

### Laboratory Spinoff Improves Biological Diagnostics

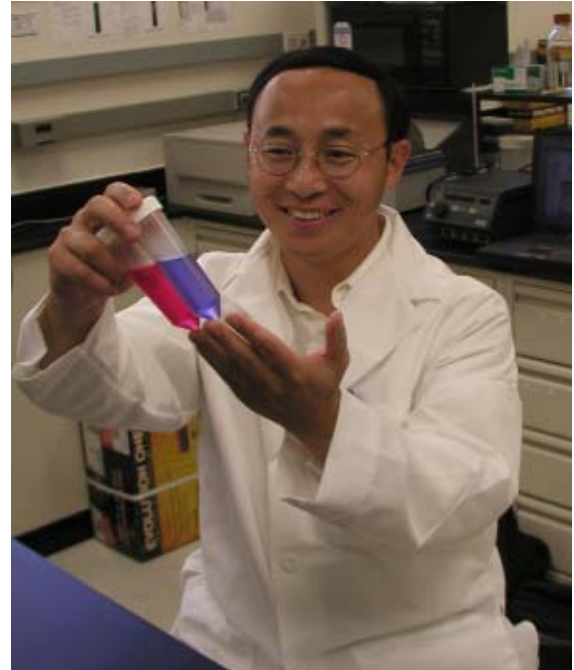
Former Los Alamos National Laboratory (LANL) molecular and cellular biologist Dr. Feng Zhou is finally fulfilling his dream to establish a biotech startup, relying on the knowledge he gained through the Laboratory's internal Commercialization and Entrepreneurship Training program and the additional guidance provided by LANL's Industrial Business Development Division. On March 19, 2003, Zhou became a co-founder of **Biophoretix**, an Albuquerque-based, biotechnology startup. Zhou and fellow co-founders Matthew Ennis, Ph.D., Don Hanna, and Olaf McLetchie, M.D., M.P.H. of Argus Insights, Inc., a high technology consulting firm, signed an exclusive license with the Laboratory to commercialize a magnetic-microsphere-based technology for molecular separation and detection invented by Zhou.

From ensuring the safety of the world's food, water, and air supplies to monitoring the efficacy of medical treatments, the detection and manipulation of biological material is critical to many large industries. Biophoretix develops, manufactures, and markets diagnostic and discovery systems based on its groundbreaking multiplexed separation technology, which integrates easily with existing bioassay and detection systems. The Biophoretix platform can make current tests more sensitive, cheaper, and faster, while enabling many tests that are currently not possible.

Initial applications of the technology include accurate CD4/CD8 lymphocyte counts, necessary for monitoring drug therapies for AIDS, at a cost and speed that make access to monitoring attainable in the developing world. Monitoring in the U.S. and other developed nations is slow, expensive, and reliant on central clinical laboratories—all prohibitive in the developing world. Biophoretix can close that gap with its rugged, inexpensive, and portable platform. Other applications include a hepatitis panel, complete blood counts, and any testing that requires the sorting of cells or other biological material.

Biophoretix has identified three significant target markets for products based upon its ability to separate biological material more efficiently and cheaply than any of its competitors: clinical diagnostics, drug discovery, and environmental monitoring, including bioterrorism detection. These three major areas represent nearly \$50 billion in annual worldwide sales with many large and small niches.

*For additional information about the company or the technology, contact: Matthew Ennis at [matthew@argusinsights.com](mailto:matthew@argusinsights.com), or (505) 286-1856.*



*Dr. Feng Zhou inspects samples in his new Biophoretix laboratory. He looks forward to a bright future as a cofounder of the new Albuquerque-based biotechnology company that will use his technology to revolutionize biological diagnostic techniques.*