

Impulse, volume 13
August 2018

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Nelumbo making moves; Danielle Applestone joins as EIR; Arati Prabhakar on evolving R&D; resources for science entrepreneurs, and more

Friends and colleagues,

As summer winds down, things are looking up for our fellows and their startups. Nelumbo, whose technology boosts the efficiency and performance of HVAC systems, [has a raft of good news](#), while battery maker Cuberg won big at the World Materials Forum. Plus, [you can now vote](#) for alumni-led CalWave and Sepion in the VERGE Accelerate startup contest.

Also stoking our enthusiasm is Danielle Applestone, who recently joined us as our new executive-in-residence. For the next six months, she will be mentoring our fellows based on her [experience and expertise](#) as a science entrepreneur.

Finally, we were quite fortunate to get an audience with Arati Prabhakar, former DARPA director, who [wants to see our model grow](#) and evolve across the R&D ecosystem.

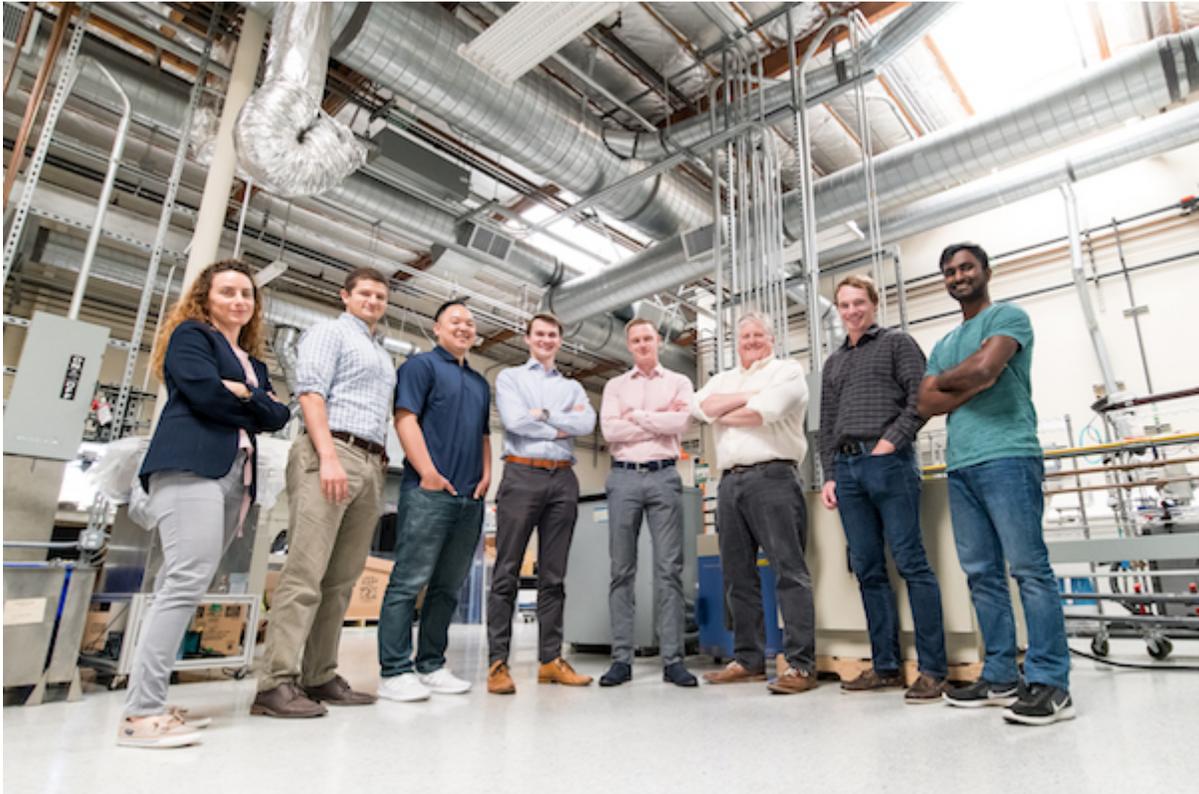
Read all of these stories and much more from Cyclotron Road below.

The Cyclotron Road team

P.S. We're hiring a program operations associate to join our team! Read more about the role and apply [here](#).

Cohort News

New Series A investment, new digs for Nelumbo



Danfoss, a global provider of energy-efficient power systems, has invested in Cohort Three startup Nelumbo (above). The companies are working together to develop an improved heat exchanger platform with better efficiency and corrosion resistance in HVAC systems, compared to incumbent technology.

The investment is part of a \$5.5M Series A financing round. Nelumbo has also recently opened a new production and development facility and is growing its staff. [Read the full story.](#)

Program News

Danielle Applestone Gets It

When she was a graduate student pursuing a doctorate in material science at the University of Texas, Austin, Danielle Applestone invented a new battery material, which she decided to commercialize. The invention, she later discovered, was the easy part. She knows, from that experience and from startups she later led, the hurdles facing entrepreneurial scientists.



That's why we're so happy Danielle is spending the remainder of 2018 as our executive-in-residence. Learn more about her story in [this interview](#) on our *Phase Change* blog.

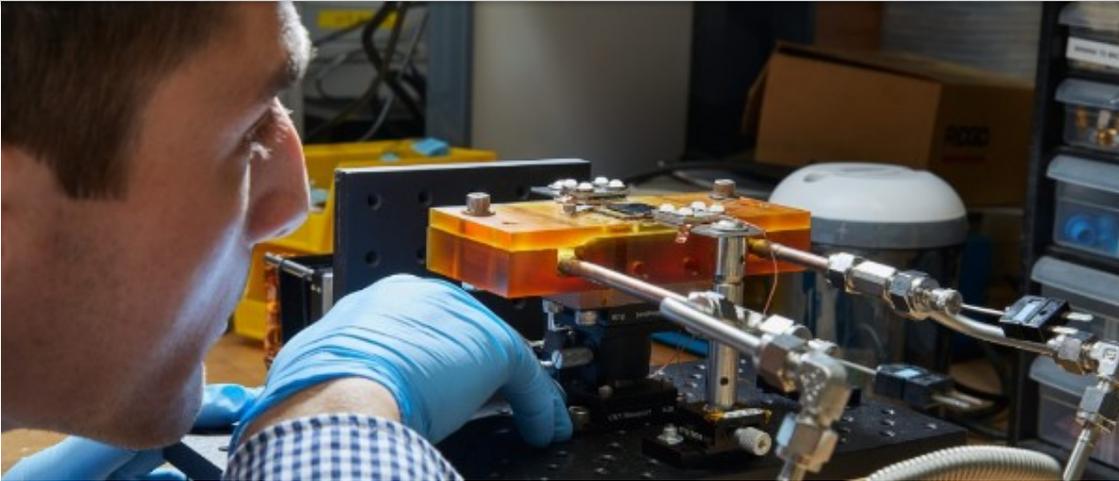
Program News

A conversation with former DARPA director, Arati Prabhakar



When it comes to turning scientific advances into commercially viable products that make a real impact in our lives, Arati Prabhakar is pragmatic. "This is not something that is actually supposed to be easy. The more innovative a new research insight is—the more disruptive to how we think about doing things today—the harder it is to get accepted," she told us.

But the former director of DARPA is also a big fan of how Cyclotron Road is supporting entrepreneurial scientists. "I think that's an incredibly effective model," she says. Read the [full story on our *Phase Change* blog](#).



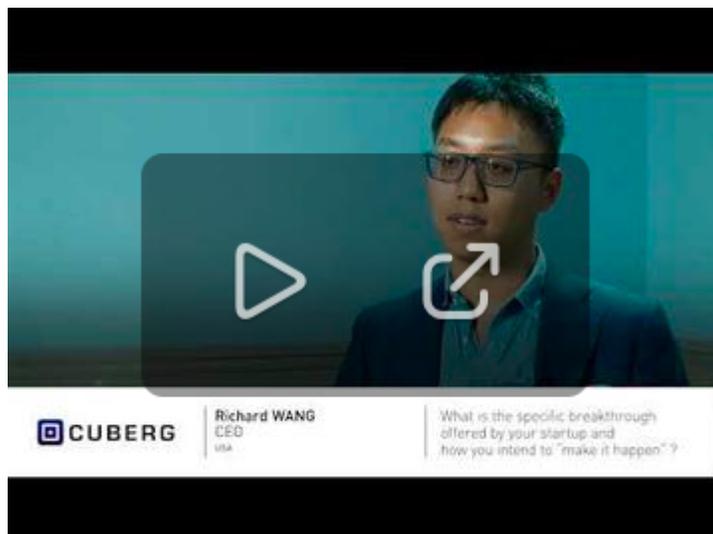
Enjoy our blog posts and interviews? Have them delivered straight to your inbox, starting with Backstories next month.

Next month, we'll launch Backstories, a new multi-media interview series that gives a glimpse into why our Cohort Four fellows took the plunge into entrepreneurship. Please [update your profile](#) to receive these short vignettes—as well as other interviews, blog posts, and new resources for entrepreneurs—in your inbox as they become available.

Cohort News

Cuberg wins €50,000 World Material Forum's Startup Challenge

It's been a good year for Cohort Three startup Cuberg, which [closed a second round of seed funding, led by Boeing HorizonX Ventures](#), this winter. In June, Cuberg claimed the Grand Prix in the [World Material Forum's Startup Challenge](#) in Nancy, France. The startup received €50,000 as well as a global marketing campaign.





None of the game-changing innovations that science entrepreneurs are developing will actually change the game without also obeying the laws of capitalism. So how much does it cost to produce a new device, or a new chemical, or a kilowatt hour? Our resident technology economics expert Beth Zotter has launched a new series, called Techonomics, to help budding technologists answer these thorny questions. The series includes primer videos, as well as downloadable, easy to read and manipulate Excel models to estimate cost of production of a widget, chemical, or other product. [Check it out](#) and let us know what you think!

Also, Raymond Weitekamp, CEO and founder of polySpectra and a Cohort One alumnus, has launched [PhD to CEO](#), a newsletter through which he's sharing tips and resources for academics looking to commercialize their research. [Subscribe here.](#)

Program News

Join our team: We're hiring a program operations associate

We are expanding the Cyclotron Road team to include a program operations associate whose primary roles will include strategic analysis aimed at programmatic improvements; managing program data; providing tactical



Are you a future Cyclotron Road fellow?

If you're interested in applying for Cyclotron Road Cohort 5, [sign up for one of our two remaining informational webinars](#) on August 15 or September 19. Fellows receive two years of support, as well as access to facilities, equipment, and expertise at Berkeley Lab and UC Berkeley, and an intensive program of mentorship and professional development. The experience propels entrepreneurial scientists and engineers from the concept stage to prototype, from an idea to marketable product.

Quanta ...

Program and cohort news ...

Startups led by five of our past and current fellows are hiring for a range of positions. To scroll through the list, [check out our jobs page](#) ... Program operations manager Brenna Krieger spoke on a panel about carbon capture and related technologies produced by [Many Labs](#) in San Francisco ... CalWave and Sepion are both in the running for the VERGE Accelerate pitch contest. [You can vote for them](#)

What we're reading ...

[Quartz's Akshat Rathi delves](#) into why Bill Gates and partners at Breakthrough Energy Venture are backing energy storage (including Form Energy, co-founded by our inaugural executive-in-residence Mateo Jaramillo) ... DARPA is investing \$1.5 billion to stoke progress in semiconductor chips, [reports MIT Tech Review](#) ... Noah Smith [laments the decline](#) of American entrepreneurialism in Bloomberg ... And two members of our program team were recently profiled! [Prosperous Physicist](#) did a deep dive into program operations manager Brenna Krieger's career thus far, and the Northwestern Institute for Sustainability and Energy [highlighted alum Matt Price](#) and the path he took to becoming our managing director of partnerships.

Give us a Smile?

Cyclotron Road is managed as a partnership between Lawrence Berkeley National Laboratory and Activation Energy, an independent nonprofit organization. Next time you make a purchase on Amazon, [please use this link](#) to the AmazonSmile program, which donates 0.5% of the price of your eligible purchases to Activation Energy. Thanks!

P.S.

The image at the top of this newsletter won the 2018 Berkeley Lab Physics [Photowalk contest](#). Next stop: the Global Physics Photowalk. Track the contest via [#PhysPics](#) on Twitter.

Calendar

Events and opportunities: Connect with us and our community

[Lab to Market Workshop](#) August 16, Berkeley, CA

The Berkeley Postdoctoral Entrepreneur Program (BPEP) is launching an “idea to funding” seminar series for postdocs and graduate students interested in starting their own ventures. The series kicks off with a talk by Mike Cohen, innovation ecosystem director for UC Berkeley's Office of Technology Licensing, followed by a panel including Cyclotron Road's chief technology officer, Tom Boussie. The event, at Skydeck in downtown Berkeley, starts at 6pm.

[Entrepreneurial Greenhouse](#) September 6, Austin, TX

Dynamics and Control of Materials, supported by the National Science Foundation and the University of Texas, Austin, our managing director Sebastien Lounis will present A Path to Impact: Stories about scientists using entrepreneurship to bring ideas to their world. The event takes place at 1pm CT in the Peter O'Donnell Building at UT Austin, but can also be [live-streamed here](#).

[Apply today for the Hello Tomorrow Global Challenge](#) Due September 14

Hello Tomorrow is accepting applicants for the 5th edition of its Global Challenge for deep-tech early-stage startups. Recipients meet with VCs and industry leaders, get a chance to pitch their startup projects in front of a select crowd and win up to €100K equity-free funding.

DOE [InnovationXLab Energy Storage Summit](#) September 18-19—SLAC, Stanford

On September 18, managing director Sebastien Lounis will join a discussion on how the labs can incubate and mature new technologies and facilitate industry access. Perspectives on how investors view the energy storage work in DOE labs will be discussed, and Cyclotron Road fellows will also participate on a panel.

[Apply to attend](#).

[Chevron Tech Challenge](#) Submissions Close September 30

Chevron is working with the U.S. Department of Energy to find technologies that can significantly decrease produced water management costs while reducing or eliminating waste streams. Technologies should at a minimum be demonstrated at a lab scale.

[SynBioBeta](#) October 1-3—San Francisco, CA

Cyclotron Road alumnus Deepak Dugar will be speaking at [#SynBioBeta2018](#) about Visolis' advanced bioengineering platform to manufacture sustainable, carbon-negative materials.

[VERGE Oakland](#) October 16-18—Oakland, CA

The VERGE 18 conference and expo brings together more than 2,500 leaders to explore and elevate innovations at the intersection of technology and

code V18SPKRGUEST.

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