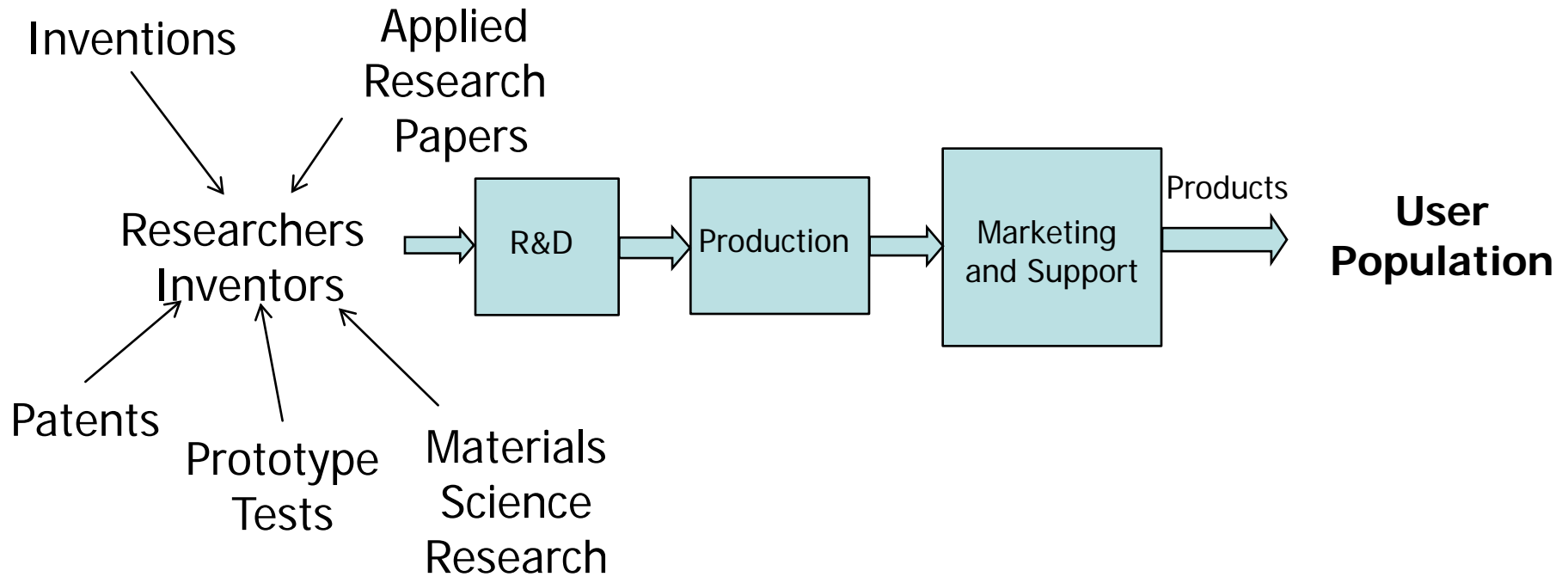


Goals of the Industrial Affiliates Program

- Economic Growth
- New Business Opportunities for Industry
- Entrepreneurship Development
- Research Technology Transfer
- Facilitate hiring highly trained graduates



Drive the Innovation Pipeline!



Collaboration Improves
Technology Adoption Success

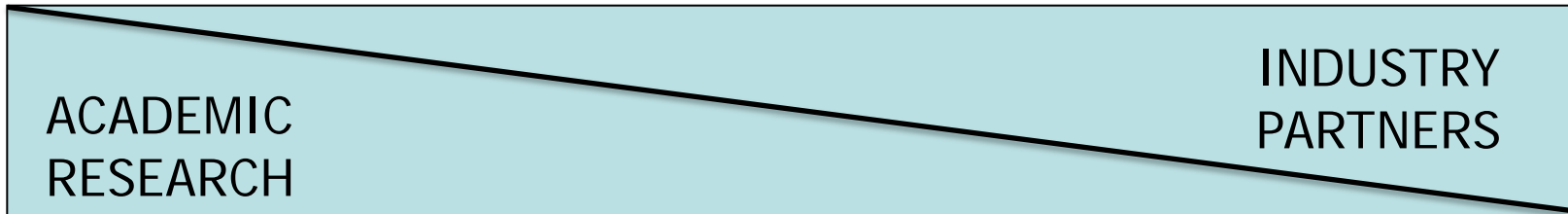
Portions taken from: The Innovators Way, Peter J. Denning and Robert Dunham, The MIT Press , Cambridge Mass, 2010



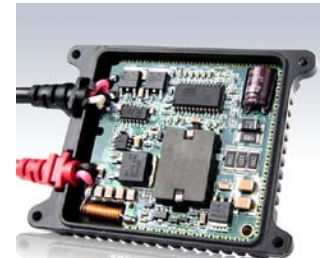
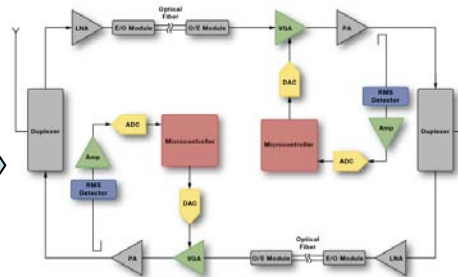
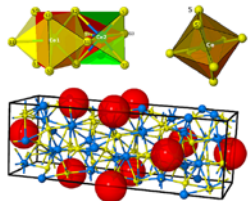
CIAN Technology Transfer Process

Shared Responsibilities

Prove Principles Prove Application Implement and Reproduce Application



$$\begin{aligned}\nabla \cdot \epsilon \mathbf{E} &= \rho \\ \nabla \cdot \mu \mathbf{H} &= 0 \\ \nabla \times \mathbf{E} &= -\mu \frac{\partial \mathbf{H}}{\partial t} \\ \nabla \times \mathbf{H} &= \mathbf{J} + \epsilon \frac{\partial \mathbf{E}}{\partial t}\end{aligned}$$



Industry Membership in CIAN

Status

Prospects

In Discussions

IAB Members

Avago Optical Air Data Systems Yahoo! I/O Data Centers OpNext Lockheed Martin National Instruments Telcordia Thorlabs Simply Bits CrossFire	Hewlett Packard Alcatel/Lucent Intel Ericsson Qualcomm	Fujitsu Nitto Denko Agilent Luxdyne
IBM AboveNet AT&T Microsoft Verizon	Google Magnolia Telemetry Boeing	FNE Kotura Yokogawa <i><u>Just arrived:</u></i> VPI Systems GigOptix Sun/Oracle



CIAN Membership Benefits

TECHNOLOGY RESEARCH LEVERAGE

- For member company, the CIAN management provides a single interface to several CIAN Universities, applies CIAN resources, sets-up and manages associated projects
- CIAN provides individual PI research, and access to the combined expertise from several PIs across CIAN Universities to deliver a system solution

KNOWLEDGE TRANSFER

- CIAN supports Industrial Partner's access to Intellectual Property
 - Assisted search and review of Intellectual Property of CIAN
 - Transfer of know-how from access to researchers
 - Professor lectures at company for staff training



CIAN Membership Benefits (Cont'd)

COST EFFECTIVE AND FAST PROTOTYPE TESTING

- Use of most advanced system test beds at CIAN institutions
 - Documented test capabilities and test support for new products under development
 - Access to distributed testing infrastructure

RECRUITMENT OF TOP STUDENTS

- Access to BS, MS and PhD students trained by CIAN institutions for technical skills, inter-disciplinary teamwork, and other critical skills important to industry
 - Vetted candidates for summer internship and permanent employee positions
 - Member company can learn about skills of candidates prior to hiring



Why Collaborate?

COMPANY STRATEGISTS

- Business opportunities
- Advancement
- Large ROI: \$25K/year fee allows access to \$40M in research

CIAN RESEARCHERS

- Visibility in Industry
- Publications used by others
- Satisfaction that inventions are adopted
- Optimize funding of projects

