MEMORANDUM

Date: June 16, 2015
To: USC Faculty
From: Randolph Hall

Subject: Expansion of Corporate Research Collaboration Support at USC Stevens

As part of USC's vision to expand "Scholarship with Consequence," I am pleased to announce the addition of two new staff within the Corporate Collaborations group at USC Stevens: Michael Arciero and Lawrence Lau. Michael Arciero will focus on the Life Science industry and will be starting on July 8, 2015. Lawrence Lau will focus on Physical and Information Science industries and will be starting on July 13, 2015. These appointments reflect our commitment to the USC Steven's Center for Innovation's mission to maximize the translation of USC research into products for public benefit through licensing, collaborations, and the promotion of entrepreneurship and innovation.

The Corporate Collaborations group, led by Dr. Vasiliki Anest, assists faculty in the development of corporate sponsored research relationships in all areas, so that we can both expand the portfolio of funded research at USC and expedite the transfer of university generated intellectual property through industry relationships. The Corporate Collaborations group also works in partnership with the Department of Contracts and Grants to expedite negotiation of corporate contract terms (e.g., intellectual property, work statements, publication rights, etc.).

The Office of Research offers these additional services to support the advancement of faculty research:

**DC Office of Research Advancement:** under Steve Moldin, assists in the creation of large interdisciplinary federal proposals, such as research centers, program projects and training grants. Steve is supported by James Murday (physical sciences) and Al Olson (aerospace and cybersecurity), and a staff of grant writers and budget developers.

**Online Resources:** including proposal writing guides for most federal agencies (http://research.usc.edu/for-investigators/proposal-and-grantwriting/), and the Grant Forward database of funding opportunities (http://research.usc.edu/for-investigators/funding/databases/)

**Training:** the Center for Excellence in Research provides 20 courses per semester for faculty on different aspects of research advancement http://research.usc.edu/for-investigators/training/

**Pilot Funding:** through various programs, such as Zumberge, the Ming Hsieh Institute and the Collaboration Fund, seed funding is provided to enable future research (http://research.usc.edu/for-investigators/funding/use/).

More information on corporate sponsored research, including FAQs: http://research.usc.edu/for-sponsors/

USC Stevens Corporate Collaborations Group:
http://stevens.usc.edu/industry/corporate-collaborations/
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Dr. Vasiliki Anest  
Senior Director, Corporate Collaborations

Dr. Vasiliki Anest joined USC in 2013 as Senior Director of Corporate Collaborations at the USC Stevens Center for Innovation bringing an extensive background in academic-industrial relations, corporate sponsored research, global alliance and innovation management. Anest leads a new and growing team that will actively engage USC faculty and the private sector in the innovation process. Anest joined USC from Life Technologies Corporation where she held positions as the Associate Director, Global Market Development, Program Lead Cancer & Epigenetics and most recently, Associate Director, Global External R&D and Strategic Alliances where she forged numerous strategic relationships with university, government and industry partners. She has significant experience leading global coordination, execution and management of new and ongoing corporate alliances to accelerate growth efforts and to drive strategic collaborations. Anest earned a B.S. in biochemistry and cell biology from University of California, San Diego, Ph.D. in genetics and molecular biology from University of North Carolina, and was a postdoctoral fellow in epigenetics in Dr. C. David Allis laboratory at the The Rockefeller University.

Michael Arciero, J.D.  
Associate Director, Corporate Collaborations- Life Sciences

Michael Arciero joins USC as Associate Director of Corporate Collaborations at the USC Stevens Center for Innovation focusing on Life Science industry sectors. Arciero comes with over 10 years of experience in academic, foundation, and industry relations. Most recently, Arciero was Interim Director with the University of California, Riverside’s Office of Technology Commercialization where he worked closely with faculty, staff and students to help identify aspects of their research with commercial potential. Arciero led the UC Riverside negotiation efforts with Syngenta Corporation resulting in a significant increase in research funding and the closing of a new license agreement for the commercialization of University IP. Prior to UCR, Arciero worked at Diversa Corporation (now BASF), where he focused on licensing biotechnological inventions. He also has experience developing a novel diagnostic device at LXN Corporation (now Johnson & Johnson). Arciero earned a B.S. in Biology from UCSD and a J.D. From the USD School of Law.

Lawrence Lau  
Associate Director, Corporate Collaborations - Physical and Information Sciences

Lawrence Lau joins the USC as Associate Director of Corporate Collaborations at the USC Stevens Center for Innovation focusing on Physical and Information Science industry sectors. Lau has over 12 years of combined experience in academic, federal, and industry arenas focused on developing various partnerships in the electrical engineering and computer sciences area. Lau spent 4 years at the University of California, Berkeley as an industry relations manager where he successfully developed and negotiated industry-sponsored research collaborations in the fields of engineering and physical sciences. Lau also worked in the technology licensing office of the Lawrence Berkeley National Laboratory and was the recipient of the 2014 Director’s Award for Exceptional Operations Achievement managing the industry/research collaboration program in the battery sector. Lau also has industry experience working at Matrox Graphics Inc. as a Physical Hardware designer working on integrated circuit layouts. Lau earned a Bachelor of Applied Science in Electrical Engineering, Management Sciences Option, University of Waterloo, Ontario, Canada and a Master of Business Administration, Specialized in International Business University of Victoria, Victoria, British Columbia, Canada.