



**Missouri S&T Faculty Funding  
Booklet  
Volume 2: Corporate Funding  
(March 2026)**

*A curated guide to research funding aligned to Missouri S&T strengths*

Missouri S&T's research enterprise is focused on advancing knowledge that strengthens national security and economic competitiveness while preparing students to lead in science and engineering. This Corporate Funding Booklet serves as a practical guide for faculty seeking to identify and engage high-value industry sponsors whose priorities align closely with S&T's research strengths.

The booklet offers focused summaries of major corporate funders, the research areas they typically support, and general pathways for engagement and proposal submission. Direct links to official sponsor resources are included to help investigators move efficiently from opportunity identification to proposal development.

The Proposal Development Unit, OSP, and the broader Division of Research and Innovation support faculty throughout the proposal lifecycle, from early concept development and team formation to strategic review of complex submissions. I encourage investigators to engage our team early as we continue to expand S&T's research impact as a leading public R1 institution.



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## Introduction

Industry partnerships can accelerate impact and translation while building long-term talent pipelines. At the same time, industry projects operate under business timelines and IP considerations that differ from federal grants. Use the following to shape expectations and mitigate friction points early:

### **Advantages of corporate research partnerships:**

- Access to real-world datasets, proprietary tools, testbeds, and customer use cases.
- Faster path to impact, scale, and potential commercialization partners.
- Co-advised students and pipelines to internships and full-time roles.
- Potential for multi-year master research agreements (MRAs) and repeat work.
- Co-branding, joint publications (when permitted), and visibility with product teams.

### **Common friction points (and what to do about them):**

- Intellectual property: clarify “foreground/background IP”, licensing, and patent responsibilities in the SOW and agreement.
- Publication: define “review windows” (e.g., 30–60 days) for pre-publication review and removal of proprietary details.
- Confidentiality & data: ensure “NDA/CDA” is in place; specify data handling, retention, and secure computing.
- Export controls: determine EAR/ITAR status and any publication or participation constraints before work starts.
- Timelines & deliverables: agree on “milestones, acceptance criteria, and reporting cadence”; industry expects predictable execution.
- Budgeting: industry projects typically use “full F&A” and may require costed hourly rates; clarify equipment/cloud usage and subscriptions.

## Part I — Identifying and Securing Corporate Funding

### Map company strategy to your value proposition:

- Read annual reports, product roadmaps, technical blogs, and open RFPs; align your problem statement to business outcomes (e.g., cost, yield, safety, sustainability).
- Draft a two-page concept note: problem, novelty, data/validation plan, milestones, and what success unlocks for the company.

### De-risk agreements early (work with the Office of Research and Innovation & Corporate Relations):

- Secure the right pre-agreement: NDA/CDA for discussions; then SRA/SAA for funded work; consider MRAs to accelerate future work.
- Negotiate publication review windows, data rights, IP (foreground/background), student participation, export controls, and data security.

### Co-design a precise Statement of Work (SOW):

- Define milestones with quantitative acceptance criteria and demonstration artifacts (code, dataset, prototype, report).
- Specify roles, technical POCs, cadence (bi-weekly), and delivery format; include risk register and go/no-go points.

### Budget intelligently:

- Use the correct industry F&A rate and clarify allowable costs (cloud, software licenses, fabrication, test services).
- Avoid under-scoping personnel time; price in PI oversight, RA support, and student stipends/tuition (if applicable).

### Pursue multiple entry points:

- Respond to open corporate RFPs/CFPs when available; in parallel, cultivate champions in business units and corporate research.
- Consider gifts + in-kind (e.g., cloud/GPU credits) as a bridge to sponsored research.

## Part II — Sources of Corporate & Industry Funding

The following are just some of the pertinent companies, many of which already support research here at S&T.

### Boeing

Official link: [Boeing – Community & University Engagement](#)

Company overview: Boeing engages universities through strategic partnerships, talent pipelines, and targeted initiatives. Philanthropic investments emphasize STEM education/workforce development, while sponsored research is typically developed with Boeing technical teams rather than through open, unsolicited research grants.

What they support:

- Aerospace systems and digital engineering (model-based design, digital twins).
- Advanced manufacturing, autonomy, AI/ML, and safety/reliability engineering.

How to apply:

- Start with the Office of Development and an interested technical team; share a 1–2 page concept and proposed SOW.
- Philanthropic STEM grants route via Boeing Global Engagement; research funding generally flows through negotiated SRAs.

## Honeywell

Official link: [Honeywell – University Partnerships \(example initiative\)](#)

Company overview: Honeywell partners on applied R&D, workforce pipelines, and innovation hubs (e.g., Honeywell Innovation Hub at UNC Charlotte), spanning automation, aerospace, energy, and smart buildings.

What they support:

- Applied R&D in controls/automation, industrial software, energy transition, and materials.
- Capstones, internships, and translational testbeds tied to business units.

How to apply:

- Coordinate introductions via the Office of Development; opportunities are typically co-developed with a business unit rather than open calls.

## Lockheed Martin

Official link: [Lockheed Martin – Social Impact & Guidelines](#)

Company overview: Lockheed Martin funds strategic university collaborations and workforce initiatives; charitable grants (STEM, veterans, community resiliency) do not accept unsolicited requests. Research collaborations commonly proceed under MRAs with targeted statements of work.

What they support:

- Autonomy, AI/ML, secure & resilient systems, advanced materials/manufacturing, hypersonics, and mission-aligned technologies.

How to apply:

- Engage technical champions to scope SOWs; philanthropic requests follow posted guidelines and are separate from research funding.

## Microsoft Research (MSR)

Official link: [Microsoft Research – Academic Programs](#)

Company overview: MSR collaborates with faculty and students through fellowships, grants, datasets/models, and targeted calls in AI, systems, HCI, and the societal impacts of AI.

What they support:

- Academic fellowships and themed research collaborations; events and access to tools/models.

How to apply:

- Monitor open calls on the MSR Academic Programs page; follow program-specific eligibility and submission instructions.

## Amazon Research Awards (ARA)

Official link: [Amazon Research Awards – Program](#)

Company overview: ARA provides unrestricted gifts and AWS Promotional Credits for university research aligned to Amazon's focus areas; outcomes are typically publishable and may be open-sourced.

What they support:

- AI/ML, robotics, sustainability, security/anti-abuse, automated reasoning, and more.

How to apply:

- Submit during published spring/fall CFP windows; proposals are short and emphasize impact at scale; awards include gift funds + AWS credits.

## AWS Cloud Credit for Research

Official link: [AWS – Cloud Credit for Research](#)

Company overview: AWS awards promotional credits to support cloud proofs-of-concept, cloud migrations, and science-as-a-service tooling. Reviews are rolling with typical 30–120 day cycles.

What they support:

- Compute, storage, data pipelines, and training resources for research teams.

How to apply:

- Apply via AWS portal; student awards are capped (typically up to \$5,000), while faculty/staff awards are uncapped and sized to need.

## Intel Labs & University Collaborations

Official link: [Intel Labs – University Collaborations \(overview\)](#)

Company overview: Intel engages universities via open collaborative research centers (ISTCs/ICRIs) and targeted calls in computing systems, microelectronics, AI, and security.

What they support:

- Institute-scale collaborations: microelectronics, AI, systems, and security.

How to apply:

- Engage via Intel Labs calls or through partner centers

## Bosch Research

Official link: [Bosch – University Cooperation](#)

Company overview: Bosch partners with universities on applied AI, sensing, robotics/automation, mobility, and materials; collaborations range from sponsored research to open innovation through RTC-NA nodes in Sunnyvale, Pittsburgh, and Boston.

What they support:

- Mobility & automation, sensors, energy systems, and AI/ML.

How to apply:

- Engage Bosch RTC; submit collaborations via the Bosch Open Innovation Gateway when appropriate.

## **NVIDIA Academic Grant Program**

Official link: [NVIDIA – Academic Grant Program](#)

Company overview: Competitive cloud/GPU/hardware grants; PIs receive compute allocations or hardware and can request letters of support for agency proposals.

What they support:

- Simulation & modeling, data science/analytics, robotics/edge AI, and more.

How to apply:

- Respond to posted CFPs; PI must be full-time faculty at an accredited PhD-granting institution.

## Siemens Research & Innovation Ecosystem (RIE)

Official link: [Siemens – Research & Innovation Ecosystem](#)

Company overview: Global collaboration program connecting Siemens with universities and institutes to co-develop technologies in digital industries, smart infrastructure, and core technologies.

What they support:

- Joint R&D projects, public-private consortia, access to experts, and software.

How to apply:

- Engage via the Office of Development and the Office of Research and Innovation; projects are typically co-created, not open to unsolicited grants.

## Google Research — Faculty Programs

Official link: [Google Research – Programs and Events](#)

Company overview: Google supports faculty via Research Scholar and other programs; awards are unrestricted gifts and often include mentorship and community engagement.

What they support:

- Core CS/AI areas, societal impacts of AI, and open-source tooling.

How to apply:

- Monitor program calls; some are nomination-based or by invitation; follow program-specific instructions.

## Meta Research (Reality Labs & themed awards)

Official link: [Meta Research – Calls \(example portal\)](#)

Company overview: Meta releases topical calls and institutional awards in AR/VR, haptics, AI, and HCI through Reality Labs and research partnerships.

What they support:

- AR/VR interfaces, haptics, AI for interaction, and embodied sensing.

How to apply:

- Apply via open portals during call windows; coordinate IP/publication terms via the Office of Development.

## Cisco Research

Official link: [Cisco Research – Open RFPs](#)

Company overview: Cisco funds sponsored research and gifts via open RFPs in AI/ML, networking, cybersecurity, quantum, and more; the company reviews proposals on a rolling basis for many topics.

What they support:

- Open RFPs across AI, systems/networking, security, quantum, and media.

How to apply:

- Apply through the Cisco Research Gift Management portal; align to the active RFP text and include milestones.

## Oracle for Research

Official link: [Oracle for Research – Cloud Credit Awards](#)

Company overview: Oracle provides cloud credits (IaaS/PaaS) to accelerate academic research; proposals are evaluated on impact and how Oracle Cloud enables success.

What they support:

- Cloud compute, databases, data analytics, and HPC workloads.

How to apply:

- Submit the Oracle for Research application form with project plan and resource estimate.

## **Ansys Academic Partnerships**

Official link: [Ansys – Academic Partners](#)

Company overview: Ansys partners with universities and research groups to enable simulation-driven education and research, including research partnerships and curriculum collaborations.

What they support:

- Simulation software access for research and teaching; support for student teams; STK academic offerings via partner programs.

How to apply:

- Engage the Ansys Academic Partner Program to scope research or curriculum partnerships; request appropriate teaching/research licenses.

## Caterpillar

Official link: [Caterpillar – University R&D \(example site\)](#)

Company overview: Caterpillar collaborates with universities via innovation centers and sponsored projects in data analytics, simulation, advanced manufacturing, and product/process optimization.

What they support:

- Analytics for heavy equipment, manufacturing process optimization, structural/materials analysis.

How to apply:

- Coordinate via the Office of Development to identify the relevant business unit and frame a milestone-based SOW.

## John Deere

Official link: [John Deere – Technology Innovation Center \(example site\)](#)

Company overview: John Deere partners with universities on AI, autonomy, and connectivity for sustainable agriculture; collaborations may include demo farms and incubations.

What they support:

- Precision ag, sensing/robotics, automation, and sustainability in ag systems.

How to apply:

- Engage Deere innovation centers or R&D contacts; develop joint demos/datasets and measurable field trials where appropriate.

## Northrop Grumman

Official link: [Northrop Grumman – University Partnerships](#)

Company overview: Northrop Grumman partners with 100+ universities globally to advance cyber research and curricula; supports workforce pipelines and topical research consortia.

What they support:

- Cybersecurity, AI/ML, autonomy, RF/antennas, manufacturing, and energy storage (varies by BU/foundation).

How to apply:

- Coordinate via the Office of Development to identify the right NG sector; pursue SOW under an MRA or via foundation programs where applicable.

## RTX (Raytheon)

Official link: [RTX – Technology Research Center](#)

Company overview: RTX (Raytheon/Collins/Pratt & Whitney) collaborates with universities on complex integrated systems, advanced materials, AI assurance, electrification, and disruptive technologies.

What they support:

- Aerospace/defense AI, advanced materials & coatings, additive manufacturing, and quantum/neuromorphic sensing.

How to apply:

- Engage with RTRC or Raytheon business units; many universities work under MRAs, enabling faster SOW execution.

## IBM Research – University Programs

Official link: [IBM – University Programs](#)

Company overview: IBM supports academia through PhD and faculty awards, academic initiative resources, and collaborations in AI, quantum, and hybrid cloud.

What they support:

- IBM PhD Fellowships and Academic Awards; access to tools, curricula, and quantum resources.

How to apply:

- Faculty awards are nomination-based via IBM contacts; monitor IBM Research university pages for calls and engage IBM collaborators.

## Samsung SAIT – Global Research Outreach (GRO)

Official link: [Samsung SAIT – Global Research Outreach \(GRO\)](#)

Company overview: Samsung's SAIT runs an annual global CFP offering up to ~\$150K for university projects in themes such as system architecture, new computing, semiconductor materials/metrology, catalysis, and sustainability; GRO establishes collaborations with SAIT R&D.

What they support:

- Semiconductor/process/materials; new computing; catalysts; environmental tech for sustainability.

How to apply:

- Apply during GRO CFP window; university must accept GRO Research Agreement terms; joint multi-university proposals are allowed.

## Part III — Resources & Support at Missouri S&T

Working with industry sponsors often requires more advanced preparation and strategic coordination than federal proposals, particularly because companies must protect their competitive position, proprietary information, and product roadmaps. Unlike federal grants, where terms, review criteria, and compliance frameworks are standardized, corporate agreements are negotiated instruments, and the details matter. Faculty should engage the Office of Research and Innovation's Technology Transfer and OSP units early to ensure alignment between the project vision and the company's business objectives. This upfront diligence helps avoid downstream delays and ensures that publications, student involvement, data access, and research activities remain fully consistent with university policies, accreditation requirements, and export control regulations.

For-profit collaborations also bring important implications for intellectual property, background technology, and commercialization rights. Companies often request specific usage rights, extended review periods for publications, or restrictions on the release of data and results. Negotiations over these terms can be complex and protracted, especially when the work involves new inventions, software development, or proprietary datasets. Clear Statements of Work, well-defined deliverables, and early conversations about IP ownership, licensing, data handling, confidentiality, and security expectations are essential for smooth execution. The university's contracting and research compliance teams play a central role in safeguarding faculty, students, and the institution, ensuring that collaborations remain mutually beneficial while protecting academic freedom, student progress, and long-term innovation pathways.

**Technology Transfer** plays a central role in protecting the university's intellectual property. Because corporate partners often have commercial objectives and may seek specific rights to inventions, data, or software, Tech Transfer can help ensure that background IP is clearly documented, ownership of new IP is properly defined, and any licensing or option agreements align with university policy. The office also advises faculty on invention disclosures, publication timing, and commercialization pathways, ensuring collaborations remain aligned with academic goals while safeguarding long-term innovation potential.

**The Office of Sponsored Programs (OSP)** manages the administrative and contractual backbone of industry-funded projects. OSP reviews proposed scopes of work, budgets, deliverable structures, and sponsor terms to ensure compliance with federal, state, and university policies. Because corporate agreements are often negotiated rather than standardized, OSP plays a key role in aligning expectations around billing, reporting, data usage, confidentiality, and audit provisions. Their stewardship ensures that projects are set up correctly from the start, reducing risk, preventing delays, and supporting smooth post-award management.

**UM System General Counsel** provides legal oversight and risk management for agreements with for-profit entities, particularly where contract terms may affect academic freedom, IP ownership, liability, export control exposure, or regulatory compliance.

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## About This Booklet & Missouri S&T

About the Proposal Development Unit (PDU): The PDU partners with faculty to find opportunities, strategize pursuits, build competitive teams, develop proposal narratives and budgets, coordinate complex submissions, and provide red-team reviews. Services include capture planning, concept-to-solicitation alignment, editing, securing graphics support, templates, and project management for center-scale proposals. The PDU compiled this booklet and asks faculty to email [shauba@mst.edu](mailto:shauba@mst.edu) with any updates, additions, or corrections pertinent to the broader campus community.

About the Division of Research and Innovation: The Division advances S&T's research enterprise and innovation ecosystem. The office provides pre- and post-award support, research development, center and institute facilitation, core facilities, technology commercialization, industry partnerships, and entrepreneurship programming.

About Missouri S&T: A nationally prominent R1 public technological research university, Missouri S&T is renowned for strength in engineering, computing, materials, manufacturing, infrastructure, energy, environmental resilience, and applied sciences. Our faculty, students, and partners collaborate to deliver discoveries and solutions that benefit Missouri, the nation, and the world.