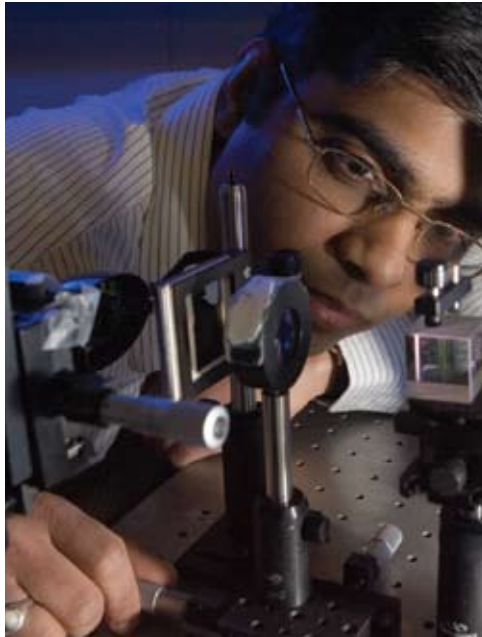


STRATEGIC PARTNERSHIP FOR INDUSTRIAL RESURGENCE (SPIR)



“In today’s ever-changing and competitive marketplace, it is always good to stay one step ahead of your competition.”

— Charles J. Hissin, SPIR client

HIGHLIGHTS TO DATE

| | |
|-----------------------------------|------|
| Companies served | 162 |
| Number of projects | 714 |
| Number of New York counties..... | 18 |
| Number of students involved | 655 |
| Number of faculty involved | 62 |
| Jobs retained | 2450 |
| Jobs created | 350 |

**Annual business impact:
\$90-\$100 million**



The Strategic Partnership for Industrial Resurgence (SPIR)

was established in 1994 by the State University of New York’s engineering schools to help small and mid-sized businesses apply technology solutions to save and create jobs in New York state.

Through SPIR, the combined technical resource of Binghamton University faculty and students, as well as others at campuses throughout the SUNY system, can be tapped to solve technical problems, create or develop new products, and grow jobs or business revenues — affordably and with fast turnaround.

- **Does your company need to transform to succeed in today’s rapidly changing, technology-intense business environment?**
- **Do you see opportunities in the research and development of new high-technology products but lack the essential workforce, process or system to move your ideas forward?**
- **Are you losing high-technology market share to competition due to process inefficiencies, cost overruns or product reliability?**

By leveraging the resources and talents of the Thomas J. Watson School of Engineering and Applied Science at Binghamton University, SPIR can assist you in streamlining or adding high-technology content to products and manufacturing processes, breaking into international markets, developing new high-technology products and businesses, or devising ways to adapt to new industrial regulations. SPIR can help your business be more competitive, expand markets and create new technology-intensive jobs.



**“Working together,
we create solutions.”**

*— Dr. Hari Srihari,
dean of the Watson School*



One of the fastest growing engineering schools in the Northeast, the Watson School emphasizes teamwork, creative thinking and broad vision in a real-world environment.

In only 25 years, the school has become one of the largest undergraduate engineering programs in New York state, educating baccalaureate, master's and doctoral students in the disciplines of bioengineering; computer, electrical, materials and mechanical engineering; industrial and systems engineering; computer science; and systems science.

At the heart of the Watson School are the outstanding faculty who not only teach and mentor students but also pursue cutting-edge research and invention. Our research retains a special relevance to the needs of society and the challenges facing industry. Faculty and students work hands-on, providing technical support and helping to solve industry's most pressing production and design challenges.

Conceived by industry, the Watson School is the ideal environment to nurture strategic partnerships to advance our technology-based economy.

The state has invested \$27.9M in SPIR since its inception. At Binghamton University, our support has led to an annual economic impact of about \$100 million.

With the assistance of SPIR, partner companies have secured more than \$79 million in contracts from the Department of Defense, won multiple federal Small Business Innovation Research (SBIR) grants and secured support from the National Science Foundation. Watson School students working on SPIR projects have become Watson School alumni working for and creating SPIR companies.

Pivotal in assisting local businesses and driving local economies, SPIR is a proven way to reduce the technology barriers for companies in New York state.

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