



Alliances

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MIT CSAIL ALLIANCES GENERAL INFORMATION



MIT's Computer Science and Artificial Intelligence Laboratory (CSAIL) is the largest research laboratory at MIT. It is home to over 1,500 people, 900+ active projects, 60 research groups, approximately 1,000 graduate students as well as 100 postdoctoral researchers. CSAIL's mission is to pioneer new research in computing that improves the way people globally live, work, play, and learn. Industry collaboration plays a vital role and enables us to fulfill that mission by learning about real-world problems and discovering ways to solve them.

CSAIL advances the leading edge of computing technology, with innovations ranging from the fax machine to our latest work in Generative AI, Autonomous Vehicles, Liquid Neural Networks, AR/VR, real-time holograms and more. Our long history of working closely with industry and government agencies continues to fuel the growth of digital transformation in many sectors.

CSAIL Alliances is the department within the lab that connects organizations to CSAIL through a variety of engagement programs. If your organization wants to leverage technology, connect with leading researchers, top talent, upskill your current workforce, engage disruptive new start-ups, or collaborate on innovative research areas, connecting to the lab through CSAIL Alliances will enable you to engage the full spectrum of emerging technologies and the people who create them. We invite you to solve the hard problems with us to achieve results that will have long-ranging impact.

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University and industry collaborations drive innovation. University-industry relationships are symbiotic, with universities pushing the boundaries, leading science, and training the future workforce. Companies who collaborate with universities have the opportunity to see the next big ideas early and consider their implications. The NSF Industry-University Cooperative Research Centers (IUCRC) program has calculated that every dollar put into a partnership by a company is leveraged 40 times.

- Daniela Rus, Director, MIT CSAIL

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Join us to **get plugged into the most cutting edge ecosystem in Kendall Square!**

CSAIL Alliances helps you gain valuable insights from research, make key connections across CSAIL and MIT, and enhance your organization with professional courses. **Members also get access to exclusive content through our member website cap.csail.mit.edu, members-only events like the CSAIL Alliances' Annual Meeting, and campus discounts.**

CSAIL SPECTRUM CHART



CSAIL Alliances membership connects your team across the full spectrum of CSAIL benefits and access to give your organization an industry-leading edge.

CSAIL BY THE NUMBERS

CSAIL is home to over 1,500 people, 900+ active projects, 60 research groups, approximately 1,000 graduate students and 100 postdoctoral researchers. The work in the lab spans virtually every discipline within computer science and artificial intelligence. Internally, researchers from the various disciplines align along Communities of Research (CoRs). In the lab, CoRs include: Embodied Intelligence, Applied Machine Learning, Cognitive AI, Visual Computing, Computing and Society, Human Computer Interactions, Systems, Theory of Computation, and Vertical AI.

10 ACADEMIC DEPARTMENTS

CSAIL's 130+ principal researchers have departmental appointments in all five MIT schools and 10 departments, including:

- Aeronautics and Astronautics
- Biological Engineering
- Brain & Cognitive Studies
- Comparative Media Studies / Writing
- Earth, Atmospheric & Planetary Sciences
- Electrical Engineering / Computer Science
- Mathematics
- Mechanical Engineering
- Finance

...AND OTHER MIT SCHOOLS and CENTERS

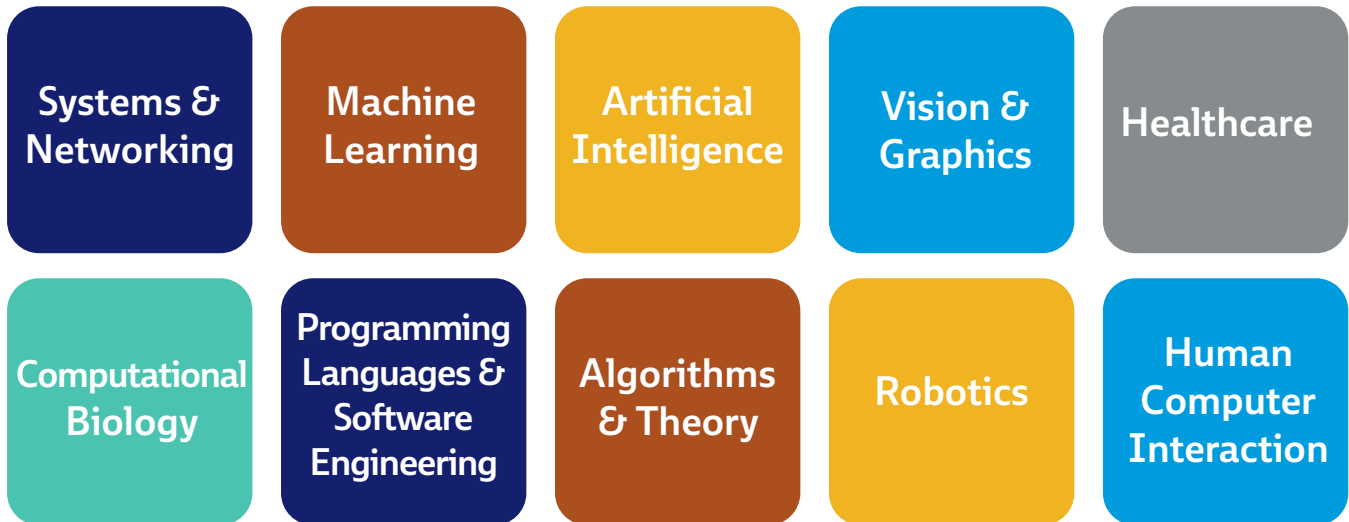
900+ PROJECTS

At CSAIL we have over 900 active research projects. Through Alliances, your organization will have the opportunity to connect with the latest technologies in computer science and artificial intelligence.



The glass door just before the Gates elevators is the entrance to CSAIL Alliances. Stop by to see your company logo on display.

Areas of Research



Alumni Pathways



Researcher Awards

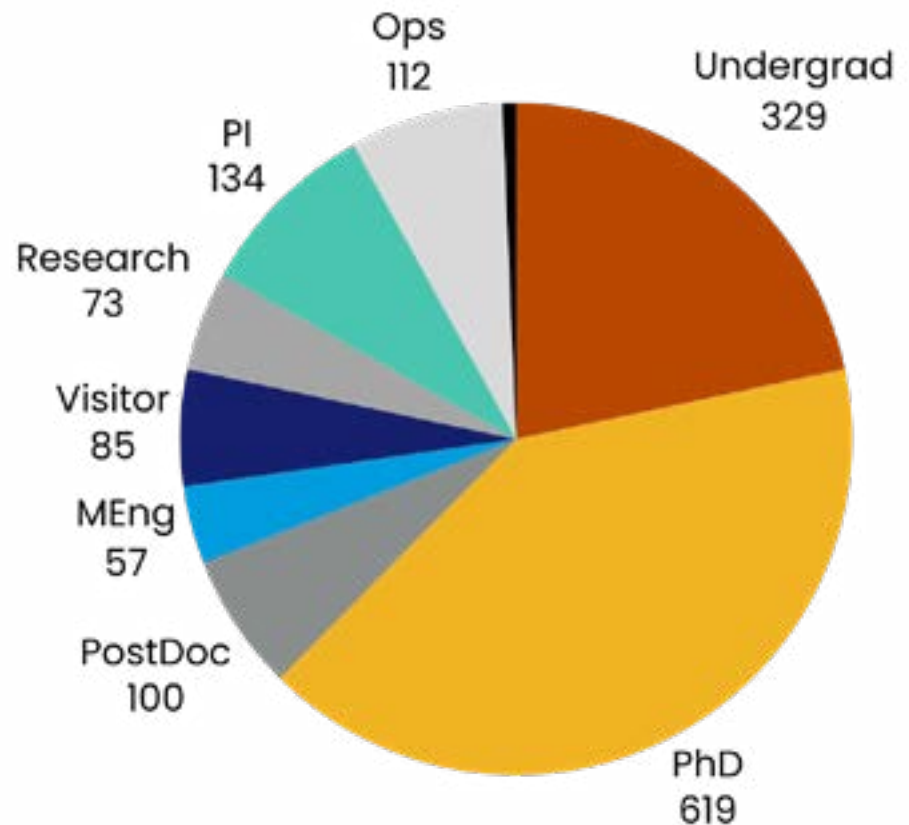
- 99 Professional Society Fellows
- 45 NAE/NAS/NAM members
- 23 AAAS Fellows
- 10 Turing Award Winners
- 9 MacArthur Fellows
- 3 Nevanlinna Prizes
- 1 Millennium Technology Award

CSAIL BY THE NUMBERS

Student Data



CSAIL Headcount



*as of FY2023

HOW TO ENGAGE WITH CSAIL

CSAIL has contributed to many advances impacting our world. The lab continues to advance the leading edge of computing technology. We have a long history of working closely with industry and have launched hundreds of startups.

CSAIL research contributions can be found in: time-sharing computing, Text-to-Speech, much of the underlying technology of the Arpanet, Graphical User Interfaces, the Robotic Arm, email, the fax machine, the video game, the optical mouse, GNU, foundations of blockchain technology, wireless 3D motion tracking, the Roomba, object oriented programming, RSA encryption, Zero-knowledge proof and soft robotics, to name a few.

The research at CSAIL applies to many industry sectors. Principal Investigators (PIs) — CSAIL's lead researchers — value industry members sharing current challenges and hard problems for which there is no commercial solution.

Listed below are the key areas where research and industry needs meet:

- Computing / Cloud / Infrastructure / Data centers / Edge computing
- Security
- Energy
- Finance / Financial services
- Healthcare diagnostics / imaging
- Manufacturing / 3D Printing / Automation technologies
- Media / Entertainment
- Retail
- Smart City
- Mobility / Transportation
- Wireless / Networks / 5G+ / Telecomm
- Data management / Governance / Protection



HOW TO ENGAGE WITH CSAIL

CSAIL Alliances connects organizations to CSAIL through a variety of engagement programs. Being a large lab, CSAIL Alliances assists member companies in navigating CSAIL, resulting in optimal connections for the collaboration and value. There are several paths to collaboration. What is your motivation to connect with the lab as an industry partner? Whether it's research, faculty connections, new technology, talent acquisition or development, startups, or just wanting to stay informed, there is a path of engagement to work with CSAIL at MIT. Industry has a vital role at the lab. We seek input into hard problems industry faces for which no commercial solution exists. How can we work to advance the field? Solve hard problems? Help companies and individuals through advances in computation?



By connecting with CSAIL, you will gain insight and connections to the **full spectrum of technology development**, from fundamental, early-stage, groundbreaking new concepts to applied work with tangible results and commercialized projects through our numerous startups. Research takes time, but being part of the CSAIL community provides access to technology and concepts now, as well as 1, 3, 5, 10+ years out. **Stay ahead of the curve** — see what's coming that will transform your industry and impact new markets.

HOW TO ENGAGE WITH CSAIL

BROAD CONNECTIONS ACROSS THE LAB

CSAIL Alliances is comprised of 11 different paths of engagement. Depending on your organization's priorities and focus, you can choose the path that is right for you. You will have opportunities to engage in dialogue and research with faculty researchers, research scientists, and students across a variety of technical fields including Artificial Intelligence, Machine Learning, Natural Language Processing, Robotics, Computer Vision, Security/Cryptography, Wireless/Networks, Algorithms, Architecture, Computational Biology, and more.

CSAIL Alliance Program (CAP)

The CSAIL Alliance Program (CAP) is the gateway to the lab and the foundation of all CSAIL Alliances. The program provides an engagement framework for companies and organizations seeking a closer relationship with CSAIL. Through CAP, you will have access to the research, technology, students and faculty across all 60 research groups in the lab. The three paths within CAP are:

1. The **Affiliate** path is a broad introduction to all facets of the lab and the best place to start to make connections with researchers, students, startups, and new technologies.
2. The **Partner** path includes all the benefits of the Affiliate path and is the best choice if you want to align with a research theme but not fund specific projects. This program enables your organization to broaden connections across the lab and tap into the knowledge and vision of researchers to address your industry's greatest challenges.
3. The **Student Engagement** path is for organizations whose main focus is talent identification, recruitment and development. It connects your organization with our students and MIT student groups.

* Please see the chart of all benefits at the end of this document.



HOW TO ENGAGE WITH CSAIL

CSAIL INITIATIVES

Inform Research and Build Close Collaborations

Initiatives at CSAIL are created in partnership with industry around a specific topic. They provide a strong connection to the lab and a “seat at the table” to inform research projects, build relationships with faculty and students, and become broadly engaged across the lab. Each member has a seat on the Executive Board along with the Lab Director, Faculty Directors and the Executive Director. Discussions are centered on real-world challenges for which there is no current commercial solution, as well as research and technological trajectories. The Board creates “problem statements,” which are sent to the whole lab, and faculty researchers submit proposals to the board to address the challenges. This process engages researchers across multiple disciplines to propose novel approaches. The Board then reviews the proposals and votes on which ones to support.

Initiatives enable members to provide input to several projects each year. Typically, initiatives fund 5-10 projects EACH YEAR. Members gain insight into not only projects that seek to address current challenges, but also projects to envision new disruptive technologies that may impact the field in the years to come.

Additionally, members at the Initiative level may also participate in other initiatives within the lab. Although you only have a seat on the Executive Board and create problem statements for the Initiative you fund, you have access to all the meetings, talks, workshops and papers of the other Initiatives. And, Initiatives include all the benefits of the CSAIL Alliance Program Affiliate.

At CSAIL, Initiatives have a finite life span, generally lasting only 3-5 years. The intent is to stay focused on the most cutting-edge challenges and technology. The only constant in computer science today is the acceleration of change.



HOW TO ENGAGE WITH CSAIL

CURRENT INITIATIVES IN CSAIL:

MachineLearningApplications@CSAIL (MLA)

MLA addresses applications of the latest machine-learning technologies, investigates resolutions of current challenges limiting the abilities of ML, and addresses issues of automation impacting the workforce. MachineLearningApplications@CSAIL focuses on implementing Machine Learning in various industries, creating tools to help companies deploy ML algorithms to assist traditional algorithms, and preparing the workforce to help companies bring their workforce along in the digital transformation process. There are research themes within MLA@CSAIL, including: (1) Visual Computing (2) Learning Robots and (3) Programmable Therapeutics.

MIT Future of Data (FOD)

This initiative will address the deep technical and policy issues surrounding the collection, storage, and usage of data. This is a fundamental challenge for many organizations in the wake of such regulation as GDPR and the growing public concern on privacy protections. The focus of this initiative is to address how companies can responsibly collect and store data that can then be used for maximum benefit to connect with customers, improve efficiency, and stay competitive. Launched in partnership with MIT's Internet Policy Research Initiative (IPRI).

NextGenerationSoftwareEfficiency@CSAIL

This initiative will target sustainable computing and usher in a new generation of efficient, effective, and environmentally friendly computation in partnership with industry. Next Generation Software Efficiency (NGSE) will be focused on advancing the future of efficient software options facilitating the transition of fundamental academic knowledge to real-world technical solutions.

Learn more about our current initiatives on our website at cap.csail.mit.edu.

HOW TO ENGAGE WITH CSAIL

SPONSORED RESEARCH

Leverage Broad Expertise and Partner for Innovation

Research in the lab is funded by government grants, foundational grants, gifts and industry. Over the last 10 years, industry funding has grown and addresses a critical need to keep research advancing. Without it, the innovation that it takes to make the next groundbreaking discovery may not happen. Entire new industries have formed from the launch of CSAIL innovations. CSAIL continues to advance the leading edge of computing technology. We have a long history of working closely with industry and have also launched hundreds of [startups](#).

Industry sponsored research tends to address hard problems for which solutions would be game-changing. The process involves the sponsor and researcher agreeing on a scope of work and funding amount. A sponsored project can last from 1 to 7 years, but generally at least 3 years. Sponsored projects are research based, not outsourced engineering.

At CSAIL, we have 3 general paths for sponsored research:

- A **Single** sponsored research project arises when a company has a relationship with a researcher and is interested in sponsoring a project. The project parameters involve that researcher's lab only.
- A **Lab-wide** research project typically involves 3-5 different research groups all addressing a similar theme. For example, a company may be interested in AI applications in healthcare. This could involve researchers from computer vision, databases, AI, wireless, and natural language processing.
- A **Strategic** research engagement involves a significant commitment to advance a research area with multiple research groups engaged. In general, 10+ groups are involved in a 5-7 year strategic alignment with CSAIL.

Intellectual Property and Sponsored Research

MIT's policy on patents, copyrights, and other Intellectual Property is to make available its technology to industry and others for the public benefit, while providing recognition to individual inventors and encouraging the prompt and open dissemination of research results. For more information, visit the [MIT Technology Licensing Office website](#).



HOW TO ENGAGE WITH CSAIL

Copyrights

Generally, it is MIT's policy that, for computer software and its documentation and/or databases that are specified to be delivered as part of the project, the sponsor receives an option to elect a royalty-free, non-exclusive, non-transferable license to use, reproduce, make derivative works based upon, display, and distribute to end users, such computer software and its documentation and/or databases for internal and/or commercial purposes.

For other copyrighted material that is specified to be delivered under the research agreement, the sponsor is automatically granted a royalty-free, non-exclusive, irrevocable, non-transferable, license to use, reproduce, make derivative works, display, distribute and perform such materials for the Sponsor's internal purposes.

Copyright licenses do not extend to copyrightable materials that are not research deliverables, such as student theses or researcher publications in journals.

Patents

Patents may result from sponsored research. U.S. tax regulations require that license royalties on university-owned patents granted to sponsors must be at fair market value determined at the time the patent becomes available. This precludes MIT from specifying license or royalty terms in a research agreement.

Patentable inventions may be created solely by MIT or jointly created by MIT and a sponsor. For inventions created solely by MIT inventors, MIT offers sponsors a variety of license options for patented inventions:

1. Commercial, Exclusive, Royalty-Bearing, Sub-licensable License
2. Commercial, Non-Exclusive, Royalty-Free, Non-Sublicensable License
3. Internal License for Use in the Sponsor's Continued Research

For complete information, please see MIT TLO's "[Guide to the Ownership, Distribution, and Commercial Development of MIT Technology, 4th edition](#)".

For additional information, please see related material:

- [MIT Technology Licensing Office](#)
- [MIT Intellectual Property](#)

All [sponsored research](#) is handled through [MIT's Research Administration Services](#).

Visiting Industry Researchers

Visiting Industry Researchers from our member companies are also welcome in CSAIL. This is an MIT appointment and candidates must meet MIT requirements and interview with the desired research group.

Successful candidates are embedded within a research group and work side-by-side with CSAIL researchers and students. Visiting Industry Researchers can work on an ongoing project at CSAIL or on a project sponsored by his/her organization. All Visiting Industry Researchers must sign an MIT Inventions and Proprietary Information Agreement (IPIA) and the sponsoring organization must complete the CSAIL Visiting Industry Researcher Program paperwork. The program has an additional fee structure.

HOW TO ENGAGE WITH CSAIL

PROFESSIONAL PROGRAMS

Talent Development, Enrichment, and Advancement

CSAIL Alliances creates online and in-person professional workshops and programs that provide technical understanding for the latest advances with a focus on how those technologies can be used in business.

Alliance members receive special discounted pricing for CSAIL programs and programs across campus:

- **20% for CSAIL online programs**
 - Programs include: Artificial Intelligence: Implications for Business Strategy, Human-Computer Interaction for User Experience Design, and Machine Learning: Implementation in Business.
 - *Coming Soon*: Cyber Security and Generative AI.
- **15% for MIT Sloan School of Management Executive Education**
- **15% for MIT Professional Education**

For the complete list of our latest program offerings please visit: cap.csail.mit.edu/events-professional-programs.

We also offer in-person and **Snapshot** sessions.

SNAPSHOTs are the perfect way to enable your team to quickly come up to speed on the given topic, the terminology associated, advantages/disadvantages, opportunities, and challenges.

Led by world-renowned MIT expert faculty in an open, discussion-filled environment, you and your team (or clients) spend a ½ day examining a technology and mapping its benefits to your business.

SNAPSHOTs are meant for small groups to discuss a single topic in depth with a leading expert. Ideally the group will be 20-25 people to ensure broad knowledge transfer.



HOW TO ENGAGE WITH CSAIL

CSAIL STARTUP ECOSYSTEM

Startups and Emerging Technology

CSAIL has launched hundreds of startups. Some, such as Akamai, I-Robot and Cambridge Mobile Telematics (CMT), are large, successful companies. Other CSAIL startups were acquired, such as RSA (acquired by Dell EMC) and Vertica (acquired by HP).

With over 900 currently active research projects, CSAIL creates new startups every year. Early stage startups connect back to the lab through two different programs:

- **CSAIL Startup Connect**
CSAIL Startup Connect is for CSAIL alumni (student, faculty or staff) or a startup built on CSAIL technology, that is less than 5 years old, and less than \$5M in revenue.
- **CSAIL Startup Connect Plus**
CSAIL Startup Connect Plus is available to alumni of CSAIL and MIT, as well as non-MIT affiliated startups that are less than 10 years old and less than \$10M in revenue.

Alliance members are invited to attend networking events and workshops with startups throughout the year. Connect with CSAIL startups through our featured showcase during the CSAIL Alliances Annual Meeting each spring, and explore the broader startup community through our [Startup Ecosystem Guide](#) which outlines the many ways on- and off-campus to connect with startups and 'plug in' to the innovation ecosystem of the Greater Boston and Cambridge areas.

For more information, visit: cap.csail.mit.edu/engage/paths-engagement/startup-engagement

Current startups work in:

- AI and Machine learning
- Business consulting
- Financial services
- Hardware development
- Healthcare
- Security
- Software development
- Retail
- Technology
- Telecommunication
- Transportation
- Quantum Computing



HOW TO ENGAGE WITH CSAIL

TALENT IDENTIFICATION AND RECRUITMENT

Top Talent Connections

Universities produce the talent that industry needs in order to stay competitive. As a member of CSAIL Alliances, you can access many resources to help you with your recruiting efforts at CSAIL.

Recruiting Events in the Lab (live and virtual)

Format options include technical talks, fireside chats, PhD roundtables, research fairs, hackathons, and more. We will:

- Secure the proper venue for a live or virtual event
- Facilitate catering connections
- Handle event invites and registration
- Provide options for resume collection if required
- Distribute posters/flyers
- Email announcements to CSAIL students
- Coordinate with MIT services, facilities etc.
- Coordinate events (directions, deliveries, catering, breakdown, cleanup)
- Provide advice and guidance as to timing, positioning, structure, and format to reach the students your organization wants to connect with at the lab.

Student Profile Book

Alliance members have access to the student profile book published yearly. This resource includes brief profiles of a self-selected group of students, postdocs, and select recent alumni who are interested in exploring opportunities in industry - whether for internships, co-ops, part-time or full-time positions.

Recruiters' Workshop

Each fall, coinciding with MIT's fall career fair, we host recruiters from our member companies for an informative workshop on recruiting at CSAIL. At the workshop, we review the opportunities to connect with students and host a panel of CSAIL students at various stages in their academic careers, from Masters in Engineering to first-year PhD to postdoc. Recruiters hear directly from the students and are able to engage in an extremely informative Q&A session.

Networking: Talks, Workshops, and Symposiums

The best way to connect with CSAIL students, aside from sponsoring research, is getting involved, meeting them, attending talks or workshops where they present, and visiting networking events, whether in person or virtual. There are many opportunities throughout the year. We list events on the calendar of the members-only website, as well as in the research briefings/ Alliances Insider you are sent each quarter/month.

Recruiting at MIT CSAIL is unique. There is intense competition for student attention. Affiliation with CSAIL gives members an advantage by not only raising your company's brand recognition, but enabling connections throughout the lab and fostering relationships.

Through tech talks, round tables, and executive speaker series, students are made aware of interesting research and opportunities at your organization. They also understand that as a member of Alliances, you are a leader in your industry and remain on the cutting edge of computing technology and innovation.

ALLIANCE BENEFITS

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Program Focus	Recruiting and connecting to students	Connecting to the lab broadly, research awareness, new technology, students and startups.	Connecting to the lab broadly and alignment along specific research themes. <ul style="list-style-type: none"> •Companies seeking closer research and talent connections •Trade organizations •Regional collectives •Corporate Innovation membership collaboratives •Venture Capital incubators •Consulting companies. 	Strong connections to the lab and a “seat at the table” to inform research projects	Sponsored research

ACCESS & CONNECTIONS

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Strategic Research Initiative Affiliation		Requires an additional fee to become part of the initiative at CSAIL. See your Client Relations Coordinator for more details.	Partner level members have access to the meetings, lectures, workshops, and papers of the research initiative they have chosen to be aligned with. They do not have a seat on the board or a vote on which projects to fund, but can otherwise participate in all Initiative events. Membership with board and voting rights in a Strategic Research Initiative requires an additional fee. Please ask your Client Relations Coordinator for more details.	Initiative members have a seat on the Executive Board of the initiative they joined AND can attend the meetings, lectures, workshops, and access papers etc. of the other initiatives but do not have a seat on the other boards (unless Initiative Principal).	Access the meetings, lectures, workshops, and papers etc. of the initiatives but do not have a seat on the boards.

ALLIANCE BENEFITS

ACCESS & CONNECTIONS					
BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Visiting Researchers		CSAIL will host a visiting researcher in our lab to work closely with CSAIL researchers and students in a mutually agreed upon research group. This program has a separate agreement and a fee of \$95K per year.			
Members-only Website	Access to the members-only site for student projects and profile book.	Access to the member-only site with search function for papers, student projects, resume book, research, tech talks and seminar videos, demos, conference slides, business use cases and more. No limit on the number of Member company attendees. Subsidiaries, organization members etc. do not receive full access.			
Newsletters and Research Briefings	Members receive our newsletter or research briefings highlighting monthly research and/or research summaries.				
Roundtables / Salons / Panels	Participate in timely discussions with CSAIL researchers on important topics in the field of computation. Roundtables/Salons are hosted by CSAIL faculty researchers and encourage discussion and dialogue to share knowledge through conversation. These are available both in-person and virtually. Open to member and member portfolio.				
Networking Opportunities	Network with faculty, students and other members at networking events throughout the year.				
Targeted Networking Events	Members are invited to attend targeted networking events for specific student groups, industry sectors, graduate student connections, startups etc.				
Parking Passes			yes	yes	yes
Byte Bites	Each month we welcome you to join CSAIL researchers for an informal talk and networking over lunch or snacks. Also available virtually. Consult with faculty to create a custom virtual workshop (1-2 hours) for your company that can be accessed by up to 200 employees. (2 per year).				
Lab Visits		1 per year Members of your company are welcome to visit CSAIL for a private lab visit, tour, demos and meeting with faculty researchers.	3 per year	3 per year	3 per year
CSAIL-Sponsored Special Events and Conference Passes	Complimentary or discounted passes available throughout the year for key CSAIL-sponsored events as well as partner conferences. No limit on the number of Member company passes. In addition, member company's portfolio including subsidiaries, organization members, etc. may receive up to 10 passes per year.				
Technology Connection	Through our search tool on our member only website, patents and licensable technology can be identified. Member site access required.				

ALLIANCE BENEFITS

ACCESS & CONNECTIONS

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Working Groups			Specialized topics that impact a variety of industry sectors are hosted to include 10-12 members per group along with researchers and students interested in the topic. There will be a series of conference calls over the year with the goal being to produce a case study/white paper with your input around the current state, impact or future vision. Limited to Partner member participation only.		
Annual Conference	Access to annual 3-day member only CSAIL Alliances Annual Meeting each year. A showcase of the latest CSAIL research from across research groups including AI, Robotics, HCI, Computer Vision, Security/ Crypto, Natural Language, Computational Biology, Algorithms, Architecture, Theory, Wireless and Machine Learning. Features from strategic research initiatives. Student research and a start-up showcase are included. Affinity groups around challenge topics.				
			No limit on the number of Member company attendees. Subsidiaries, organization members, etc. receive 2 tickets for each company in the member company's portfolio.		
Snapshots	Available at member price (10K) Public price 15K		One complimentary Snapshot per year. Snapshots are 2.5-3 hour briefings for member companies. Members select participants, limited to 25 people. These programs are customized for your team.		
Initiative-focused Conferences	Initiative-focused Conferences will be held for each initiative during the fall semester. Board members of the respective initiative will participate in the planning and delivery of the event. Conferences are open to the public.				
Satellite Conferences	Access to select conferences hosted by Member companies and CSAIL Alliances in Europe and California USA.				
			No limit on the number of Member company attendees. Subsidiaries, organization members, etc. receive 2 tickets for each company in the member company's portfolio.		

ALLIANCE BENEFITS

TALENT & DEVELOPMENT

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Technical Talks	Each month technical talks from our world-renowned researchers and visiting researchers are held on campus and virtually. Members may attend the talks or access video archives on the members- only site on demand. The talks are available virtually to all member portfolio companies as well.				
Assistance with Student Recruiting in the Lab	Access to the “Student Profile Book” containing resumes and research summaries published each year. Access the searchable student database on the member-only site. Advertise open position announcements within CSAIL. Two tech talks/info sessions per academic year for members.				
MIT/SCC CSAIL Professional Programs	20% discount on CSAIL programs. Open to member and member portfolio.				
Professional Education / Workforce Development	15% discount on professional education classes through MIT school of Engineering. Open to member and member portfolio.				
Sloan School of Management Executive Education	15% discount on open enrollment executive education courses with MIT Sloan School of Management. Open to member and member portfolio.				
Client/member executive events			2 times per year your organization may reserve CSAIL space and host your clients or members for an exclusive CSAIL Innovation Executive event. You can chose to have faculty talk, panel, start-up showcase, and/or demos and customize your program to make the most out of your CSAIL affiliation. Space and Alliances personnel are included but food/beverages will need to be arranged separately.		
Executive Briefings			Special session curated once a year to inform your organization’s senior leadership of the state of the art in Computer Science and Artificial Intelligence, technology trends, new start- ups, and impactful research areas. An executive summary of all topics will also be provided for future reference.		

ALLIANCE BENEFITS

INNOVATION & STARTUPS

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Open Source Code Bank		CSAIL has many projects in open source and we have created a tool that makes searching for useful open source code available to our members. It is accessible through our member-only website.			
SPARK Workshop			A half day workshop connecting your company to components of the CSAIL MIT Start-up and innovation ecosystem. Meet with various MIT start-up resources, CSAIL start-ups, innovation space, etc. Make the connections you need.		
Tech Hunters Startup Guide		Access to our Tech Hunter’s Guide for connecting with new technologies and startups at MIT and CSAIL as well as other organizations in the MIT/Kendall/Cambridge Start-Up Ecosystem.			
Startup Connections		Connect with CSAIL startups and our CSAIL Startup Connect Program at events throughout the year. Open to member and member portfolio.			

VISIBILITY

BENEFIT	STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
Visibility	Company logo on CSAIL Alliances web site, on CSAIL Alliances office member wall, in conference materials and at info sessions, custom and sponsored events.				
Subsidiaries, clients, members, portfolio companies			Access for all majority-owned (51%+) subsidiaries, consulting member clients, trade or regional organization members, and portfolio companies for partner level members. All engagement with CSAIL Alliances must be managed through the Partner Company POC to manage access.		
Member Spotlight and Features	Member companies in featured spotlight section as well as share news stories, social media and with the community.				

ALLIANCE BENEFITS

COST

STUDENT ENGAGEMENT	AFFILIATE	PARTNER	INITIATIVE	LAB/ STRATEGIC
\$25,000/per year 2 year initial commitment	\$35,000/per year 2 year initial commitment	\$90,000/per year 2 year initial commitment	\$200,000-\$250,000 Initiative Principal (all 3 initiatives) is \$450,000. 3 year initial commitment	Varies depending on research agreement



THE PATH FORWARD

What to expect: Once you decide on which path is best for your organization, the process to join involves a standard agreement and MIT review. Once the agreement is signed, you will be assigned a Client Relations Coordinator (CRC), your logo will be requested for our member website, access to the website will be established for anyone at your company with the email extension you register, and your CRC will schedule your onboarding.

The role of your Client Relations Coordinator (CRC) is to be your company's boots on the ground. Stay informed with proactive assistance from your CRC inside the lab. Everyone is busy, but having someone inside the lab curating content, events, and information to succinctly deliver to you, in line with your top priorities, helps you stay informed. Choose to participate as much or as little as you want. When something interests you, leverage your CRC to make the connections you need quickly. Connections can range from papers, professional programs, new technology demos, open source code, faculty meetings, and student engagement to startups and the MIT ecosystem.

To set the framework for engagement with CSAIL, bring your core team members who will be interfacing with the lab to the onboarding. It is also important to identify who will serve as the following key contacts:

Main Point of Contact (POC) - This person will be the main contact for your organization with the lab. It is important that this person has broad insight into your organization's needs and be willing to share the information from CSAIL across your organization. The POC is your organization's relationship manager for the CSAIL engagement. The POC is always in the communication loop from CSAIL Alliances.

HR Contact - This is the person who will be posting positions/ internships and needing information on professional development programs and workshops.

CTO's Office/Technical Lead - This person is usually with the CTO's office or VP R&D and is the technical resource in the engagement with CSAIL.

Innovation Office - This person is usually a Director or VP within the innovation arm of your company and will want to stay informed of new technologies, startups, and roadmap discussions.

Billing Contact - This person will be our contact for billing and will be our contact if you have a procurement system we need to register with.



THE PATH FORWARD

CSAIL Alliances Annual Meeting

The CSAIL Alliances Annual meeting is a 3-day event held typically in the spring each year for all Alliance programs (CAP; MachineLearningApplications@CSAIL; MIT Future of Data, Trust, and Privacy; NextGenerationSoftwareEfficiency@CSAIL; the Visiting Industry Researcher Program; CSAIL Startup Connect; Startup Connect Plus; Lab-wide; and Strategic research partners). This benefit is the culmination of all Alliances benefits and allows attendees a deep connection to the people, new technologies, member contacts, and research in the lab. It is an opportunity to hear research reports on the latest technology developed in the lab, connect with students at the poster reception, meet startups at the CSAIL Startup showcase, attend demos of new technologies, and network with other Alliance members.

Additionally, there are workshops on key areas and small group meetings with researchers around such topics as autonomy, AI applications, security, smart cities, robotics, blockchain applications, and more. **It is an opportunity to develop relationships across the lab.**

The event can be attended live on campus or virtually. We also record the sessions and they can be revisited on our website after the event.

Alliances Members-only Website

Access exclusive content and stay connected to CSAIL even when you are not on campus. Register for a web account at: cap.csail.mit.edu/user/register

- Access custom content including PI and student spotlights, member case studies, lab tours, and research to reality video series.
- View recorded talks, symposiums, workshops, and meetings.
- Search for papers, conference presentations, and licensable technology with the research tool.
- Explore the searchable open source code database.
- Access campus discounts and learn about upcoming opportunities.
- View resumes and research profiles of students interested in working with industry and post open positions.
- Monitor the schedule for upcoming talks, conferences, thought leadership events, and professional development programs
- And much more!

The [members-only website](https://cap.csail.mit.edu) is the best way to share CSAIL Alliances benefits across your organization. There is no limit to the number of website accounts your team can create. Your colleagues across the globe or across departments have full access to website resources.

MEET THE CSAIL TEAM

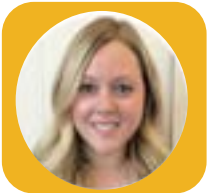
Ready to Engage?

If you would like to start a conversation about your organization's goals and the challenges, then connect with us. Together, we will develop a roadmap with specific engagement opportunities that best align with your interests and needs.



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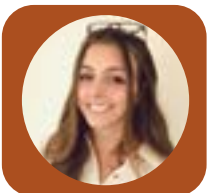
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