



Student Opportunities at the Austin Technology Incubator

ATI Overview

The Austin Technology Incubator (ATI) is the deep tech incubator affiliated with The University of Texas at Austin. Founded in 1989, it is also the longest active technology incubator in the United States. ATI's mission is and has been, for over 30 years, to empower university and community entrepreneurs through a customized approach to effectively commercialize their breakthrough innovations and compete in the global marketplace.

Through partnerships with investors, trusted professional, corporate and strategic partners as well as universities and other community affiliations, we are dedicated to supporting deep tech solutions that will become the future for today's global challenges. We are an engine to growth and a stimulator to meaningful and proven economic development.

ATI focuses on deep technologies, those rooted in research & development with associated intellectual property, in two primary areas: **Sustainability** and **Healthcare**. Our Sustainability program has its origins in the Clean Energy Incubator, which was founded in 2001 as one of the first incubators dedicated solely to clean technologies. We now have five verticals under Sustainability: Energy, Mobility, Water, Food & AgTech, and Circular Economy. Our Healthcare program was founded in 2008 and in 2020 helped launch TEXGHS – the Texas Global Health Security Innovation Consortium – with the mission of spearheading the creation and success of a health security innovation ecosystem in Texas where equitable, inclusive solutions launch locally and grow globally.

Student Opportunities

ATI is seeking highly motivated UT students, both graduate and undergraduate, for exciting professional experiences that provide the opportunity to work with a number of early-stage, rapidly growing companies in our numerous verticals. Internships are available within each vertical as well as those supporting ATI overall on a variety of projects.

ATI has numerous opportunities available for students in two distinct categories:

- **Student Associates**
- **Student Fellows**

Student Associates are paid positions while Student Fellows are unpaid and either count towards class credit, internship requirements or volunteer hours.

Student Associates

Student Associates are paid positions which are sponsored by grants and endowments. Depending on the grant or endowment there may be criteria on certain demographics (e.g., graduate student, etc.). Student Associates are paid at the rate of \$10 per hour for undergraduates and \$15 per hour for graduate students. During the fall and spring semesters, appointments are available for up to 20 hours per week. During the summer semester, appointments can be made for up to 30 to 40 hours per week.

The following Student Associate positions are available with the listed roles and responsibilities:

- *Sustainability Student Associate*
 - Support the Director of Sustainability in managing the Sustainability Pipeline. Specific responsibilities include overseeing the process of recruiting and admitting new sustainability companies to ATI, which involves evaluating business plans, meeting prospective companies, and providing feedback to applicants. In addition, the interns will conduct PR and marketing efforts with the objective of identifying and recruiting new ATI applicants for the Sustainability portfolio.
- *Healthcare Student Associate*
 - Support the Director of Healthcare in managing and overseeing the Healthcare Pipeline. Specific responsibilities include overseeing the process of recruiting and admitting new healthcare companies to ATI, which involves evaluating business plans, meeting prospective companies, and providing feedback to applicants. In addition, the interns will conduct PR and marketing efforts with the objective of identifying and recruiting new ATI applicants for the Healthcare portfolio.
- *PR/Marketing Student Associate*
 - Support the Director of Marketing and the ATI Team in managing marketing and public relations for ATI and all member companies. Specific responsibilities will include writing copy for press releases, managing the marketing strategy, supporting promotion of ATI and partner events and other key communications activities

In addition to supporting their respective Directors, all Student Associates will also be responsible for aiding in the development and promotion of the incubator. This will be accomplished by:

- Identifying key individuals and organizations in the realm of the various verticals
- Developing a network of professional contacts throughout the industry
- Maintaining a database of these contacts and organizations
- Working with the various organizations in the community.

Student Fellows

While ATI has a limited number of Student Associate positions, we are able to offer numerous unpaid positions as Student Fellows which can fall into one of the following categories:

- *Fellowship* – internship requirement of a class (e.g., Venture Fellows, CleanTech Fellows, etc.) or degree (e.g., Full-time MBA, etc.)
- *Independent Study/Class Practicum* – project specific opportunities tied into class credit
- *Volunteer* – willingness and eagerness to learn more about Sustainability, Healthcare and/or Entrepreneurship

Student Fellows will be offered educational seminars throughout the semester that will provide them a unique entrepreneurial learning experience – exposing them to the trials and tribulations of starting a business and the respective industries of sustainability and healthcare as well as the overall ecosystem. The position provides extensive opportunities to network and build relationships which can be invaluable as students work towards defining their career path post-graduation.

Fellows will be assigned specific projects for either ATI and/or our member companies to work on as listed below. In addition, they will be provided the opportunity to participate in the evaluation process of new companies applying to ATI.

Company projects

Company projects are sourced prior to the start of the semester and will be assigned based on need, interest and priority with all efforts made to align project requirements with Student Fellows' interests. Examples of potential projects for companies include:

- Build out of financial pro-formas
- Development of go-to-market strategy
- Creation of investor pitch deck
- Competitive analysis
- Business development
- Etc.

ATI projects

ATI projects will also vary throughout the year. Specific projects on deck for the spring semester for ATI include:

- **EarthX E-Capital Summit:** EarthX is one the largest Earth Day celebrations in the world and the E-Capital Summit is a highly curated event as part of EarthX that focuses on the investment side of climate change from early-stage (e.g., angels) to growth (e.g., family foundations and private equity) companies. ATI supports EarthX for E-Capital and manages the ATI E-Capital Connection, which brings start-ups and growth companies together with investors in one-on-one meetings, as well as the EarthX Climate Tech Prize, which provides early stage ventures a stage to present their technologies. We are looking for an intern in the spring semester to help support this project which will provide an excellent opportunity for exposure to the sustainability world, especially to investors from angels and VCs to family foundations.
- **EMPOWER:** ATI is in the process of launching an accelerator focused on diversity and inclusion that will support the development of early-stage healthcare and sustainability companies pursuing

SBIR funding opportunities. The program is under development and the internship will provide an opportunity to support the development of the strategic direction and launch of the accelerator.

Requirements

It is important to note that these are high-profile positions with the Student Associates and Student Fellows providing the public face of ATI to the sustainability, healthcare, and UT communities, all of which are critical components to the overall success of the incubator.

These are competitive and selective positions. We are seeking self-directed graduate and undergraduate students with a demonstrated interest in working with early-stage start-up companies and the investor community, the ability to analyze business plans and business concepts, and excellent communication skills. The interns must be able to provide feedback to prospective companies in a professional manner. Other key skills include:

- Ability to analyze business plans (experience is a plus)
- Excellent communication and organizational skills
- Ability to take initiative, define project requirements, establish action plans, and meet deadlines
- Market research and/or consulting experience is a plus

To apply

Please submit an application for a Student Associate or Student Fellow on the [ATI website](#). For any questions, please do not hesitate to reach out to Richard Amato at ramato@ati.utexas.edu.

ATI is a program of The University of Texas at Austin. Our goal is to foster the development and growth of deep-tech companies focused in sustainability and healthcare technologies. For more information, please visit our website at <https://ati.utexas.edu>.