

Matthew A. Sanfilippo, President & CEO brings over 30 years of senior and C-level experience spanning industry, academia, venture capital, and government. As the founding **Chief Partnership Officer for Carnegie Mellon University's College of Engineering**, he built the institutional model for large-scale strategic partnerships — doubling externally funded engineering research in six years and managing a portfolio exceeding \$125M annually. Through 214ID, that senior-level expertise is available directly to the organizations that need it most.

2×

Research funding doubled in 6 years

100+

Strategic multi-sector partners

\$125M+

Annual research volume managed

ADVISORY PRACTICE AREAS

MANAGEMENT & GOVERNANCE ADVISORY

Building Organizations That Scale and Endure

Board design, governance architecture, committee structuring, organizational design, and executive coaching for technology-driven organizations navigating growth, leadership transition, or strategic repositioning.

For: CEOs, Boards, Executive Teams

INDUSTRY RESEARCH ADVISORY

Bridging Corporate R&D and University Innovation

Helping companies build university partnerships that actually execute: faculty selection, IP structuring, sponsored research agreements, and Federal co-investment strategies that multiply the value of every R&D dollar.

For: CTOs, Chief Science Officers, VP R&D

RESEARCH & TECHNOLOGY ADVISORY

Strengthening R&D Teams for a Competitive Edge

Supporting applied research organizations, Federal contractors and innovation institutes with proposal strategy, cross-sector teaming, consortium architecture, and program execution across the full Federal pursuit lifecycle.

For: Federal contractors, research institutes, innovation organizations

UNIVERSITY RESEARCH ADVISORY

Architecting the Modern Research Enterprise

Breaking academic silos to scale corporate and government-sponsored research. 214ID implements proven integrated pursuit frameworks that drive funding diversification, cross-sector partnership growth, and technology commercialization.

For: Presidents, Provosts, VPRs, Deans

STARTUP ADVISORY

From Concept to Company: Building Ventures That Last

Strategic advisory for early-stage founders navigating company formation, board construction, market strategy, investor readiness, and the university IP systems that generate the most promising deep-tech ventures.

For: Founding CEOs, CTOs, VCs and deep-tech ventures

NATIONAL EXPERT NETWORK

Deep Domain Expertise, On Demand

A nationwide network of senior experts across AI/ML, defense technologies, robotics, autonomy, cybersecurity, advanced manufacturing, and applied research — engaged selectively to support specific pursuits without permanent overhead.

For: All practice areas and client engagements

THE CHALLENGE

The most consequential R&D and innovation partnerships — between universities and industry, between research teams and government sponsors, between founders and institutional capital — fail for predictable structural and operational reasons. The expertise to prevent those failures is rarely available from the inside.

THE 214ID DIFFERENCE

Unlike traditional consulting firms, 214ID brings **firsthand practitioner experience** from the highest levels of research administration, corporate innovation, venture capital, and government partnership. When you engage 214ID, you work directly with the strategist who built these models from the inside.

KEY DIFFERENTIATORS

1 Insider University Knowledge

Built and ran the external partnership system at one of the country's premier engineering research institutions — not as an observer, but as the executive responsible for it.

2 Cross-Sector Integration

Deep relationships across technology, manufacturing and defense primes, Federal agencies (DOD, DOE, NASA, NIH, NSF), and the venture-backed startup ecosystem.

3 National Expert Network

A nationwide network of senior experts across technology, research, engineering, regulatory, and commercialization disciplines — engaged selectively on an as-needed basis to support client needs without introducing overhead or bloated consulting teams. Clients access deep domain expertise precisely when it is required.

ADDITIONAL SERVICES

+ Management & Governance Advisory

Governance design, board formation, executive alignment, and leadership structuring for privately held technology and engineering companies in the \$50M–\$150M range. 214ID advises founders, boards, and investors on board restructuring, governance architecture, founder-to-board transition, and liquidity preparation for ESOPs, recapitalization, or sale.

+ Shepherd Works

Hands-on prototyping and applied technology development for concepts that need to move from whiteboard to working hardware or system.

+ Regional Economic Development

Firsthand experience building regional innovation programs, corporate co-location strategies, and public-private testing ecosystems with state and Federal economic development agencies.

01

ADVISORY RETAINER

Confidential ongoing executive alignment and sounding-board support

02

DEFINED PROJECTS

Targeted engagements for specific strategic milestones

03

DIAGNOSTIC ASSESSMENT

Objective third-party review of organizations and processes

04

PROPOSAL / PROGRAM

Subcontractor on active Federal pursuits and program execution

05

EMBEDDED EXECUTIVE

Fractional senior leadership with clear milestones and transition plan

Ready to explore how 214ID can help?

Detailed advisory briefs available for each practice area.

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