As corporations and other institutions continue to pursue the research, development, and commercialization of biomedical innovations, they are turning to academic research enterprises for strategic partnerships.

Yet collaboration between academic researchers and industry can be complicated. The Business Development team members are alliance managers, helping U-M Medical School researchers and their potential corporate partners navigate the system to determine scope of work, IP terms, contracts, budgets, non-disclosure agreements, and the many other processes involved in “fast forwarding” translational research to a successful outcome.

The University of Michigan averages $1.3+ billion in total research every year.
From units within the Medical School to cross-campus collaborators among our many top-ten schools to local economic development groups, many organizations can touch an innovative project at the University of Michigan as it progresses from basic research to successful commercialization.

**COLLABORATING SCHOOLS**

- College of Engineering
- Ross School of Business
- School of Public Health
- School of Nursing
- School of Pharmacy
- School of Dentistry

**CAMPUS OFFICES**

- Medical School Office of Research
- Business Engagement Center
- Coulter Translational Research Partnership
- Center for Entrepreneurship
- Zell Lurie Institute for Entrepreneurial Studies
- Tech Transfer Office
- Venture Center
- Life Sciences Institute
- Michigan Institute for Clinical & Translational Research
- UMHS Clinical Enterprise
- Office of Research & Sponsored Projects

**EXTERNAL COLLABORATION**

- Michigan Economic Development Corporation
- William Davidson Foundation
- Ann Arbor SPARK
- MichBIO
- Regional & International Industry Partners

---

**BUSINESS AND BIOSCIENCE SAVVY SERVING THE UNIQUE NEEDS OF ACADEMIC MEDICAL RESEARCHERS AND THEIR POTENTIAL CORPORATE PARTNERS.**

---

**research.med.umich.edu/bd**

Ray Aldrich, M.A.
raldrich@umich.edu
734-764-2693

Debra Grega, M.B.A., Ph.D.
dsgrega@umich.edu
734-764-7815

Mike Ranella, M.B.A., M.P.H.
ranellam@umich.edu
734-764-3635

---

**innovation.medicine.umich.edu**

734-615-5060 phone
734-615-9458 fax
ffmioffice@umich.edu

---

04-2016