

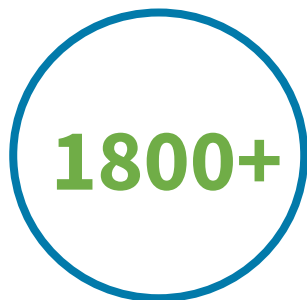
An aerial, grayscale photograph of New York City, showing the dense urban landscape of Manhattan and the surrounding areas. Central Park is visible on the right side, and the Hudson River is on the left. The image serves as a background for the text.

MIT STARTUP EXCHANGE

Connecting Industry and Startups

MARCUS DAHLLÖF
PROGRAM DIRECTOR

Connecting MIT Startups & Industry



MIT-Connected
Startups

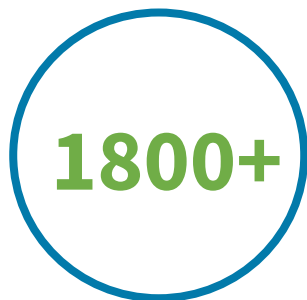


600+
Introductions/year



ILP Members
Global 1000
Corporations

Connecting MIT Startups & Industry



MIT-Connected
Startups



600+
Introductions/year



ILP Members
Global 1000
Corporations

Focus on quality over quantity as you consider how startups can
contribute to your corporate innovation

Post an Opportunity


The screenshot displays the MIT Startup Exchange website interface. At the top, a blue navigation bar contains the MIT Startup Exchange logo, a menu with links for READ, WATCH, ATTEND, ABOUT, STARTUPS, and MIT ILP, and buttons for SIGN-IN, REGISTER YOUR STARTUP, and a SEARCH function. A 'MIT CORPORATE RELATIONS' link is also visible in the top right corner. Below the navigation bar, two opportunity cards are shown. The first card, titled 'Global Automotive Leader seeks AI and 3D Printing Startups', features a circular icon with a person and a sunburst, is categorized as a 'MEETING', and has a 'Past Deadline: Mar 14, 2019'. The second card, titled 'seeks solutions to improve human-robot interaction', features a circular icon with two hands shaking, is categorized as a 'PARTNERSHIP', and has a 'Deadline: Mar 31, 2019'. The text of the second card describes a search for solutions to improve human-robot collaboration and safety, listing three use cases: highly reliable object detection, deterministic localization for mobile robots, and highly reliable recognition of humans. A 'READ FEATURE' button is visible on the left side of the second card, and an 'UPCOMING' label is at the bottom left of the card stack.

MIT CORPORATE RELATIONS


MIT STARTUP EXCHANGE

READ WATCH ATTEND ABOUT STARTUPS | MIT ILP

SIGN-IN REGISTER YOUR STARTUP Q SEARCH

 **Global Automotive Leader seeks AI and 3D Printing Startups** Past Deadline: Mar 14, 2019

MEETING

 **seeks solutions to improve human-robot interaction** Deadline: Mar 31, 2019

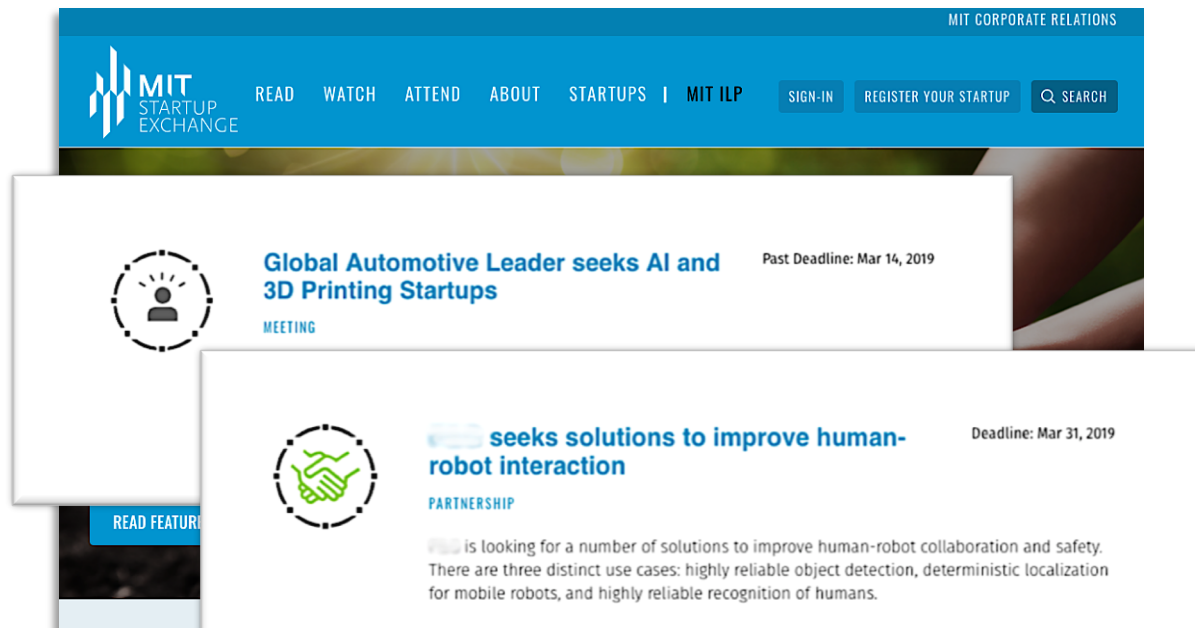
PARTNERSHIP

is looking for a number of solutions to improve human-robot collaboration and safety. There are three distinct use cases: highly reliable object detection, deterministic localization for mobile robots, and highly reliable recognition of humans.

READ FEATURE

UPCOMING

Post an Opportunity



Look for solutions on the periphery

One-on-One Meetings



One-on-One Meetings



No is the second best answer

STEX25 Accelerator



Partnerships



Tulip and Merck KGaA Partner to Accelerate Operator Training for Complex Assembly

- Identified valuable business problem (core business)
 - improve training for manual assembly process on production line
- Met at MIT event, identified by tech scout
- Pilot project to confirm business impact – reduced training cost by 57%
 - Dominant next step
- Relationship was collaborative, transparent
- Clear business owner and internal champion

SUMMARY TAKEAWAYS

1. Focus on quality over quantity
2. Participate, learn by doing and get better over time
3. Look for solutions on the periphery
4. No is the second best answer
5. Have an internal champion

UPCOMING EVENTS

- R&D Conference, Nov 13-14
- Autonomy Conference, April 8-9
- MIT Startup Ecosystem Conference, May 12