

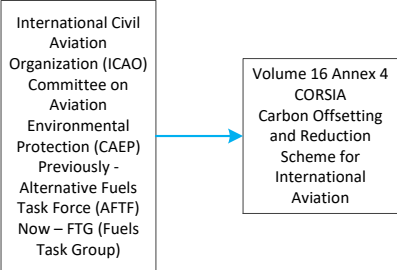
A person wearing a blue long-sleeved shirt and a dark blue bucket hat is kneeling in a vast field of golden-brown grain, likely rice or wheat. The person is looking down at something in their hands. The field extends to the horizon under a clear blue sky with some light, wispy clouds. In the upper left corner, there is a dark blue rectangular area containing white text, framed by thin black lines.

ASCENT

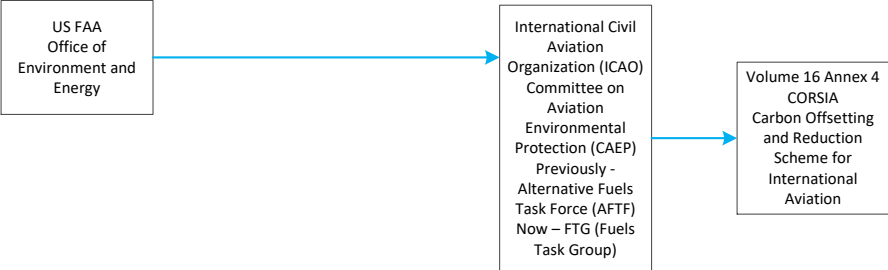
April 18th, 2019
Atlanta, GA

The Value of Public-Private Partnerships

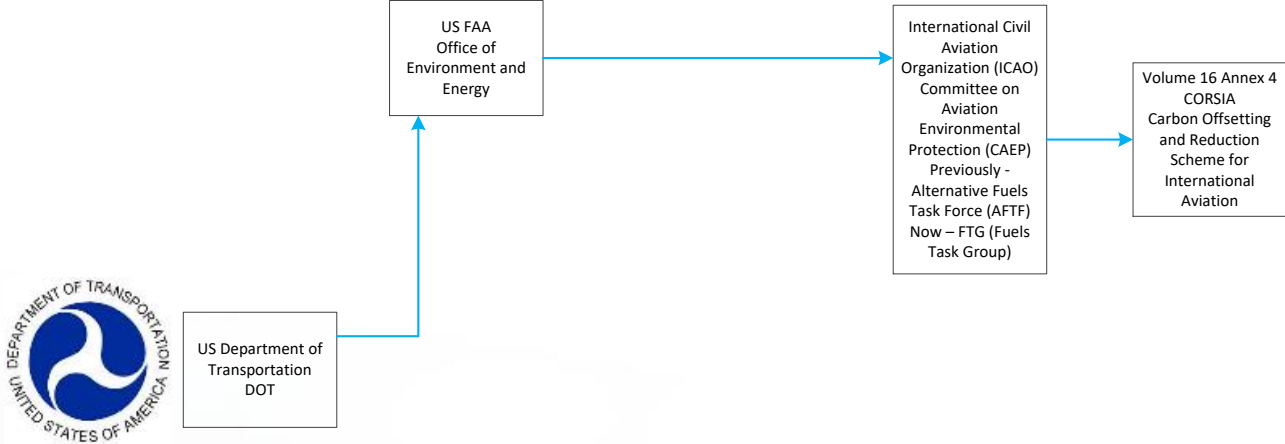
Relationships



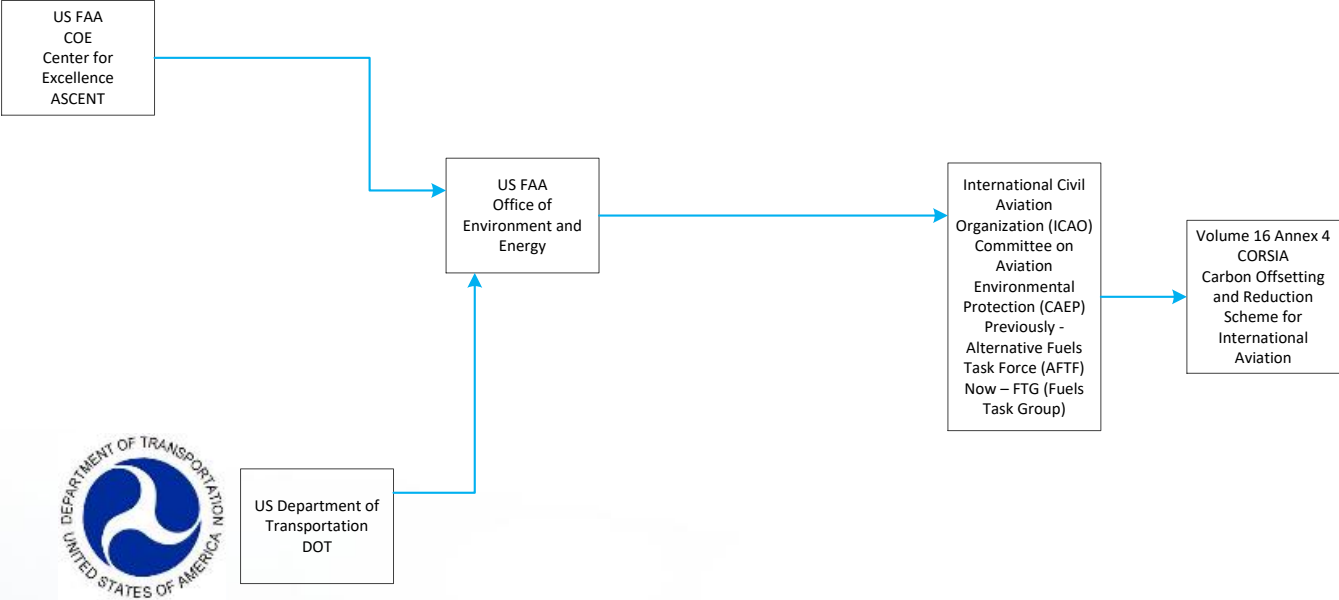
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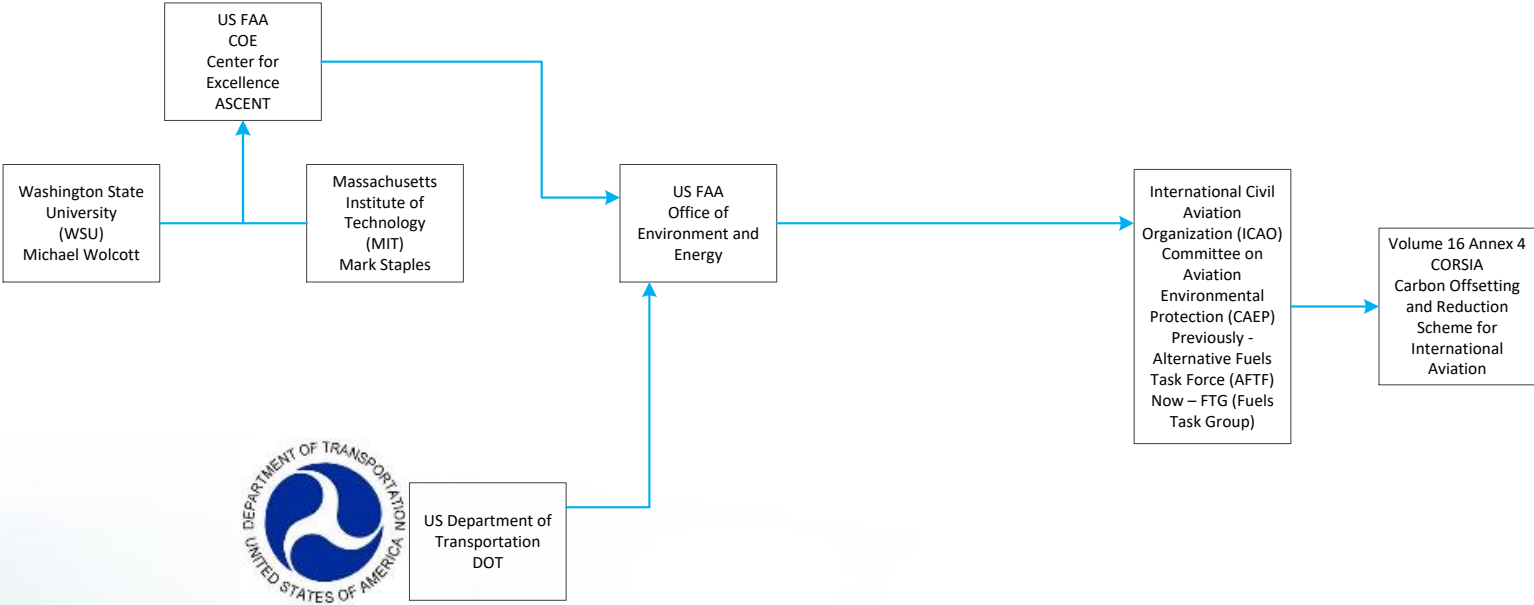
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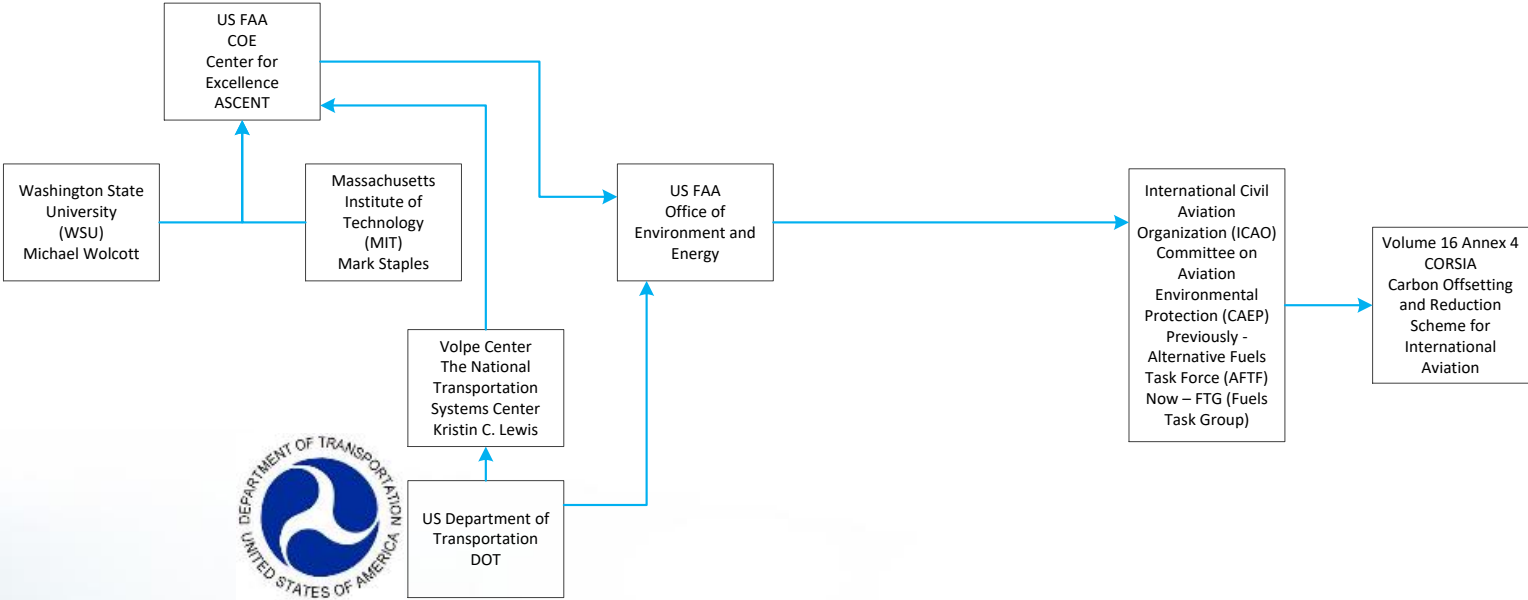
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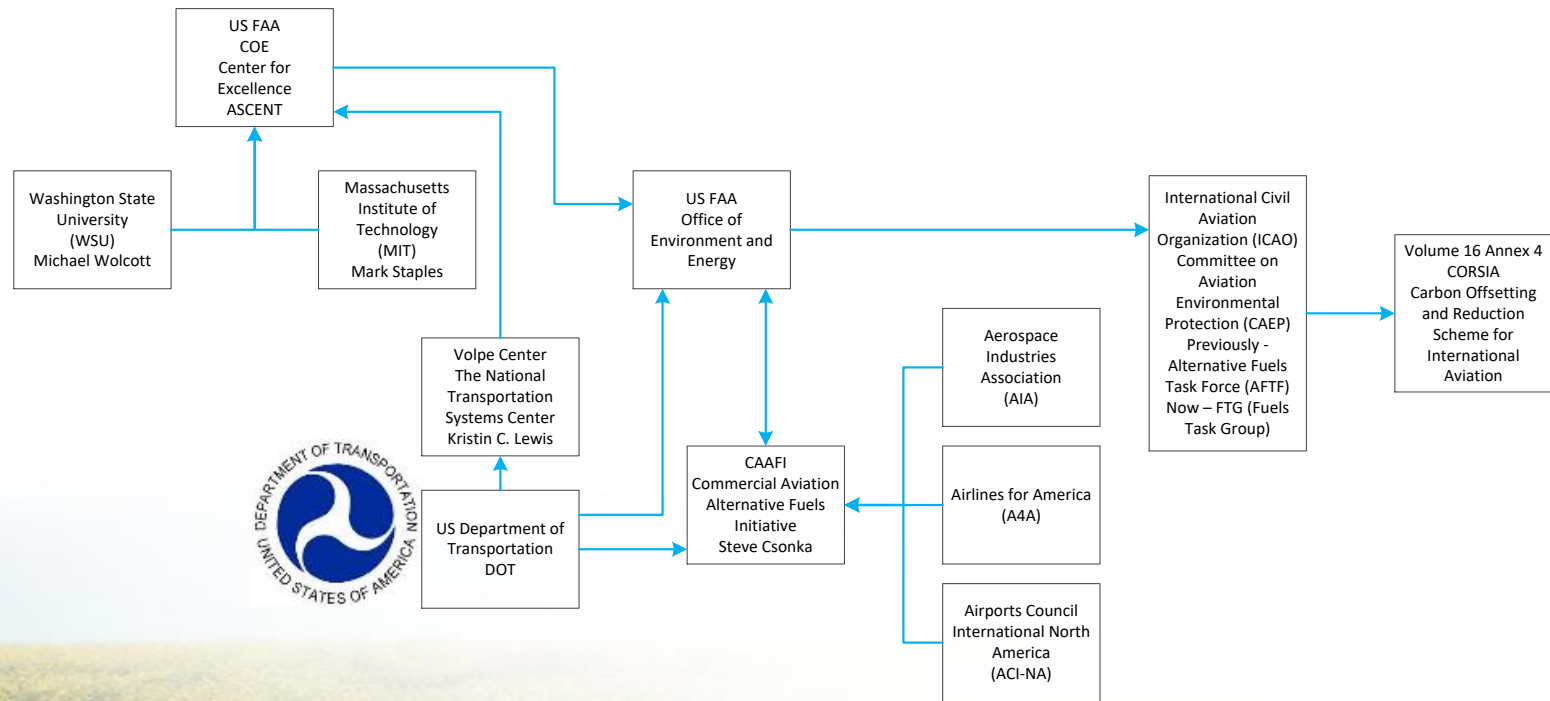
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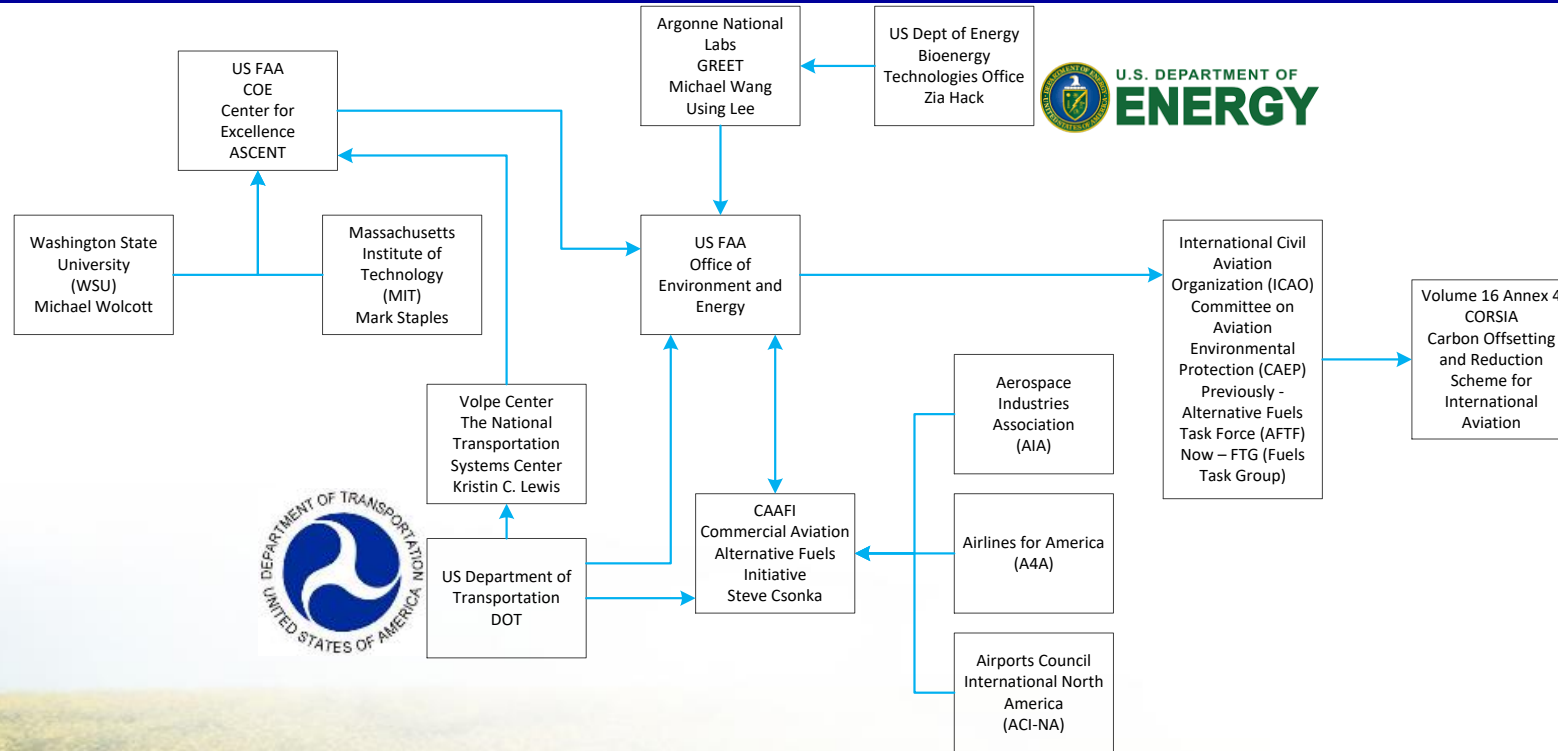
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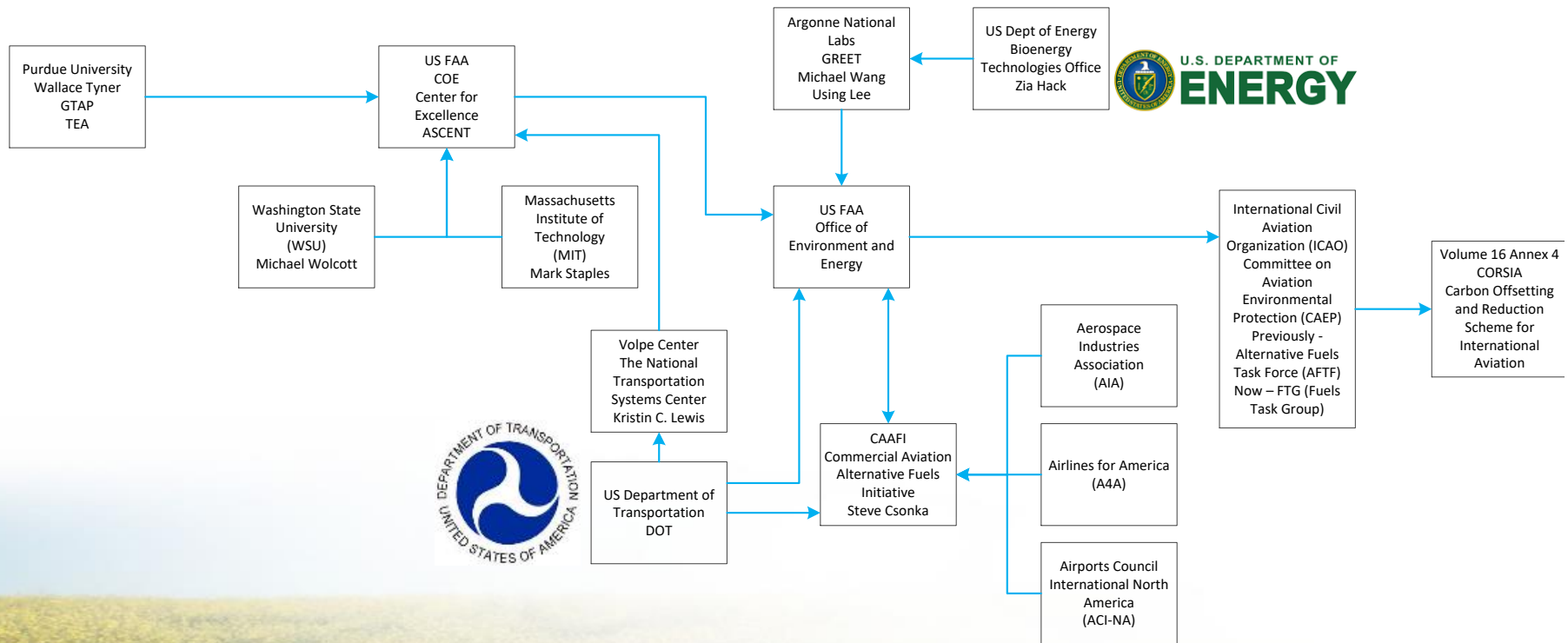
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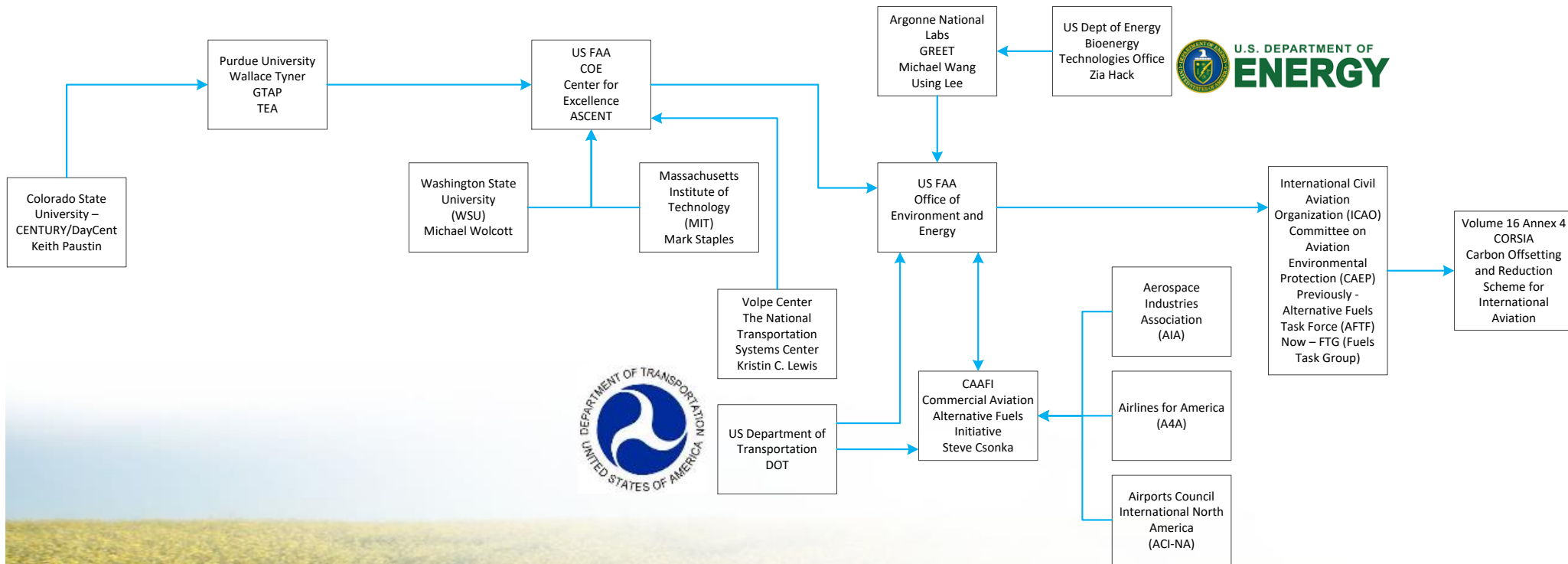
Relationships



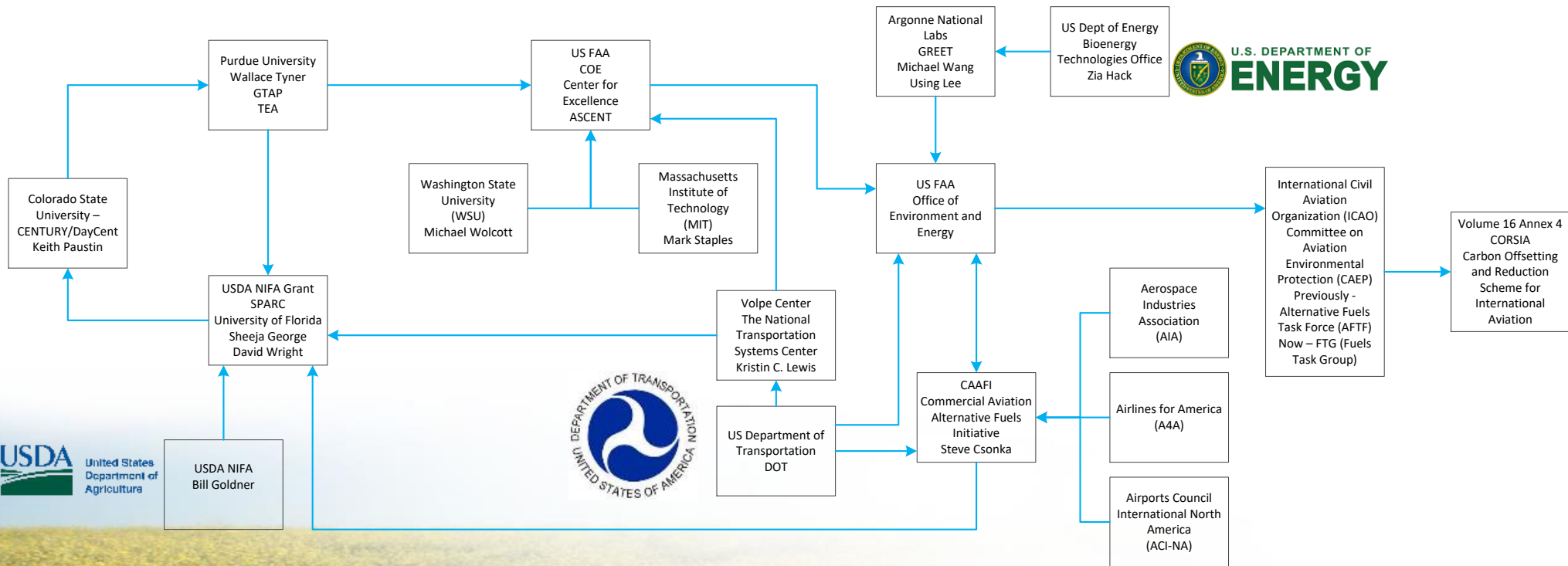
Relationships



Relationships



Relationships



Relationships



Private Industry and Public (Government/University) Relationships

Key takeaway's.....

- Have a clear focus with each participant in the supply chain that is documented. If you don't you may think you are all on the same page...but maybe not...
- Make sure timelines are understood. Small Business work on a different time horizon than Universities and Government.
- Be open to change...
- Care about emotional intelligence – talk to people one-on-one and find out what they care about.





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