent high impact initiative is “Share the Vision 2013 Technology Showcase.”

Over 200 corporate partners and investors from across the country participated.

They attended presentations from 35 top faculty innovators and participated in demos from the start-up companies housed in the EnterpriseWorks incubator.

In addition to attending the next Share the Vision technology showcase scheduled for 2015, OCR and OTM can assist companies to engage with innovation on our campus in several ways including:

- Giving a guest lecture in an entrepreneurship course or other seminar series
- Judging competitions on campus
- Becoming a member of the various “scientific advisory panels” for technology areas
- Helping provide commercial or industry perspectives on technologies for commercialization
- Mentoring a startup
- Investing in Illinois startups

By the Numbers | 2013

| Number on the list of top 100 worldwide universities granted U.S. patents in 2012* | 10 |
| Disclosures | 181 |
| US Patents Issued | 72 |
| Licenses & Options | 46 |
| Start-Ups | 6 |


Source: Office of Technology Management (FY2013) Annual Report

2013 Annual Report
Tech Companies & Startups in the Surrounding Communities

Businesses by Industry

Clean Technology

- AOM Sustainable Bioenergy Modeling Center
- ANDalyze, Inc
- Dioxide Materials
- Xerox Advanced Battery Corp

Business/Consulting

- AnheuserBusch InBev
- Axis Reinsurance Company
- State Farm
- McDonnell, Boehnen, Hulbert, & Berghoff, LLP
- Akuna Capital
- Federation of Animal Science Societies
- Fezza International Inc
- Precision Graphics
- Waymark Systems

Biotechnology

- Abbott Laboratories
- iCyt, Sony Biotechnology
- Chromatin
- Sigma-Aldrich
- ISS Inc.
- BioAnalytics
- Glucolent
- H2X Biotech
- ImmuVox, Inc
- Intel/Health
- Oracle Biosciences
- Photonics
- SC4
- StMint

Software/Hardware

- Bytemobile/Citrix Systems
- Illinois RocStar
- Wolfram Research, Inc
- Volition, Inc.
- Amdocs
- Intel
- HBM
- Dioxide Technologies
- PhiOptics
- Pizo
- SourceGear LLC
- Agricultural Informatics
- AgLUT
- Aquous Solutions
- Illumina Corporation
- Luminous Labs
- Multiconsult, Inc
- Neurogito Inc
- Runtime Verification
- Verifyos Systems
- Serra Ventures
- Illinois Ventures
- Open Prairie Ventures
- Diesel Chemical
- Neustar, Inc
- Pearson Education Inc
- Raytheon Trusted Computer Solutions
- Riverbed Technology
- SAIE (Science Applications International Corporation)
- Turn, Inc
- Yahoo!
- Leetech Global Services
- Ploughman Analytics
- Installation
- Cazoodle
- Common Ground Publishing
- PowerWorld Corporation
- Strata Decision Technology
- Waterborne Environmental
- CASI
- HDF Group
- SafelyFiled.com, LLC
- Intelligent Medical Objects
- Infosbright, Inc

Enterprise Startup Companies

- Agricultural Informatics
- AgLUT
- Aquous Solutions
- Illumina Corporation
- Luminous Labs
- Multiconsult, Inc
- Neurogito Inc
- Runtime Verification
- Verifyos Systems
- Serra Ventures
- Illinois Ventures
- Open Prairie Ventures

Larger Research Companies

- Abbott Laboratories
- AOM Sustainable Bioenergy Modeling Center
- AnheuserBusch InBev
- Axis Reinsurance Company
- Caterpillar, Inc
- Dow Chemical
- iCyt, Sony Biotechnology
- John Deere
- Littelfuse
- Neustar, Inc.
- Pearson Education Inc
- Raytheon Trusted Computer Solutions
- Riverbed Technology
- SAIE (Science Applications International Corporation)
- State Farm
- Turn, Inc.
- Yahoo!

Smaller Research Companies

- 18 Leutch Global Services
- 19 Serra Ventures
- 20 Ploughman Analytics
- 21 Installtech
- 22 Cassole
- 23 Common Ground Publishing
- 24 Illinois Ventures
- 25 McDonnell, Boehnen, Hulbert, & Berghoff, LLP
- 26 PowerWorld Corporation
- 27 Strata Decision Technology
- 28 Waterborne Environmental
- 29 CASI
- 30 HDF Group
- 31 SafelyFiled.com, LLC
- 32 Intelligent Medical Objects
- 33 Akuna Capital
- 34 ANDalyze, Inc
- 35 Chromatica
- 36 Federation of Animal Sciences Societies
- 37 Infobright, Inc.
- 38 Bytemobile/Citrix Systems
- 39 Open Prairie Ventures
- 40 Illinois RocStar
- 41 Starfire Industries

Larger Area Companies

- 42 Wolfram Research, Inc.
- 43 Volition, Inc.
- 44 Amdocs
- 45 Intel
- 46 HBM
- 47 Intertek (American Analytical Chemistry Laboratories)
- 49 PavLoV Media
- 50 Sigma-Aldrich
- 51 Fraxa International Inc.
- 52 Riverside Research
- 53 Weatherford Laboratories (previously Isotech Laboratories)

Smaller Area Companies

- 54 Cobalt Digital
- 55 Delicious Technologies
- 56 ISS Inc.
- 57 Pizo
- 58 Precision Graphics
- 59 SourceGear LLC
- 60 Eden Park Illumination

Venture Capital

- Serra Ventures
- Illinois Ventures
- Open Prairie Ventures

Industry Sector Color Key

- Biotechnology
- Clean Technology
- Materials/Nanotechnology/Engineering
- Business/Consulting/Other
- Software/Hardware
- Venture Capital
The University of Illinois at Urbana-Champaign is taking a fresh approach to campus-corporate relationships with the C-Suite Executive in Residence (CEIR) program. Chancellor Phyllis Wise invites a current or recently retired C-suite officer from a major U.S. corporation to take part in an on-campus residency. During their time on campus, the CEIR meets with campus units and executives and a diverse set of campus community members while providing guidance on ways to enhance and expand our collaborations with industry.

Our second CEIR who will be joining Illinois in July is Dr. Tawfik Y. Sharkasi. Tawfik is currently, in the newly created position of Vice President of Innovation, Asia Pacific at the William Wrigley Jr. Company. His mission is to create a new R&D organization design, develop talent, and introducing new product innovations primarily for the APAC region and eventually for global application. Previously, he served as the Wrigley Chief Science & Technology officer.

Tawfik has 30 years of global experience in leading R&D functions for multinational companies (Nestle, Kraft, PepsiCo, and Wrigley) in four continents. His record of successfully leading fundamental research, product development, business development, and manufacturing has solidified his professional reputation and expertise in the food science industry.

A member of the Institute of Food Technologists, Tawfik holds six U.S. patents for food technologies. In Tawfik is serving on numerous advisory boards. These include: The Office of Research Advisory Committee, College of Aaces at the University of Illinois at Urbana-Champaign, the Business School at Robert Morris University, and the Founding Members of the Chicago Innovation Awards Board of Advisors. Tawfik graduated from Penn State in 1986, earning a doctorate in Food Science. He received his bachelor’s degree from the University of Tripoli, Libya, and his master’s degree in 1979 from Washington State University, both in Food Science.

Providing Targeted Solutions

With a world-class array of human and technological resources and infrastructure, the University of Illinois at Urbana-Champaign is a go-to campus in assisting companies with their internal challenges and equipment limitations. OCR works with firms in understanding their clarifying interests, identifying resources, and seeing challenges through to solution. Utilizing technical testing agreements, facilities and resource use agreements, and other fast-track templates, OCR quickly facilitates access to the assets on campus.

The National Center for Supercomputing Applications (NCSA) at the University of Illinois at Urbana-Champaign, by example, has worked with more than one-third of the Fortune 500, in sectors including manufacturing, oil and gas, finance, establish/hospital, bio/medical, life sciences, astronomy, agriculture, information and communication technology, and many other fields. In 2013, NCSA’s Private Sector Program partners included Boeing, BP, Caterpillar, Cray, John Deere, Dell, Dow, ExxonMobil Upstream Research, GE, Mayo Clinic, Microsoft, Nokia Siemens Networks, Procter & Gamble, Rolls-Royce, and others. They also actively engage with small and medium-sized firms, adding to their ability to compete in the global economy.

In 2013, OCR and the campus network of human and technological resources assisted dozens of companies in adding more than 100 targeted solution projects. In addition to NCSA, campus units engaged in these projects included, by example, Aerospace Engineering, Agricultural & Biological Engineering, Anthropology, Civil & Environmental Engineering, Food Science & Human Nutrition, Geology, the Materials Research Lab, and Mechanical Science & Engineering. With 17 colleges and schools, and more than 150 institutes and centers, the resources available can meet the needs of companies in numerous domains.

In 2004, John Deere established a John Deere Technology Innovation Center (JDITIC) with the University of Illinois to leverage the skills and knowledge of faculty and students in the areas of agriculture, business, engineering, and information technology. OCR and Research Park worked closely with Deere in developing the strategy which led to the establishment of this new facility in the University of Illinois Research Park. The initial goal of JDITIC was to create an accelerated innovation environment to assist Deere in utilizing advanced electronics, mechatronics, advanced sensors and control systems technology. The Center serves as a satellite organization to John Deere’s Moline Technology Innovation Center located at Deere’s World Headquarters in Moline, Illinois, and has been a model for additional global satellite organizations.

To expand their visibility, students, Deere instilled a John Deere Day where on a scheduled date they highlight Deere’s employment opportunities at various across campus. Deere hires Illinois students for 5 different functional areas, and they have intern and employment opportunities for students from a diverse range of disciplines. Tractors or simulation equipment is common on outside grounds near both Engineering and Aaces, and Deere also has a presence at the Business Instructional Facility. OCR works closely with corporate relations and career services colleagues, and with the over 40 Deere representatives from across the company who participated in the 2013 John Deere Day. This event has been so successful it has become a model for other companies interested in increasing their visibility on campus. In addition to this event, Deere also supports a variety of student projects and programs ranging from senior design to Illinois Business Consulting to the ASABE Robotics Design Team.

Research engagement has also broadened with Deere supporting research projects in Aaces, Engineering, Business and GSLS as well as sponsoring the GSLS Corporate Roundtable and being a NCSA Private Sector Partner. Since January 2010, Deere has invested over $2 million in new research projects. [NOTE: uncertain as to whether we can include this number in a public document]. The John Deere Foundation has also provided philanthropic support to campus, funding scholarships, diversity and STEM initiatives.

To continue enhancing this successful partnership, OCR positioned a meeting in September 2013 with Chancellor Wise and Deere CEO Samuel Allen. OCR participated in the meeting, along with multiple senior executives at Deere. Opportunities for continued and new collaborations were discussed, including research, professional and continuing education, applied research and international opportunities.

Most recently, OCR has supported Deere’s Research Park expansion, where the JDITIC will be able to accommodate growth and further engagements with Illinois faculty and students. The expansion will support Deere’s growing technology efforts, and will provide for up to 50 student intern opportunities in computer science, mathematics and statistics, information science and business.
Anheuser-Busch InBev, the Belgian-Brazilian multinational beverage and brewing company, has had a long relationship with Illinois. With the opening of the Bud Analytics Lab in the Research Park in September 2013, the engagement has developed into a true partnership.

Collaborations began to intensify when AB InBev’s Chief People Officer Claudio Garcia visited campus in early 2013 to identify ways to grow existing interactions. Building from a base of student recruiting, discussions evolved to encompass cutting-edge data research and innovation that can solve problems ranging from assortment optimization and, social media and market trends to large scale data initiatives. Garcia’s meetings with University leaders, department heads, faculty, small and large Research Park companies, and Fox Development led to the quick realization that Illinois has much to offer for a company like AB InBev. Subsequent visits by leaders, specialists, and other stakeholders from AB InBev’s global organization confirmed the deep expertise in target areas at Illinois as well as significant pools of student talent available to companies operating in the Research Park. Thanks to the dedication, hard work and enthusiasm of all parties involved, the vision of an AB InBev innovation lab located in the Illinois RP became a reality in record time.

At the opening ceremony of the Lab, Claudio Garcia emphasized how important Illinois is becoming to ABInBev’s global goals. “Our dream is to be the Best Beer Company in a Better World. To achieve our dream we need to constantly innovate and attract the best talent, and our collaboration with the University of Illinois provides a tremendous opportunity to work with the best and brightest in the field.”

“Our dream is to be the Best Beer Company in a Better World. To achieve our dream we need to constantly innovate and attract the best talent, and our collaboration with the University of Illinois provides a tremendous opportunity to work with the best and brightest in the field.”
Economic development continues to be an important campus priority. The OCR works closely with state and regional economic development authorities to provide university support in attracting and retaining business in the state of Illinois and in Champaign County. The primary avenue for direct economic development by the University of Illinois is our Research Park (http://researchpark.illinois.edu).

In 2013, EnterpriseWorks in the Research Park was named "A College-Town Incubator to Watch" by Inc Magazine. Entrepreneurial services provided by EnterpriseWorks is a key element driving this recognition. The newest service launched in 2013 is the I-Corps at Illinois program. This is an NSF program to help commercialize research from universities based on Lean Startup Model of obtaining early customer validation and product iteration to obtain a minimum viable product. The Illinois site is one of 10 I-Corps sites in the US.

New Additions to Research Park in 2013

Dow - The Dow Innovation Center research facility opened focusing on software development services.

Anheuser-Busch InBev - The "Bud Lab" opened in September, receiving much press recognition nationally. Growing operation focused on big data, modeling, and marketing.

Axis Capital - Axis reinforces traditional and specialty property and casualty, motor, credit, and other select risks. The company is based in Bermuda.

Akuna Capital - Akuna Capital is a fast-growing boutique trading house that specializes in derivatives market-making and arbitrage.

The Economic Development Role of Business Incubators

- Geography plays a significant role in the types of businesses incubators attract.
- Chicago-based technology incubators are competitive and now come in public, not-for-profit, and university-based forms. They provide specialized services such as wet labs, pre-incubation activities, and networking events.
- Small city incubators embrace flexibility because of economic challenges in their regions. These incubators rely heavily on local economic development organizations and inexpensive real estate.
- Best practices and approaches for incubators need to vary based on their location and institutional origin.
- Illinois incubators appear to be minimally networked which indicates they may benefit from an extension-type partnership with the University of Illinois Research Park Incubator.

One dimension of corporate engagement is corporate philanthropic support, which may be funded by an individual company or a corporate foundation. In 2013, corporate cash flow gifts to the University of Illinois totaled just over $48 million, representing 20% of total private cash flow support to the University. The OCR works closely with companies and corporate foundations, as well as campus units, to identify programs of mutual interest. The OCR provides an integrating role in proposal submission and stewardship, in partnership with units and the U of I Foundation.

Corporate philanthropy is essential to maintaining student excellence at Illinois, through funding of scholarships, Science, Technology, Engineering and Mathematics (STEM) Programming, diversity programs, and out-of-classroom learning experiences (such as student solar decathlon and hybrid racing design teams, senior design and practicum experiences, and international business immersions). In addition to scholarships and programs, corporate philanthropic funds contribute to the state-of-the-art classroom and laboratories in which the next generation of workforce is trained.
At a time of accelerated change and shortened lifecycles for new technologies, businesses need to be able to monitor, evaluate the potential impact, and entrench themselves in understanding scientific and technological developments in a variety of fields. At the same time, employees want to ensure their understanding, preparedness, relevance, and value in an ever-changing landscape of tools and resources. The University of Illinois at Urbana-Champaign provides multiple channels of professional and continuing education. These include online learning (asynchronous and synchronous) for degree and non-degree pursuits; customized courses delivered to individual industries or companies; and topic-specific summits and seminars—such as cybersecurity, energy/sustainability, High Performance Computing, and Big Data analytics.

By example, in 2013, campus held the first Big Data Summit at the I-Hotel and Conference Center. More than 30 companies and 150 attendees, from startups to Fortune 500 firms, benefited from a day of panels and sessions focused on the analytics tools in and coming to the marketplace and the computing and data infrastructure that make them usable. In the Research Park at the University of Illinois, and following a Mobile Development Day providing an overview of the activities on campus and in the community in the mobile space, an 8-week course in iOS mobile application development, geared towards software programming professionals, was offered.

**International Trade Center Established in Champaign**

The University of Illinois at Urbana-Champaign, the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois Small Business Development Center at the Champaign County Economic Development Corporation opened a new International Trade Center (ITC) in 2013. The ITC supports efforts to increase exports from Illinois to markets around the world. This partnership enables businesses to leverage the University of Illinois’ unique expertise as a world leader in research and teaching, which is further distinguished by the breadth of our programs, broad academic excellence, and internationally renowned faculty. It also provides an opportunity for businesses to engage with the services provided by Illinois Business Consulting, the Technology Entrepreneurship Center, Consulting in Brazil, and other student-centric programs with the ability to engage in market research, cultural understanding, and other topics needed to grow one’s business abroad.

In partnership with the OECD, the ITC serves as the single point of contact for information related to international business, leveraging existing resources and partnerships in the Champaign County region and beyond. The ITC provides businesses with a complete range of services to support the process of international trade including evaluating the company’s readiness to export, examining access to foreign market information, and assisting with documentation, automated trade leads, and linkages with trade representatives.

In addition to helping businesses already involved in international trade, the ITC provides research support for new markets and products and referral assistance for export-related activities, licensing, certification, legal and financial consultation, logistics, and customs issues.

**International Engagement**

As a global leader in education, Illinois continues to expand its reach beyond U.S. borders. We have the highest number of international students among public universities and more than 400 academic partnerships throughout the world.

Last year, we took a major step to increase our international engagement. On December 9th, 2013, Illinois opened its first international office in Shanghai, China as a part of the State of Illinois, China Office. This office will work to develop and strengthen relationships with universities, companies and alumni throughout China. It will also help identify full-time and internship opportunities for Chinese students studying at Illinois. We plan to open an office in New Delhi, India in the coming year as well.

Illinois is fortunate to have a network of more than 625,000 supportive and loyal alumni throughout the world. At recent alumni receptions in Shanghai and Beijing, alumni expressed their enthusiasm to work with the University to connect alumni to current students and to recruit more students from China. In addition, many of our international alumni hold senior and executive level positions in companies around the world.

These relationships with international companies and alumni will be critical for our success moving forward to ensure that we prepare our students for careers in a global economy. Our international corporate partnerships have increased significantly during the last five years. During the last fiscal year international companies invested more than $8 million in Illinois. There are also several international companies in our Research Park.

The office in China will allow us to make academic and business contacts that may lead to new collaborations.

Pradeep Khanna
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