

Los Alamos National Laboratory

MBA Summer Internships



Real World Business Projects
Start-Up and Small Business Exposure
Entrepreneurial Experience
VC and Angel Investor Networks
Supportive Mentoring
Personal Friendships
Northern New Mexico Economic Impact
A Lifetime of Returns

Solve the economic, social and energy-related challenges of our nation...

...as an MBA Summer Intern with the Los Alamos National Laboratory Technology Transfer Division



New Mexico: *The Land of Enchantment*

New Mexico is rich in history and personality. The merging of many distinct cultures provides a unique blend of cultural treasures, ethnic foods, and social traditions. Numerous festivals and events, such as the Santa Fe Rodeo and Santa Fe Spanish and Indian Market, draw visitors from around the world. The mild summer climate and beautiful landscapes have attracted the Hollywood film industry and its famous celebrities, some of whom LANL interns have been able to meet. White Sands National Monument, Carlsbad Caverns, and the Jemez Mountains offer spectacular venues for outdoor activities such as camping, fishing, stargazing and golfing. With something to offer to people of all ages and backgrounds, New Mexico truly is the Land of Enchantment.

Los Alamos: *Where Discoveries are Made!*

For more than half a century, the name “Los Alamos” has been synonymous with research at the frontiers of science and service to the nation. As one of the U.S. Department of Energy’s (DOE) multi-program, multi-disciplinary research laboratories, the mission of Los Alamos National Laboratory (LANL) is to develop and apply science and technology to ensure the safety, security, and reliability of the U.S. nuclear deterrent; reduce global threats; and solve other emerging national security challenges.

LANL was founded atop a remote mesa in northern New Mexico in 1943 as the secret home to the Manhattan Project and has since become the nation’s scientific research leader. The Lab has attracted world-renowned scientists and Nobel Prize winners who have devoted their energy and creativity to expand our knowledge of the world we live in through a wide variety of research areas. Through their work, they have pioneered innovative solutions for some of the nation’s most challenging economic, social, and energy-related problems.

Highlights of living in Northern New Mexico:

- Los Alamos <15 minute commute to TT Office
- Santa Fe <40 minute commute to TT Office
- Networking and social events with LANL Student Association.
- Many of the nearby amenities
 - Access to the LANL Wellness Center (gym) and fitness classes.
 - Highest altitude Olympic swimming pool in North America.
 - Community golf course, hiking, biking trails, fishing.
 - Close proximity to Bandelier National Monument, Jemez Mountains and other historic and geographical attractions.
 - Rich arts community including numerous prominent museums and home of the world-class Santa Fe Opera.

Technology Transfer Division

The Technology Transfer (TT) Division of LANL serves as the primary bridge between the Laboratory and the commercial world. Full-time TT executives and summer interns manage portfolios of viable, marketable products based on LANL technology and expertise. By collaborating with strategic partners in industry, TT continues to meet the challenges associated with developing businesses in Northern New Mexico and ensuring the region's entrepreneurial economy.

The MBA Summer Internship Program

The MBA Summer Internship Program has been a flagship program in the Laboratory's efforts to support high-tech business development and commercialization activities. During 10-12 weeks as an MBA Summer Intern, you'll have the opportunity to:

- Be your own boss: choose projects you are interested in, define your scope of work and set deadlines aligned with project goals.
- Lead a team of fellow MBAs from top business schools on your projects.
- Collaborate with LANL scientists and regional entrepreneur "clientele" to address a variety of start-up business challenges.
- Evaluate commercialization potential of, and market demand for, proprietary high-tech innovations.
- Learn from and collaborate with full-time TT executives on their projects.
- Utilize a wealth of information at TT and throughout LANL to develop your recommendations.

Our Commitment

To guarantee that our interns receive a high return on their summer investment, we ensure that they have the opportunity to

- apply business theory and analysis;
- communicate with highly diverse groups within the Laboratory and from the regional business community;
- interact with experienced Laboratory innovators, business consultants, investors, and entrepreneurs; and
- collaborate with other MBA candidates from top business schools;
- interact with TT Division Leader and other senior Laboratory managers;
- network with VC's, angel investors, and serial entrepreneurs.



Los Alamos technologies:

Top, MAGVIZ: MRI for Carry-On Liquids; Bottom right: David Montgomery heads the Laboratory's Trident high-power laser facility, available to researchers nationwide to explore high-energy-density physics.



Eligibility Requirements

- Current MBA student with at least first-year courses completed.
- Bachelor's degree in science or engineering preferred but not required.
- Previous business experience is desirable (preferably in a start-up environment).
- Must be a U.S. citizen or permanent resident.

Application Process

Please submit a letter of interest and current résumé to:
Shandra Clow
clow@lanl.gov

**To learn more, visit us at www.lanl.gov/partnerships
If you have any questions please contact:**

Shandra Clow, 505-665-3049, clow@lanl.gov or
Belinda Padilla, 505-667-9896, bee@lanl.gov

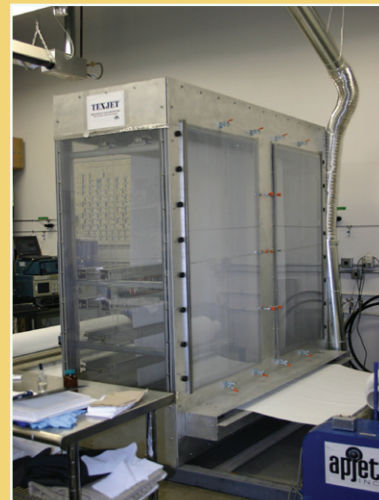
Regional Spinoffs Succeeding with Help from Los Alamos

These spinoffs from the Laboratory describe examples of companies that MBA interns have assisted.

APJeT Raises \$3.5 Million to Fund Commercialization of Revolutionary Textile Finishing Process

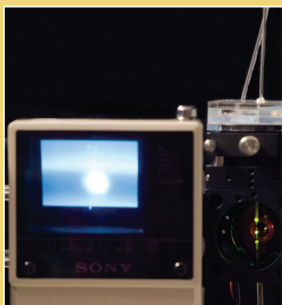
In late 2008, Laboratory spinoff APJeT announced successful completion of a \$3.5 million round of financing to help it commercialize its revolutionary textile manufacturing process. APJeT's process—known as Atmospheric Pressure Plasma Jet technology—allows fabric manufacturers to use a blast of ionized gas to make textiles resistant to water, stains, and other substances in an environmentally friendly manner. Unlike conventional, chemical-based “wet” treatments, the process results in fabric that will repel rain, snow, and oil-based stains on one side while wicking moisture away from the body on the other.

A Los Alamos National Security (LANS) Venture Acceleration Fund award helped APJeT develop a large-scale, commercial machine and hire a professional CFO. The new financing will help it accelerate commercialization of its state-of-the-art processes and reach global penetration. MBA interns have worked with APJeT on everything from a start-up business plan to market analyses of multiple industries and predictions of long term financial success.



APJeT's textile and plastic coating machine treats a bolt of fabric using the APPJ® technology.

Attune Acoustic Focusing Cytometer Brings Technology Developed at LANL to the Marketplace



Life Technologies Corporation recently announced the release of the Attune™ Acoustic Focusing Cytometer, a first-of-its-kind cytometer system that uses acoustic waves to precisely control the movement of cells during analysis.

Attune potentially will improve the sensitivity, throughput, and accuracy of flow cytometry-based assays, while also enabling a greater variety of assay types than can be performed on traditional hydrodynamically focused cytometer systems. Additionally, because the Acoustic Focusing Cytometer reduces the need for sheath fluid, the instrument's size and complexity, use of consumables, and generation of waste all are decreased.

The Attune Acoustic Focusing Cytometer is based on a portfolio of intellectual property developed at Los Alamos National Laboratory (LANL), for which Life Technologies holds the exclusive commercial license rights. The field of flow cytometry was originally invented at LANL in the 1960s. The Bioscience Division at LANL currently is home to the National Flow Cytometry Resource (NFCR), a center for the development and application of flow cytometry technology. Over the past 28 years, LANL's NFCR has continued to advance flow cytometry instrumentation and assays with the support of the National Center for Research Resources at the National Institutes of Health (NIH), which sponsored the original acoustic focusing cytometer research.

As part of LANL's Technology Transfer mission, which moves advanced technologies out of the Laboratory for the benefit of the U.S. taxpayers, LANL spun out in 2006 a new company, Acoustic Cytometry Systems, LLC (ACS) to commercialize the acoustic flow cytometry technology. ACS was subsequently acquired in 2008 by Invitrogen Corporation, which later merged with Applied Biosystems to form Life Technologies. The company continued the development of the LANL technology and is now bringing the Attune Acoustic Focusing Cytometer to researchers worldwide.