

# Building Value-driven Industry Partnerships

May 20, 2025

Tech-based Economic Development Community of Practice

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### About SSTI & the TBED Community of Practice

• Our mission: SSTI strengthens initiatives to create a better future through science, technology, innovation and entrepreneurship.

 Project goals: Strengthen EDA awardees during period of performance + better-position for long-term success

• Learn more: ssti.org/tbedcop



### Today's Speakers



Nathan Ringham
Vice President,
Research & Insights
CICP



Darshan Shah
Executive Vice President,
Data & AnalytiXIN
CICP





# Building value-driven industry partnerships

**SSTI TBED Community of Practice** 

**May 2025** 



### Webinar Agenda



- Introduce the Central Indiana Corporate Partnership
- Review CICP's partnership "playbook"
- AnalytiXIN A case study of CICP's playbook in action
- AnalytiXIN Today Ongoing industry engagement
- Q&A

#### **About CICP**



#### **Our Mission**

Transform the economy of Indiana in order to create a sustainable prosperity and quality of life for our citizens and future generations.

#### Who We Are

CICP is a 26-year-old non-profit organization focused on driving economic growth and prosperity in Indiana, primarily through its advanced industry clusters. Our board consists of 68 CEO-only members of the state's most prominent organizations.

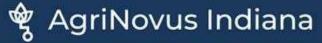




#### **Focus on Advanced Industries and Talent**









Ascend Indiana



✗ BioCrossroads







TechPoint

#### **What We Do**



Workforce Development Research and Thought Leadership















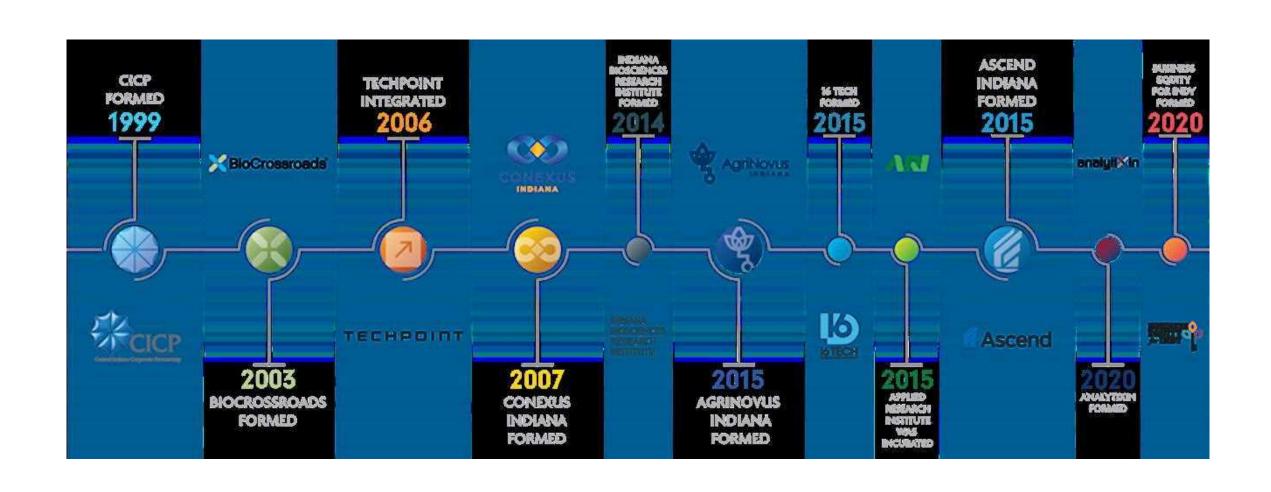






#### **26 Years of Innovation**





# LOCALISM

HOW CITIES CAN
THRIVE IN THE AGE
OF POPULISM

BRUCE KATZ
and JEREMY NOWAK

"...CICP has developed a playbook for maximizing collaborative leadership and engendering a new kind of collective serial entrepreneurialism. First commission an intensive, objective analysis of a leading cluster or important economic or social change. Then craft a detained business plan for leveraging opportunities and addressing critical shortcomings. Only then stand up a special branded initiative, with sufficient resources, broad corporate buy-in, professional staff, and knowledgeable oversight."

Katz, B. and Nowak, J. (2017). The New Localism: How Cities Can Thrive in the Age of Populism. Brookings Institution Press, p. 96.

### Playbook Applied to Launch AnalytiXIN

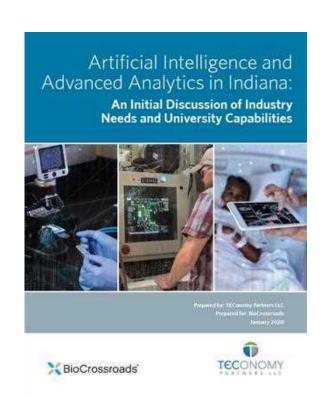


**Collaborative leadership identifies challenge** 

Objective analysis commissioned

Initiative with resources and buy-in stood up





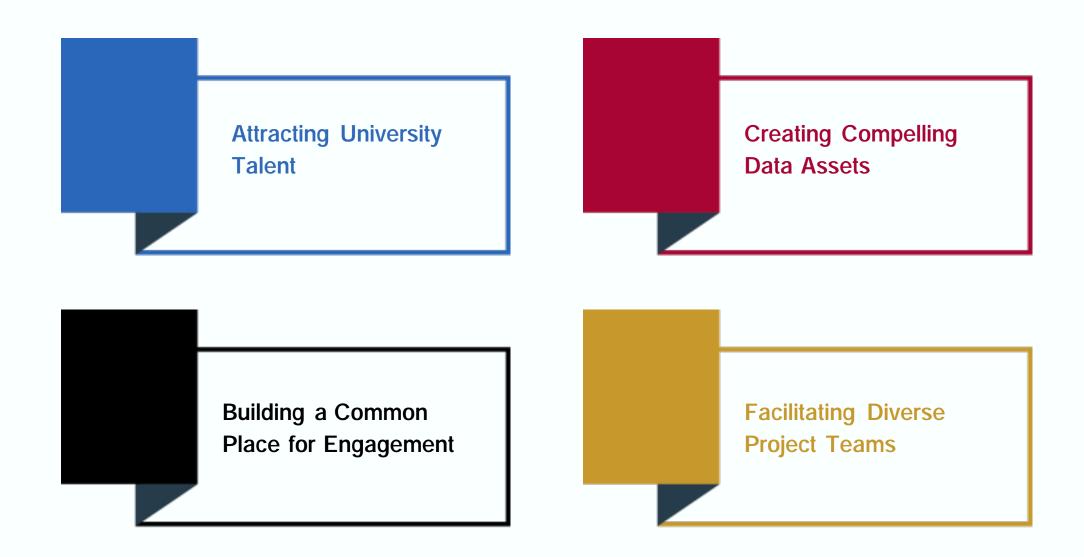


#### **OUR MISSION**

Ignite Indiana's advanced data/analytics economy by forging a collaborative, outcomesoriented alliance among diverse industry leaders, visionary academics, philanthropic champions, and public-sector pioneers.



### **AnalytiXIN Foundational Pillars**



## Where are we today?

analytiXin

### **Talent Expansion**





#### **Key Achievements:**

- Hired 61 Interdisciplinary AI Faculty across 3 R1
   Universities with 1:1 match funding contribution by each university
- Areas of expertise include:
   Health and bioinformatics
   Data science and machine learning
   Smart, digital manufacturing
   Social sciences and ethics
- Enhanced faculty-industry engagement through Communities of Practice, AnalytiXIN Summit, and direct engagement



#### BUILD A "COMMON PLACE" IN INDY

- Established the Common Place at 16 Tech as a vibrant hub for collaboration, drawing consistent participation from Indiana's R1 universities.
- Hosted the inaugural AnalytiXIN Summit with over 80 leaders from academia, industry, government, and nonprofits.
- Launched office hours on Tuesdays





#### CREATE COMPELLING DATA ASSETS

- Built a foundational health data asset with sequenced genetic samples linked to comprehensive clinical data, enabling a broad range of research possibilities.
- Convened 10 scientific advisory committee meetings, featuring industry and university partners.
- Launched collaborative research projects among those organizations.





## FACILITATE DIVERSE PROJECT TEAMS

- The AnalytiXIN Summit launched multiple impactful projects connecting community, industry, and academia. Examples include VR training for manufacturing safety, Al-driven solutions for equitable healthcare delivery, and automated RFP responses.
- Hosted 19 Communities of Practice sessions with 90+ organizations, exploring topics like Generative Tools to Use, Responsible AI, AI in Manufacturing, Data Visualization, and AI in Banking and Insurance.





### Where are we headed?



### **University Talent**

- Continue recruiting top AI faculty and research scholars to Indiana.
- Expand work-study and mentorship programs at with our major universities.
- Strengthen faculty-industrycommunity engagement through Communities of Practice and collaborative research.



#### **Communities of Practice**

Responsible Al

**Data Visualization** 

Generative AI Tools and How to Use Then

**Mastering Data-Driven Decisions** 

**Upskilling and Talent** 

Insurance ∞ Banking

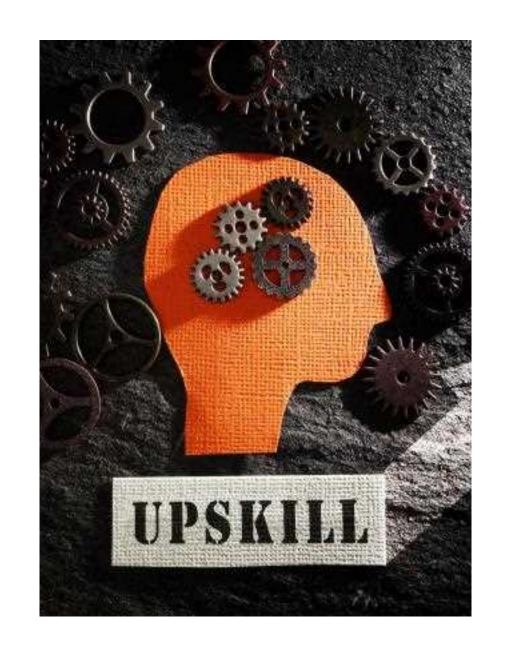
in Manufacturing

Al in Lifesciences

Al in Agriculture

### Al and Upskilling

- Launch 1-day intensive AI
   workshops in partnership with our
  R1 universities and TechPoint.
- Partner with organizations like Ivy
  Tech and 16 Tech to reach more
  individuals who can benefit from our
  programs.
- Develop a centralized credential library to streamline access to AI learning opportunities.



#### **Research Collaboration**

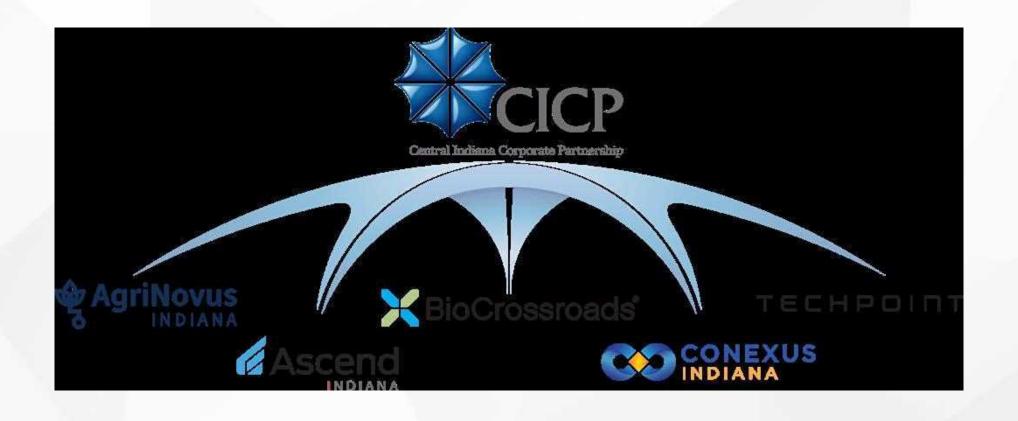
- Build searchable directories for academic expertise and infrastructure assets.
- Scale "Grant Jams" to align community and industry input with academic research proposals.



#### Life Sciences Health Data Asset



- Continue to grow new patient consent and samples through digital and physical outreach, integrating consents at registration for streamlined engagement.
- Further enhance our biobank's recall capacity to increase clinical trial participation, accelerating drug development.
- Boost active researchers using the asset , supported by a scientific advisory Community of Practice to drive utilization.
- Increase local, whole genome sequencing capacity to reduce reliance on external services and increase data in the less explored areas of the genome
- Collaborate with BioCrossroads to further expand industry partnerships, engaging additional large companies as well as startups.



### THANK YOU

www.cicpindiana.com

### Upcoming Meetings

- Community Discussion on SBIR Reauthorization: May 28 at 1:00 PM
- Entrepreneurship Development: May 28 at 3:00 PM ET
- Global Entrepreneurship Conference: June 2-5 (Indianapolis)
- Lab-to-Market: June 10 at 2:00 PM ET

### We want to hear from you!

#### Staff contacts:

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