



UMass Partnerships throughout Massachusetts

The University of Massachusetts system has five campuses throughout the Commonwealth of Massachusetts. They acknowledge the fast-changing needs of today's students and have partnered with numerous companies to give their students access to greater opportunities.

State Street

UMass Amherst—Isenberg School of Management: The State Street and Isenberg School of Management partnership was established in 2012 with the goal of providing internships to students with an interest in business. Since then, Isenberg has taken a lead role. For instance, from the beginning of this partnership, Isenberg has been designated as the "home" for credit bearing internship activity for all UMass students. This has helped to streamline the process for both State Street and UMass.



Recent points of interest:

- A primary objective of this partnership for State Street was to increase the number of full time hires over time. It is clear this goal is being met. As a result of their experience in Hadley, students move into a more advanced role with a higher salary upon accepting the offer;
- The win is significant for all students who have an opportunity to work at State Street. The value of this experience on resumes has given students increased confidence in the recruiting process and, as Isenberg anticipated, helped increase the number of internships UMass students pursue over time;
- Three years into this relationship, the State Street opportunity is viewed as a premier job by many students and they continue to apply as early as first/second semester of the freshman year;
- The Isenberg full time MBA program's annual fall "BootCamp" was co-sponsored by a former State Street CFO, as well as State Street itself, at a location outside of Boston during the prior two fall semesters.

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UMass Boston—College of Management and the College of Liberal Arts: The State Street Scholars Program launched in 2006 is a unique, year-long internship program for UMass Boston students in the College of Management and College of Liberal Arts. Each academic year students are selected for the program work at State Street Corporation, a world leader in the financial services industry. Successful applicants enroll in an internship course and work within the State Street Investor Services Division. They receive hourly pay and may also be eligible for assistance with educational expenses. This is an exciting opportunity for students to meld classroom education with real-world experience before graduation. Following completion of the program, over 80% of students are offered a full time position at State Street. The College of Management and State Street will be celebrating 10 years of the program this May. Over 350 students have participated in the program since its inception.

Raytheon

UMass Amherst—College of Engineering: The College of Engineering at UMass Amherst started a partnership with Raytheon in 1980. The Advanced Studies Program is the cornerstone of this relationship. Under the Advanced Studies Program each year, a new cohort of Raytheon employees comes to UMass Amherst to spend a year in residence in the Department of Electrical and Computer Engineering, learning the fundamentals of microwave engineering and receiving a MS degree. The support provided to the program by UMass and Raytheon together has created one of the top graduate programs in Microwave Engineering in the country. The Advanced Studies Program has expanded beyond the MS level, and Raytheon engineers are now getting their PhD's in Electrical Engineering. The students selected for this program are Raytheon employees who are vetted by both Raytheon and UMass. Upon acceptance to the program, students spend two semesters on campus taking courses, followed by the summer and fall being spent working on



projects at Raytheon which serve as the equivalent to two courses. Raytheon pays the tuition and fees for their employees to enroll, and in turn, UMass gives Raytheon a reduced rate, resulting in a mutually beneficial partnership.

The National Science Foundation CASA Engineering Research Center was launched in 2003 in partnership with Raytheon. The center has been cited by peer reviewers as being, “A Model Engineering Research Center.” During its 10 years as an NSF ERC, CASA produced 150 graduates, published more than 400 refereed papers, and launched a new technology called “Dense Radar Networks.”

UMass Lowell Research Institute: On October 10, 2014 UMass Lowell officially opened the Raytheon-UMass Lowell Research Institute (RURI), a joint research institute with Raytheon. Focusing on research and development in the area of printable electronics and nanotechnology, the institute is headed jointly by Craig Armiento, professor of electrical and computer engineering at UMass Lowell, and Christopher McCarroll, technical director at Raytheon Integrated Defense Systems. This unique university-industry collaboration model allows UMass Lowell students and faculty to work side by side with Raytheon engineers in a state of the art research facility. This has provided both undergraduate and graduate students with opportunities to work on real world problems, and to gain workforce perspective from their Raytheon collaborators. Raytheon benefits from enhanced innovation development without the need for large scale infrastructure investment.

As stated by Dan Crowley, president of Raytheon Integrated Defense Systems, “The creation of RURI presents a tangible opportunity to advance the research and the learning of technologies under development for students and employees alike and will inspire future engineers and drive innovation.” The collaborative research capabilities of RURI benefit both organizations in the pursuit of federal research funding, advancing the knowledge and innovation of UMass Lowell students and Raytheon engineers. UML will be participating with a team including Raytheon and GE Global Research on an America Makes award worth \$1million.

In terms of lessons learned, a few key points are:

- Importance of an active leader representing each partner;
- Importance of the physical space to make the partnership visible (including to students) and to eliminate barriers to industry reps spending time on campus; and
- Importance of the regular interaction facilitated by the co-location – this helps the partnership to expand (e.g., in the classroom, capstone projects, multiple research fields).

Vertex

The Vertex Science Leaders Scholarship was created by Vertex in 2013 to assist Boston high school students in their pursuit of STEM higher education studies at the University of Massachusetts. Administered by the UMass Foundation, the Scholarship is available to seniors in the Boston Public schools and is a four-year, need, and merit-based scholarship, covering tuition and fees, room and board, and books at any of the four, undergraduate UMass campuses. Since 2014, five scholarships have been awarded. Currently, there are three Vertex scholarship awardees at UMass Amherst and two at UMass Boston. In addition to the Scholarship, Vertex has provided structured summer internship opportunities for awardees and has partnered with Bottom Line, an organization which helps low-income and first-generation-to-college students get to and through college.



With over 70,000 students throughout the system, UMass partners with a wide variety of businesses in order to give students access to additional resources and opportunities. Additionally, some partnerships help bring credibility to programs within the UMass system with their award winning project and reports. The UMass collaborations with businesses are a truly mutually beneficial arrangement.