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 to fill critical program gaps.

Industry collaborations can span consulting and sponsored research to product co-development, yet collaboration between academic researchers and industry can be complicated.

As alliance managers, the Business Development team helps U-M Medical School researchers and their corporate partners navigate the system to determine scope of work, preliminary budgets, potential IP terms, contracts, non-disclosure agreements, and the many other processes involved in “fast forwarding” translational research to a successful outcome.

Connecting Medical School faculty and cross-campus partners with collaborators in therapeutics, healthcare IT, diagnostics, and devices.

The University of Michigan averages $1.5+ billion in total research every year.
From units within the Medical School to cross-campus collaborators to local economic development groups and companies, 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
- Office of Technology Transfer
- Venture Center
- Life Sciences Institute
- Michigan Institute for Clinical & Translational Research
- Michigan Medicine Clinical Enterprise
- Michigan Drug Discovery
- Office of Research & Sponsored Projects

**External Collaboration**
- Michigan Economic Development Corporation
- Ann Arbor SPARK
- MichBio
- Regional & International Partners

**Questions? Contact**

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Business and bioscience savvy, the Business Development team at FFMI serves the unique needs of academic medical researchers and their corporate partners.