

Role of Business Consulting in Technology Commercialization

CIRI Symposium
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Illinois Business Consulting

Introduction



- **Eric Swenson, Associate Director of IBC**
- **Operations Manager, Archer Daniels Midland**
- **Intelligence Analyst, US Army**
- **MS in Natural Resources**
- **Fellow, Atlantic Expedition**

Illinois Business Consulting

The Nation's Largest Fee-Based, Student-Run Consulting Firm



Student Run

- 250 students per year from 9 colleges
- Students are peer-selected
- 14% acceptance rate
- The university's top talent



Project Based

- 50 projects per year
- 1,200+ projects since 1996
- 12 to 14 week semester-long engagements
- 600+ student work hours per project



Company Focused

- Over 500 clients since 1996
- Fortune 500 multinationals
- Government agencies
- Non-profit organizations
- Start-ups



University Sponsored

- Operates under Gies College of Business
- Access to the research and expertise the university
- Professional guidance and oversight
- Client owns all intellectual property and deliverables

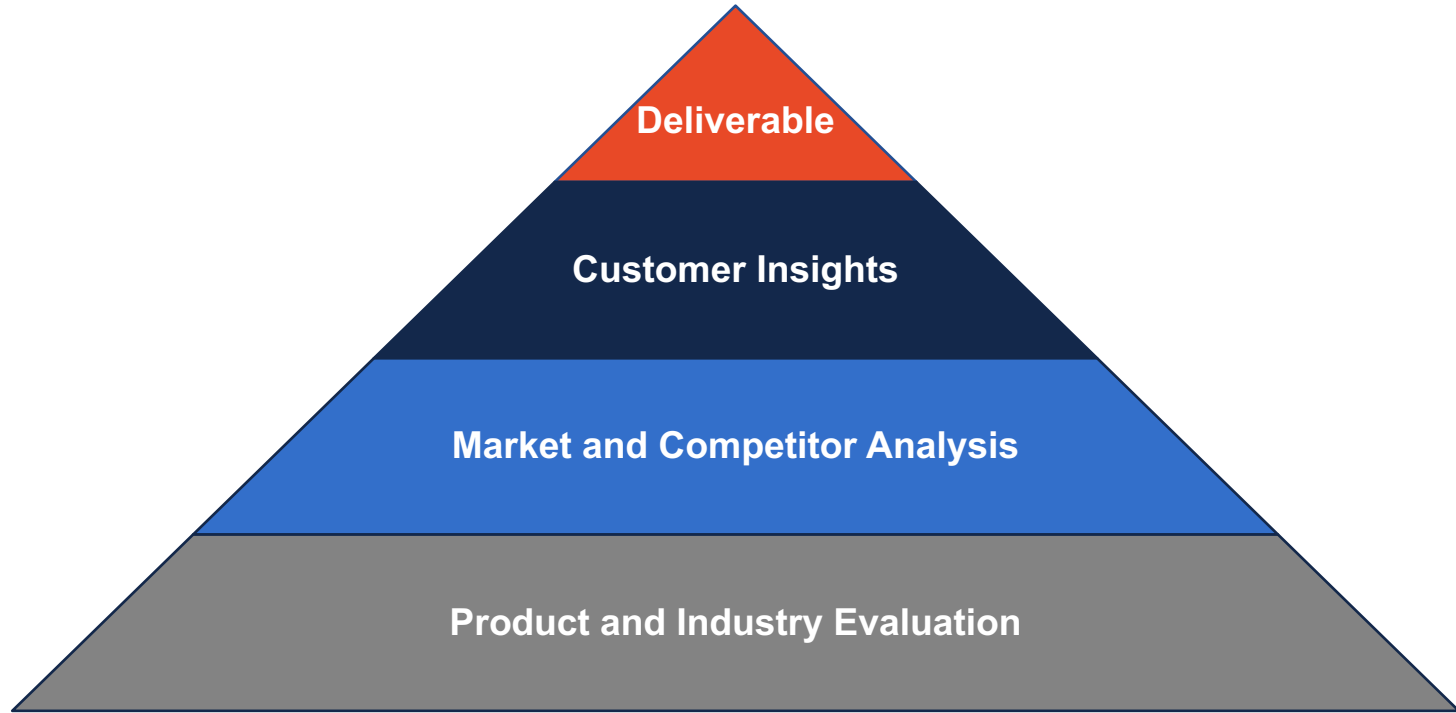
5 of CIRI's technologies are in the IBC pipeline



Products	IBC Status	Product Development	Market Entry
Dashboard	✓	✓	✓
CRISM	✓	✓	✓
Business Resilience Calculator	✓	—	—
CIRI Tech Transition	—	—	✗
LEFT	✗	✗	✗
PRIISM	✗	✗	✗

IBC's partnership with CIRI generates business insights that guide product development and lead to successful market entry

Business consulting leads to focused recommendations



IBC helps CIRI bring its technologies to market through methodical research and stakeholder engagement, leading to data-driven product, price, and market recommendations