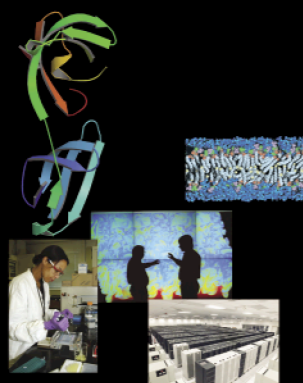
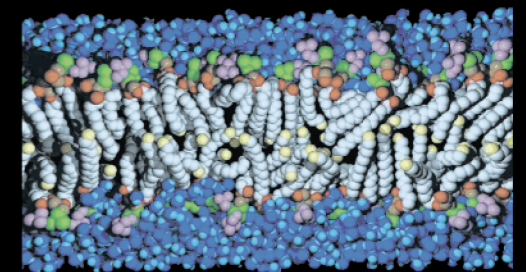


The Laboratory is located in the temperate climate of the Jemez Mountains of northern New Mexico. The weather and beautiful surroundings are ideal for year-round outdoor activities and entertainment. Camping, hiking, water sports, rock climbing, fishing, biking and much more await you. Add golf and tennis to the picture and you'll agree that Los Alamos is the perfect environment for anyone who enjoys the great outdoors.

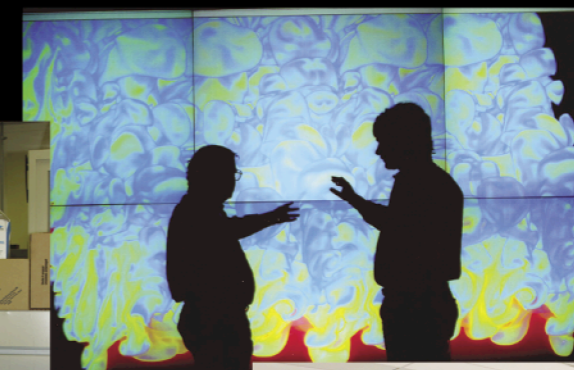


Clockwise from lower left: Summer 2002 MBA interns try out a drum during a weekend expedition to the Santa Fe Flea Market; Tyuonyi, a 13th century Anasazi Pueblo village, occupies Frijoles Canyon in Bandelier National Monument, adjacent to the Laboratory complex; summer interns practice their teamwork and stay in shape mountain biking in the Jemez Mountains.

Los Alamos National Laboratory MBA Summer Internships



On the cover: Clockwise from top left: 3-D images of protein molecules generated by SOLVE, a LANL-licensed application for developing molecular images; modeling of a cell membrane; center, 3-D images produced in the Advanced Simulation and Computing program used in LANL's stockpile stewardship work; LANL's 20 teraOPS "Q" super-computer; DNA analysis for bioforensics, part of LANL's biothreat reduction work.



LALP-03-196

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**Can you identify the next "hot" technology destined to hit the marketplace?
Does the opportunity to help scientists at one of the nation's foremost research and development laboratories identify such a technology appeal to you?
Or would you rather help a high-tech startup company commercialize a proven, leading-edge technology?**



Overview of the main Los Alamos National Laboratory technical and administrative site on the Pajarito Plateau looking west toward the Jemez Mountains.

Put your training and expertise to work at Los Alamos National Laboratory (LANL) as a summer intern in the Technology Transfer Division and you will have the opportunity to help identify and commercialize breakthrough innovations.

About the Laboratory

For more than half a century the name "Los Alamos" has been synonymous with research at the frontiers of science and in service to the nation. Since its origin as a secret, makeshift laboratory on a remote mesa top in New Mexico, Los Alamos has attracted world-renowned scientists—several of whom went on to win prestigious Nobel Prizes—and engaged their energies and creativity to advance knowledge and find solutions to the nation's most challenging problems. That tradition is alive today. As one of the U.S. Department of Energy's (DOE) multi-program, multidisciplinary, research laboratories, managed by the University of California, Los Alamos thrives by having the best people doing the best science to solve important problems for the nation.

"The MBA internship program at Los Alamos National Laboratory is the best chance for MBA students to understand the complexities and difficulties of technology commercialization first hand."

— Brad Morie, Business Development Executive, Los Alamos National Laboratory 2002 MBA, University of North Carolina, Chapel Hill

"As an intern I felt I was at the nexus of new technology development, commercialization, U.S. government, university, and private enterprise interests."

—Varsha Raju, 2003 MBA, Harvard Business School

About the Technology Transfer Division

The Technology Transfer Division serves as the Laboratory's conduit for collaborations with private industry, universities, government agencies, and other national laboratories to transfer technology from the Laboratory to external sectors for the benefit of the nation and its citizens.

Part of the Laboratory's charter for the Technology Transfer Division is to help nurture the growth of new businesses in northern New Mexico based on Laboratory technologies and expertise. Our staff and our interns mine the Laboratory to identify leading-edge technologies that may be ready for licensing and commercialization. We manage a variety of support programs to help current and potential entrepreneurs both within the Laboratory and in the regional business community. These programs include high-tech business consulting, technology maturation funding, entrepreneurial training, and unique internship opportunities.

As part of our tech transfer mission, we also manage a variety of mechanisms for partnering with the Laboratory and licensing LANL technologies. We participate in LANL's intellectual property management effort by training and assisting Laboratory researchers with the entire process from invention disclosure to the commercialization of patented and copyrighted technologies.



LANL Business Development Executive Brad Morie (right, a 2003 MBA intern) visits LANL inventor Ben Warner in his lab. Morie is helping Warner write a business plan for his micro x-ray fluorescence technology used in the development of novel pharmaceuticals.

"A once in a lifetime experience! The knowledge gained about technology maturation and assessment opens up an array of future opportunities..."

— Sarah Baer, Product Manager, Active Motif, LLC 2001 MBA, San Diego State University

MBA Internships

The Laboratory's summer internship for MBA candidates is founded on the premise that by effectively and efficiently mining the Laboratory's technologies to identify promising inventions, evaluate their commercial potential, and transfer these inventions to the private sector, we can obtain the best possible return on the national investment in Los Alamos. We match experienced scientists and engineers with the nation's future business leaders to help us realize our vision. MBA candidates have a unique opportunity to gain hands-on experience in high-tech entrepreneurship and commercialization by working closely with Laboratory innovators and regional entrepreneurs to nurture licensing opportunities, partnerships with industry, and startup businesses based on Laboratory technology and expertise.

Responsibilities: MBA interns explore ongoing research and hone their business skills by

- scouting the Lab for technologies with commercialization or "new business" potential;
- evaluating and prioritizing market applications and the commercialization potential of Laboratory technologies;
- researching competing approaches;
- assessing potential markets;
- identifying potential collaborators, investors, and buyers;
- creating financials and business valuations; and
- writing and critiquing commercialization and business plans.

Northern New Mexico's emerging business startup community values the contributions of the Laboratory's summer interns. During the past seven years, MBA interns have worked with 77 new regional startups that have provided employment for over 300 people and attracted over \$66 million in external investments. Interns may even discover a career opportunity with one of the emerging companies they assist.

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;
- implement technology evaluation and opportunity identification techniques;
- 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.



Summer intern Kurt Faulhaber (top left) visits a northern New Mexico mine with Laboratory scientist David Reagor to test Reagor's underground radio technology for commercialization potential.

"The interns are directly responsible for assessing the latest technology, determining if a business can be built around it and starting to help the Lab build that business...Students receive an experience that cannot be duplicated anywhere else in the world."

— Kurt Faulhaber, 2003 MBA, University of Texas, Austin

Program Specifics

- Duration: Three months during summer 2004
- Eligibility: A bachelor's degree in science or engineering is preferred for applicants. All applicants must be enrolled in an MBA program and have completed at least one year in the program. Previous business experience is desirable. Applicants must be U.S. citizens.

For questions about these opportunities or to submit an application, contact:

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Phone: 505-667-9896 / Fax: 505-665-3125

Email: bapadiilla@lanl.gov

Visit us on the Web at www.lanl.gov/partnerships

For additional information about the Laboratory and our programs, visit us on the Web at the following locations:

www.lanl.gov/worldview