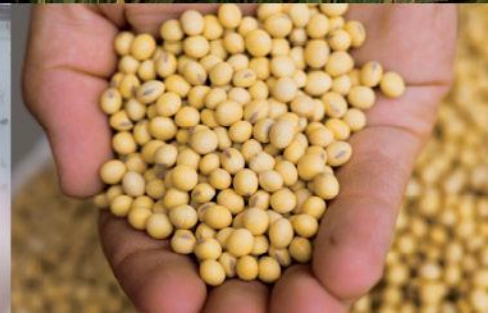


Kansas State University Working with Industry Boot Camp

Session III: How to Formalize the Relationship

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Disclaimer

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Monsanto Employs a Global Technology Organization Conducting R&D in Multiple Crops across ~180 Locations



Monsanto Has an Extensive Alliance Network with Universities & Research Institutions

Plant Science Research Relationships

- 90+ U.S. Universities & Research Institutions
- 70+ International Universities & Institutions

Regulatory Science

- 70+ Universities and Institutions for Ecological, Product Safety and Product Characterization Studies

Product Development Field Trials

- 40+ Universities and Research Institutions in the U.S. and Around the World

Interactions with K-State

Evaluations

Wheat program

Licensing

Land leasing

Letters of Support for Research Proposals

Master Services Agreement

Field Trials - (reduced Ag Exp Station F&A rate applies - 36%)

Material Exchanges

Research funding - (Federally-negotiated F&A rate applies)

Services

Identifying Synergies across a Spectrum of Partnerships with Universities and Research Institutions

Gifts

Fellowships and
Grant Funding

Research Funding

Option agreements
/ Licenses

University-based
start-up companies

Field testing
agreements

Product
co-development



Working with Monsanto

- Scientist to Scientist interaction
 - Professional meetings
 - Publications
- Administrator to Administrator interaction
 - Monsanto TAT to Office of Research and Sponsored Programs
 - Monsanto TAT to Office of Corporate Engagement
 - Monsanto TAT to KSURF