Welcome
Speakers

- **Teresea Madden**, Vice President, Global Educational Outreach and Extended Studies
- **Teik C. Lim**, Provost and Vice President for Academic Affairs
- **Cassandra Smith**, Executive Director, Division for Enterprise Development
- **Bryan Sims**, Executive Director, Division for Enterprise Development
- **Eileen Clements**, Director of Research, University of Texas at Arlington Research Institute
- **Robert Hower**, Chair, Department of Art and Art History

- **Lolin Martins-Crane**, Director, Lockheed Martin Career Development Center
- **Keith Sherwood**, Employer Outreach Specialist, Lockheed Martin Career
- **Olivia Scott**, Coordinator: JLD & Off Campus Work Study, Lockheed Martin Career
- **Mark Sessumes**, Executive Director, TMAC Development Center
- **Harry Dombroski**, Dean, College of Business
FORUM FOCUS AREAS

• Student Experience: Internships
• Expand Research Partnerships & Scholarly Collaborations with Corporations
• Encourage Alumni and Corporate Support Of Endowments
FORUM FOCUS AREAS

• Expand Extension Efforts of Campus Auxiliaries to Improve Local, State, & Regional Economy

• Develop Institute For Global Engagement & Education

• UTA to Serve as the Nexus Between Strategic International Locations, Corporations and Nonprofit Partners.
Cassandra Smith, Executive Director
Bryan Sims, Executive Director
Division for Enterprise Development
By the Numbers

41,074 Registrations

3,304 Classes Delivered

32,720 Unique Participants

1,558 Certificates Awarded

Provided courses & services to 22 states, 7 countries with online services available globally.

362 Employees at DED

127 Contractors and Vendors

$22.0M

Environmental 35%

Public Works 22%

Occupational Safety & Health 28%

Educational & Professional Services 15%
Environmental Services & Training Institute

Regulatory training, consulting, and certification programs for Environmental Safety & Health professionals

LARGEST SERVICE PROVIDER for the Texas Commission on Environmental Quality (TCEQ)

TEN CONTRACTS TOTALING $6M+

In Cooperation With

CORPORATE PARTNERS & PARTICIPANTS

SAMSUNG  Dunn-Edward's PAINTS  ONCOR

United States Environmental Protection Agency

Safety without shortcuts.

ENCECOR WIRE  Environmental Safety Technologies  EHSA PROGRAMAS
Occupational Safety & Health

#1
OSHA Training Institute Education Center in the United States

250,000 OSHA wallet cards
Produced for UTA and 7 Universities nation-wide, creating

$2M+ in revenue

149 locations in a 5-state region & throughout Latin America

11,040 REGISTRANTS

$6.0M COMBINED TOTAL REVENUE

CORPORATE PARTNERS

SAMSUNG

GM
Continuing Education and Workforce Training

40+ PROFESSIONAL CERTIFICATIONS IN BUSINESS & TECHNOLOGY

500+
3rd party Latin America certificates with partnerships in international locations

Multiple delivery methods: online, webinars, traditional F2F

PROFESSIONAL WORKFORCE DEVELOPMENT
- Leadership & Management
- Technology Skills & Applications
- Professional Certification Test Prep
- Continuing Education for Professional Licensures
- Customized Training

CORPORATE PARTNERS AND PARTICIPANTS
- ed2go
- ILUMNO
- VESi
- ed2go
- ASHI
- TSI
- ISN
- CENGAGE Learning
- American Airlines
Public Works Institute

LARGEST TRAINING PROVIDER
For the Texas Department of Transportation (TxDOT)

$4M Annual Revenue

17,206 training participants

ALL 254 COUNTIES are provided training & consulting services by the Texas Local Technical Assistance Program

Funded by the Federal Highway Administration

CORPORATE PARTNERS

- Austin
- Austin Bridge & Road
- The Associated General Contractors of Texas
- Webber

- TxLTAP -
Conference & Event Management

DED CONFERENCES
TSDOS: Annually - 1200
OSHA Safety Conference: Biennially - 1250
Oil & Gas Env. Conference: Biennially - 400
OSHA Construction Conference: Biennially - 400

CAMPUS CLIENTS
UTA Department of Physics: LCWS
UTA Police Department: Tall Cop Says STOP
College of Engineering: Advanced Manufacturing Aerospace Workshop
IEEE: CASE

FROM VISION TO RESULTS: CONFERENCE AND EVENT MANAGEMENT SERVICES
CONSULTATION
MARKETING
PLANNING & EXECUTION
REGISTRATION
LOGISTICS & MANAGEMENT
ON-SITE MANAGEMENT

CORPORATE PARTNERS

3M  leidos  BHP

TSDOS 2019
52ND YEAR

AMERICAN PETROLEUM INSTITUTE
ConocoPhillips
bp
Health Careers Institute

CORPORATE PARTNERS

Centered in Care
Powered by Pride

Texas Health
Arlington Memorial Hospital

TEXAS ONCOLOGY

20 ALLIED HEALTH CERTIFICATIONS INCLUDING

Certified Nurse Aide (CNA)
Clinical Medical Assistant (CMA)
Dental Assistant
EKG Tech
Medical Coding & Billing
Patient Care Technician
Phlebotomy Technician
Veterinary Assistant

241 Externship Sites
Eileen Clements, Director of Research, University of Texas at Arlington Research Institute
Corporate Partnerships Forum

Dr. Eileen Clements
Director of Research
UTARI

- Applied research arm for UTA with a focus on technologies with a commercial potential
- **Mission**: “Perform R&D linking discovery, development, and technology commercialization leading to technology-based economic development...”
- Full-time scientists and engineers, faculty researchers, and students
- Collaborate with faculty at UTA, UNTHSC, UTD, UTSW, and more
- Industry partnerships
- Student internship program
Research Areas

- **Biomedical Technologies**
  - Preventative Care
  - Rehabilitation
  - Wound Healing

- **Institute for Predictive Performance Methodology:**
  - Strength and Life Prediction
  - Discrete Damage Modeling
  - Methods for Multiscale Manufacturing
  - Mesoscale Modeling of Microstructures in Materials
  - Flexible Electronics for Diagnostics

- **Automation & Intelligent Systems:**
  - Assistive Robotics
  - Unmanned Systems
  - Manufacturing Automation

Images:
- Automated Seat Cushion for Pressure Ulcer Prevention
- Reheal Glove for Vacuum Assisted Wound Healing
- CNT strands covered with Cu
- Matrix Cracking & Delamination

The University of Texas at Arlington Research Institute
Working with Industry

➢ Teaming on grant proposals

• Federal and State opportunities to enhance an existing product in a company’s product line or translation of UTA technology from the lab to market ready goods or services

Collaboration on Air Force STTR:
UAVs and artificial intelligence for surveying

Consortium Grant w/ Spin-off:
Low-volume manufacturing for negative-pressure wound therapy glove to speed healing and regain motion of the hand

Local partnership on NSF STTR:
Current funding combining UTARI soft robotic wearable devices for rehabilitation and company virtual reality technology
Working with Industry

- **Sponsoring R&D projects**
  - Industry funded projects to enhance an existing technology or process in a company's offering
    - Dedicated research staff focused on project
    - Mindful of factors important to industry: Intellectual property, schedule, deliverables, budget
    - Student sponsorship opportunities
  - Business development focused on getting contracts executed in a timely manner (NDAs, MOUs, SRAs etc.)

**Lockheed & Boeing Sponsored Projects**: Extending the life of composites on airframes

**Lockheed & Small-Business Sponsored Projects**: Utilizing Swarm UAV technologies to support the warfighter and first responders

**Golf-ball Reseller Sponsored Project**: Machine-vision and machine-learning for manufacturing sorting solutions
Student Research Opportunities

- Internship program
- Available research positions posted to our website each semester
- ~100 applications each semester; ~50 placements
- Some students are funded off of external projects, including industry projects
- Some students volunteer for the experience
Robert Hower, Chair, Department of Art and Art History
THE DEPARTMENT OF ART + ART HISTORY
CORPORATE STRATEGIES
WARMEST GREETINGS!
CURRENT EDUCATIONAL CHALLENGE
COMPETITION
WHO ARE WE,
WHAT DO WE DO,
WHY DOES IT MATTER
25,145,561 PEOPLE IN TEXAS

11,020 GRAPHIC DESIGNERS

2,710 WORK IN DALLAS

Source: Education News
DALLAS IS HOME TO APPROXIMATELY 25% OF ALL TEXAS GRAPHIC DESIGNERS
DFW DESIGN JOB MARKET

INSTITUTIONS:
- UNT
- TAMU-C
- TCU
- SMU
- UTA
- UT
- UH
- TWU
- TTU

PRESENTATION: CEO/President, TEXAS MARKET, 2019-
PLENTY OF ZIG.
LET’S ZAG.
HOW DO WE STAND OUT?
IT’S NOT WHAT WE SAY IT IS
IT’S WHAT YOU SAY IT IS
FOCUS
FOCUS
HOW INDUSTRY MERGED WITH EDUCATION AT UTA

ICPF
TEXAS GOVERNOR’S OFFICE
UNIVERSITY PROVOST
ART + ART HISTORY DEPARTMENT
RESEARCH

IS THIS THE RIGHT OPPORTUNITY?

PRESENTATION: CORPORATE STRATEGIES

MAY 3, 2019 - UTA
ARLINGTON, TEXAS, U.S.A.
NO TEXAS SCHOOLS ON THE LIST
COLLABORATION WITH INDUSTRY WILL PROVIDE THE TRACTION TO MOVE THE PROGRAM FORWARD
U.S.A. PACKAGING INDUSTRY GENERATES $1.2B IN REVENUE EACH YEAR

Source: Association of Independent Corrugated Converters
99 PACKAGING COMPANIES IN TEXAS

171 PACKAGING COMPANIES IN THE SOUTHWEST U.S.A. REGION

Source: Association of Independent Corrugated Converters
MORE JOB OPTIONS FOR OUR GRADS
YES, PLEASE.
NEW SOFTWARE & TECHNOLOGY DONATION
VALUED AT MORE THAN

$1 MILLION
DATATECH DT3000
ESKO ARTIOSCAD
NEW IN 2018

KONGSBERG

XL-24

PRESENTATION:
CORPORATE STRATEGIES

NOVEMBER 14, 2019 - UTA
ARLINGTON, TEXAS, U.S.A.
COMING SOON

BESJET 8’ X 4’ FLATBED PRINTER
THE BALANCE BETWEEN STRUCTURE AND DESIGN

STRUCTURE DESIGN

GRAPHIC DESIGN
COURSES OFFERED EACH SPRING & FALL SEMESTER

UP TO 184 STUDENTS ENROLLED EACH YEAR
IT’S WORKING. IT’S REALLY WORKING.
NEW COURSES ADDED
INTERNSHIPS WITH LOCAL PACKAGING COMPANIES
FULL-TIME PACKAGING JOB PLACEMENTS
RECOGNITION
THE ICING ON THE CAKE
AND WHO DOESN’T LIKE ICING?
STUDENT AWARDS
35 NATIONAL AWARDS FOR PACKAGING SINCE 2013
NATIONALLY RANKED DESIGN PROGRAM
#46 NATIONALLY

#19 AMONG PUBLIC SCHOOLS AND COLLEGES

Source: Animation Career Review
VISUAL COMMUNICATION DESIGN
CONCENTRATION LEVEL:

8 - INTERNSHIP #2
ADVANCED LEVEL FOR QUALIFIED CANDIDATES TO COLLABORATE WITH INDUSTRY PARTNERS

9 - PROFESSIONAL PREP / INDUSTRY CAPSTONE
PACKAGING INDUSTRY-FOCUSED TO ROUND OUT THE STUDENT PORTFOLIO
Senior level students focusing on the technical and successful delivery of a finished project.
Opportunity to evaluate the creative and productive abilities of our students for possible internship opportunities or full-time employment.
Faculty project advisors have the opportunity to interact with sponsors which may lead to future collaborations.
WORKSPACE VISION
STUDIO PLACEMENT

- 3rd Floor North Side: 1500 sq. ft
- 2nd Floor North East Corner: 1200 sq. ft
INTERIOR STUDIO/CLASSROOMS

- Exposed Architecture
- Open Plan
- Classes, workshops, training opportunities
- Combined lecture and studio spaces
INDUSTRY PARTNERSHIPS / SPONSORSHIP
DFW PROSPECTIVE INDUSTRY PARTNERS / SPONSORS:
PACKAGING MANUFACTURERS & VENDORS

Abox Packaging
Age Industries
All Star Corrugated
American Carton Company
Bana Box
Cartamundi USA
Champion
Container Company
Dallas Container
Englander DZP

Frankston Packaging
Graphics 2 Press
General Packaging Corp
Georgia Pacific LLC
Green Bay Packaging
Harris Packaging
International Paper
IntegraColor
Jim Dandy Boxes
KapStone Container Corp
DFW PROSPECTIVE INDUSTRY PARTNERS / SPONSORS:
PACKAGING MANUFACTURERS & VENDORS

Leaman Container
Liberty Carton Co.
Lone Star Corrugated
Motivating Graphics
Multi Packaging Solutions
Nationwide Press
Packaging Corporation of America
Performance POP
Pollock
Pratt Industries
Smurfit Kappa Bates

Smurfit Kappa Forney
Southern Graphics
Southern Champion Tray
Spartan Printing
Specialty Container Corp
Speqtrum,
SupplyOne
Tharco
Titan Corrugated, Inc.
Victory Packaging
West Rock
BUSINESSES WITH IN-HOUSE DESIGNERS FOR PACKAGING (GRAPHIC/STRUCTURAL DESIGNERS)

PACKAGING MANUFACTURERS & VENDORS

Advocare  
Alcon Labs  
Central Gareden and Pet  
Dennex  
Diamond Display  
Donruess Playoff  
Doskocil Manufacturing  
Frito Lay  
Fruit of the Earth  
Galderma  
GC Packaging  
Hatco  
Justin Boots  
Kent Landsberg  
Lasko  
Mary Kay Cosmetics  
Panini  
Pier 1 Imports  
Radio Shack  
Stephen Gould Corp  
Swiss American  
Texas Instruments  
TIGI Linea
COMPANIES WITH PACKAGING DESIGNERS/ENGINEERS ON LINKEDIN

7-Eleven
Ateriors
Beauty Manufacturing Solutions
Dr. Pepper Snapple Group
Dal-Tile Corporation
Dillard’s Edge Imports
Flextronics
Fossil Group, Inc.
JcPenny
Kimberly Clark
Lidl
Michael’s Stores

Orbital ATK
Pabst Brewing Co
PepsiCo
Platinum Imaging
ProPack Marketing
Resource Mfg
Sally Beauty
Samsill
St. Jude Medical
YFY Jupiter
IN SUMMARY
WHEN INDUSTRY PARTNERS WITH EDUCATION...
EVERYONE BENEFITS
Q & A
Lolin Martins-Crane, Director
Keith Sherwood, Employer Outreach Specialist
Olivia Scott, Coordinator of Work-Study and JLD
Lockheed Martin Career Development Center
### Engaged Industry and Business Partnerships

UTA is DFW’s industry and business **first choice** for top workforce ready talent. The Center partners with employers to succeed in hiring UTA talent, build and sustain a strong brand on campus and connect employers with our students, alumni and faculty.

### Inspired and Confident Students

- **Enabling and preparing** the student community to reach lifelong professional and personal success through career development experiences and discoveries.

### Loyal and Active Alumni

- Creating **lifelong alumni commitment**, loyalty and ongoing professional support through the Career Development Center resources, networks and events.

### United Academic Alliance

- Creating a **unified and collective alignment** with UTA academic schools/colleges around career development. Ensure collective sharing of **best practices** and leverage knowledge.
Lockheed Martin Career Development Center: 2017-2018 Highlights

- 22,700+ students serviced
- 641 events and experiences for students and alumni
- 410+ employers conducting presentations, office hours, and workshops on campus
- 11,000+ employers in Handshake
- 16,000+ student profiles
- 23,700+ jobs posted
- 11,000+ internships posted

*Numbers are totals to date
Lockheed Martin Career Development Center: Engaged Industry and Business Partnerships

<table>
<thead>
<tr>
<th>ONGOING OFFERINGS</th>
<th>GROWTH 2019-2020</th>
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<tbody>
<tr>
<td>▪ Job Fairs / Internship Job Fairs / Virtual Job Fairs</td>
<td>▪ Job Fairs – 7 to Launch in Fall and Spring</td>
</tr>
<tr>
<td>▪ Tailored Internship Programs</td>
<td>▪ Grow Tailored Employer Partnerships/Internships per semester</td>
</tr>
<tr>
<td>▪ On Campus Alumni Employer Engagement</td>
<td>▪ Implement “Center Alumni Employer Panel”</td>
</tr>
<tr>
<td>▪ Alumni Mentoring Program</td>
<td>▪ Grow Alumni Mentoring Program – 8 events for Fall and Spring</td>
</tr>
<tr>
<td>▪ Veteran Corporate Dialogue Sessions</td>
<td>▪ Launch Online Alumni Mentorship Program – Fall 2019*</td>
</tr>
<tr>
<td>▪ On Site Employer Visits (Mavs on Site)</td>
<td>▪ Launch Employer Mentoring Program</td>
</tr>
<tr>
<td>▪ Chamber Participation and Presence</td>
<td>▪ Launch Veteran Mentorship Program – online mentorship program</td>
</tr>
<tr>
<td>▪ Employer Office Hours</td>
<td>▪ Grow Veteran Corporate Dialogues sessions with targeted employers</td>
</tr>
<tr>
<td>▪ Mock Interviews with Employer Feedback</td>
<td>▪ Grow Mavs on Site program; 5 per semester in Fall and Spring</td>
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<tr>
<td>▪ Mix and Mingle Networking Sessions</td>
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<tr>
<td>▪ Employer Workforce Development Presentations</td>
<td></td>
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<tr>
<td>▪ Recruiting Strategies Workshops</td>
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<tr>
<td>▪ Employer to Employer Workshops</td>
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</tbody>
</table>

- More than 100 new employer contacts made each month by each Outreach Specialist: Fortune 500/DFW Top 125 – Government and Non-Profit - Small to Medium Size Sector - JDL/Off Campus Work Study.

- Metrics/Goals: 99% Employer Satisfaction score

* Supports the MavAdvantage Program
## Lockheed Martin Career Development Center: Tailored Internship Programs

**ONGOING OFFERINGS**
- DRG (Dallas Restaurant Group)
- DART (Dallas Area Rapid Transit)
- SDL
- Vivint Smart Homes
- ISI Language Solutions
- Language Marketplace
- Goldin Peiser & Peiser, LLP

**IN DEVELOPMENT**
- Wells Fargo
- Pepsi
- Blue Cross Blue Shield
- DFW/Dallas City Council
- Lowes Hotels
- Lockheed Martin College Work Experience Program
- Texas Rangers Golf Club
Lockheed Martin Career Development Center:
Off Campus Work-Study

- Federal and state funding subsidizes student wages off campus with contracted employers
  - Math and reading tutoring positions: 100% funded
  - Community service positions: 75% funded
  - For profit positions: 50% funded

- Growth over 11 months:
  - 400% increase in the number of contracts held with off campus employers (from 3 employers to 15)
  - 3200% increase in the number of approved off campus Work-Study positions (from 1 to 33)
<table>
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<th>ONGOING OFFERINGS</th>
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<tr>
<td>One-On-One Career Discovery Appointments</td>
<td>Launch Career Culture Across Campus with the Academic Colleges</td>
</tr>
<tr>
<td>Workforce Skills Presentations</td>
<td>Launch Career Readiness Professional Skills Academy – Fall 2019</td>
</tr>
<tr>
<td>Resume Writing Seminars</td>
<td>Grow Career Spot: “Just in time student career support” program</td>
</tr>
<tr>
<td>Job Search Strategy Workshops</td>
<td>Launch online career development services – portfolio in summer</td>
</tr>
<tr>
<td>Career Development Institute Sessions</td>
<td>Grow online student support through Marketplace</td>
</tr>
<tr>
<td>Dining Etiquette</td>
<td>Grow Inclusion Constituency Council for marginalized populations</td>
</tr>
<tr>
<td>Speaker / Presenter Series on Workforce Skills</td>
<td>Launch Internship Course (credit or non-credit)</td>
</tr>
<tr>
<td>Skills and Values Assessments</td>
<td></td>
</tr>
<tr>
<td>Experiences for each phase of career development</td>
<td></td>
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<tr>
<td>College Partnership Initiatives – Career as part of the curriculum</td>
<td></td>
</tr>
</tbody>
</table>

- Metrics/Goals: 96% Partnership Satisfaction Score
- More than 200 academic partnership sessions across campus
Lockheed Martin Career Development Center:
Partner with us!

- Questions about this presentation
- Services and presentations we can offer your classroom and/or college
- Details about Job Fairs & Internship Fairs for your students
- Connections with specific employers
- Connecting your alumni with our mentorship program and events

careers@uta.edu

817.272.2932
Mark Sessumes, Executive Director, TMAC
Other Texas Stats

- 1.64 Trillion Total State GDP
  - 10th Largest in the WORLD
- $225 Billion Mfg (14%)
- 18,000 Manufacturers
  - 850,000 Employees
- 11,000 new manufacturing jobs created from 2013–2017
  - (one of the top U.S. metropolitan areas)
- 3.5–4% annual manufacturing job growth per year
- DFW job market best in U.S.
Manufacturing

Real value added to the Gross Domestic Product (GDP) of Texas in 2017, by industry (in billion chained 2009 U.S. dollars)

This graph shows the real value added to the Gross Domestic Product (GDP) of Texas in 2017, by industry. In 2017, the mining industry added 167.95 billion chained 2009 U.S. dollars of value to the state GDP.

State and Area Employment, Hours, and Earnings

Series Id: SMS000000000000000001
Seasonally Adjusted
State: Texas
Area: Statewide
Supersector: Manufacturing
Industry: Manufacturing
Data Type: All Employees, In Thousands

[Graph showing employment trends over time]
Industry Sectors

- Aerospace Products
- Electronic Instruments
- Semiconductors
- Computer Equipment
- Machinery
- Primary Metals
- Pharmaceuticals
- Chemical Resins
- Plastics & Rubber Products
- Wood & Paper Products
- Food Processing
- Motor Vehicles & Parts
- Medical Equipment
- Communications Equipment
- Electrical Equipment
- Fabricated Metal Products
- Furniture
- Basic Chemicals
- Other Chemicals
- Petroleum Products
- Beverage Products
- Agriculture & Livestock
The TMAC Mission

Increase the global competitiveness of the Texas Economy by growing the extended manufacturing enterprise.
TMAC works with businesses to accelerate their profitable growth and competitiveness by developing and improving their products, processes, technologies and people.
Extended Manufacturing Enterprise

- View manufacturing, not as a function, but as an extended enterprise that is integrated across the supply chain and focused on the customer.
NIST/MEP

18,200 jobs created & retained

$652 million in cost savings

$2.25 billion in new & retained sales

400 CENTERS NATIONWIDE
Work Smart. Grow Smart.

- Work Smart
  - Effectiveness
  - Efficiency
  - Productivity
  - Competitiveness

- Grow Smart
  - Grow the business *intelligently*
  - Grow people
Accelerating Profitable Growth & Value

Increase Revenue
- Unique product ideas, designs, prototypes
- Market & technology research

Decrease Expenses
- Increase productivity & optimize product designs
- Lead time reduction
- Quality improvement

Increase Return on Investments
- Reduce working capital (free up cash)
- Improve machine performance / capacity

16:1 return per $ invested in a project
Tailored Solutions

- IN 9 KEY AREAS

- Executive Leadership
- Accounting & Finance
- Product Development
- Sales & Marketing
- Supply Chain
- Production & Operations
- Maintenance & Facilities
- Human Resources
- Administration
Operational Excellence
Business Management and Leadership
Strategic Planning Policy Deployment
Business Valuation
Profit Planning
Financial Analysis
Transition Planning
Executive Team Development
Executive Coaching
Systems Measurement
Talent Management
Organizational Transformation and Development
Change Management
Production / Operations Management
Supply Chain Optimization

Business Assessment
Financial Analysis
Family Business Advisor
Business Valuation
Profit Planning
Lean Accounting / Costing
Theory of Constraints
Total Cost of Ownership
Cost Management
Make / Buy Analysis
Activity Based Costing / Management

Market Research
Commercialization
Sales and Marketing Strategy
Marketing Communications
Sales and Operations Planning
Recognition and Rewards Systems

Value Analysis / Value Engineering
Continuous Innovation
Concept Design / Detail Design /Prototyping / Testing
Product Design
Lean Product Development
Lean Six Sigma for Product / Process Design DF(X) –
Design for Manufacturing / Assembly / Sustainability / Maintenance /
Safety Risk Management
Technology and Supplier Scouting
Assessment and Research
Engineering Analysis
Process Engineering / Design / Automation

Industrial Engineering
Manufacturing Engineering
Total Productive Maintenance (TPM)
Quality / Environmental / Safety
38,015 new & retained jobs

3,327 companies with completed projects*

$152,078 average project return

16:1 return per dollar invested in a project

$9,353 average project cost

$1.37 billion cost savings**

1.44 billion new & retained sales

10,884 projects delivered*

48.87% repeat customers*

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Thank you

Mark Sessumes
TMAC
817.312.5853
mark.sessumes@tmac.org

www.TMACdfw.org
www.nist.gov/MEP
Harry Dombroski, Dean, College of Business
Corporate Partnership Development

Essential for the success of the CoB

- Promotes CoB visibility within the community
- Assists in funding needed programs
- Provides Students with internships, mentorships and career opportunities
- Provides faculty with critical relationships to conduct meaningful research and opportunities
Corporate Partnership Development

Current Programs:

- Annual Firm Night (Accounting)
- Center for Innovation Digital Transformation (ISOM)
- Annual Analytics Symposium (ISOM)
- Professional Selling Program (Marketing)
- BB&T Leadership Institute
- CPE day sponsored by FEI and other accounting firms (Accounting)
- Real Estate Center Luncheons (Finance and Real Estate)
- Financial Literacy Program (Finance)
Corporate Partnership Development
Advisory Boards:

- CoB Advisory Board
- MSMR (Marketing Research)
- MSHRM (Human Resource Management)
- Accounting Advisory Board
- Analytics Advisory Board
- MSRE (Real Estate)
- MS Healthcare Administration
Strengthening corporate relationships is a critical component of the CoB’s 2019 Strategic Plan.

Additional outreach through Maverick Macroeconomics, Industry Symposia, etc.

Customized programs, industry sponsored capstone projects; continuing education programs

CoB provide seed funding and allow profits to be retained.
Executive Certificate in Business Analytics Program:

- Customized to the needs of the Company
- Program delivered on-site
- Reskill executives; promote a data driven decision culture
- Scalable
Q & A
Registrant Speakers:

Rose Youngblood, Institutional Advancement
Woo-Suk Chang, Department of Biology
Venu Varanasi, Col of Nursing and Health Innovation
Teri Schultz, Research Administration
Peggy Semingson, Col of Education/Department of Curriculum & Instruction
Closing Comments

Teresea Madden

Vice President for Global Educational Outreach and Extended Studies
Symposium on Data-Driven Discovery

Wednesday, May 8, 9:00-11:00 a.m.

Register Today!

The Data Driven Discovery theme represents UTA’s commitment to focus on inter-disciplinary advances in data science and analytics to enable computation-based discoveries, propel research in all fields, and develop new technologies for society. We will use big data to discover and share new state-of-the-art information, as well as enhance existing knowledge.