



Corporate Engagement & Research Support

Carl Muntean
Acting Director

CERS Mission

Develop strategic partnerships with corporate, government, and TAMUS entities to facilitate multidisciplinary research programs within Texas A&M AgriLife Research for the advancement of the faculty, agency, Texas, and its stakeholders.

Corporate Engagement

- Provides outreach for corporate-sponsored research
 - Outreach from Companies based on Reputation
 - Faculty Contacts
 - Unit Head Contacts
 - Membership to Organizations
 - Meeting Attendance
 - Affiliate Programs
 - Alumni
 - “Cold Calls”
- Coordinates major corporate scoping discussions and Executive Summary development, working toward full proposals with scopes of work.
- Works with AgriLife Contracts as they develop agreements with industry.
- Maintains relationships with clients to assure retention

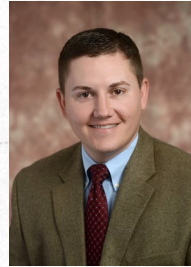
Research Support (Strategic Grants Team)

- Assist PIs with large strategic proposals
 - Multidisciplinary, multi-collaborator, multi-state proposals and teams
 - Stage coordination meetings with team leads and principal investigators
 - Work alongside and liaise with SRS to ensure institutional and sponsor policies are met
 - Prepare an RFP checklist
 - Build a proposal development timeline
 - Prepare proposal budgets and collect subcontract items
 - Collect and properly format all personnel documents and boilerplate items
 - Proposal narrative preplanning
 - Provide detailed editing and polishing of proposal documents
 - Conduct comprehensive review referencing the RFP

Corporate Engagement & Research Support

The “Who”

Carl Muntean
Acting Director



Shay Simpson
*Associate
Program Director*



Heather Hirsch
Program Manager



Bridget West
*Strategic Grants
Coordinator*



Cristina Guzman
*Proposal Review
and Editing*



**Kendra Zak-
McDermott**
*Strategic Grants
Support*



Contact Us

Corporate Engagement

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Strategic Grants Team

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THANK YOU
Questions?