

## **Andrew Zaayenga**

1730 W Circle Dr · Martinsville, NJ 08836  
(732) 672-4452 · andy.zaayenga@gmail.com

### **Professional Experience**

#### **SmarterLab**

Martinsville, New Jersey

July 2012 to present

December 2008 to December 2009

August 1996 to November 2006

##### **Director**

*SmarterLab provides consulting services including process analysis and recommendation, due diligence, system integration and implementation, and project management in laboratory automation to pharmaceutical, biotechnology, academic, and clinical clients internationally. Our primary focus is in the drug discovery and biobanking areas with particular emphasis on sample management including compound storage and retrieval, biostorage, liquid handling, replication, distribution, and systems integration. SmarterLab also provides business development and market information services to laboratory automation providers.*

[www.smarterlab.com](http://www.smarterlab.com)

#### **HighRes Biosolutions**

Woburn, Massachusetts

December 2009 to July 2012

*Vice President of Business Development (March 2011 to July 2012)*

*Director of Business Development (December 2009 to March 2011)*

*HighRes Biosolutions, Inc. is a leader in the design and construction of innovative robotic systems and laboratory devices used by pharmaceutical and biotech companies and academic research laboratories. HighRes accelerates drug discovery and biorepository science with highly flexible, expandable and modular integrated systems; bench-top devices and consumables that are easily configured (and reconfigured) to create research environments conducive to achieving breakthrough results.*

[www.highresbio.com](http://www.highresbio.com)

#### **Tecan US, Inc., REMP Business Unit**

Research Triangle Park, North Carolina

November 2006 to December 2008

##### **Director**

*REMP, then a Tecan Group company (now Brooks Automation), develops and produces devices, consumables, software and fully automated sample processing and storage systems mainly used in Research and Development by the world's leading pharmaceutical, academic, biobanking and agrochemical organizations. Using REMP systems these enterprises are enabled to conduct high quality research on very small and precise quantities of samples in literally thousands of variations simultaneously. REMP is a leader in this challenging and fast growing market.*

[www.remp.com](http://www.remp.com)

#### **TekCel Inc. (now Hamilton Storage Technologies)**

Hopkinton, Massachusetts

September 1997 to September 2004

*Founder, Board Director, Executive Vice President, Business Development (September 2001 to September 2004)*

*Founder, President, CEO, Chairman of the Board (September, 1997 to September 2001)*

*TekCel is a provider of drug discovery automation to pharmaceutical and biotech companies worldwide. As a founder, I was involved in management, finance, sales and marketing, business development, applications, research and development, manufacturing, and virtually every sector of the company as we grew from a two person start-up to a seventy person high growth corporation.*

[www.hamilton-storage.com](http://www.hamilton-storage.com)

#### **Zymark Corporation (now Caliper Life Sciences)**

Hopkinton, Massachusetts

October 1989 to September 1997

*Senior Field Application Consultant (December, 1993 to September, 1997)*

*Field Service Engineer (October, 1989 to December, 1993)*

*As a Field Application Consultant for Zymark, an industry leader in laboratory robotics, I managed complex system installations and upgrades, wrote module level code and top level methods, and provided application assistance. I developed my own leads, determined the proper system configuration for a user's application, proposed and priced the job, facilitated the component construction and delivery, and installed the system. I worked with the user to develop the application level programming and fully debug, test and optimize the system. I acted as liaison between the end user and Zymark. My emphasis was on programming in EasyLab, the proprietary Zymark control language, and Microsoft Visual Basic. I worked with PCs and peripherals such as UV/Vis readers and titrators to provide interfaces to the Zymark controller. My field service experience at*

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*Zymark furnished me with a solid background in hardware troubleshooting and repair. I worked worldwide in the pharmaceutical, environmental, chemical, process, and the food and beverage industries. I received a Peer Recognition Award for my work on the Benchmate Workstation in 1990, and an Excellence Award in 1992. In 1996 I booked \$2,500,000 in consulting business against a goal of \$212,000.*

[www.caliperls.com](http://www.caliperls.com)

### **Sybron Medical Products**

Rochester, New York

April 1981 to October 1989

*Field Technical Specialist (June, 1986 to October, 1989)*

*Field Service Engineer (April, 1981 to June, 1986)*

*In this position I maintained and repaired digital and analog electronic, electro-mechanical, hydraulic, steam, pneumatic, and vacuum sub-systems on critical care medical equipment at clinical and industrial accounts. I managed installations and provided technical support and user training. I received a National Service Award in 1982 and 1986, a District Service Award in 1984, and a High Production Award in 1985.*

## **Organizations**

### **Laboratory Robotics Interest Group (LRIG)**

Executive Chair, Executive Board Director, Webmaster	2002 to present
LRIG Discussion Group Moderator	1997 to present
Chair, Webmaster (Mid Atlantic Chapter)	2002 to 2006
Secretary, Automation Technologies Chair	1996 to 2002
Member	1989 to present

[www.lab-robotics.org](http://www.lab-robotics.org)

### **Society for Laboratory Automation and Screening (SLAS) – SBS & ALA merged to SLAS**

Board Director	2010 to present
Member Products & Services Advisory Committee Chair	2011 to present
Social Media Working Group Chair	2011 to present
Communications Advisory Committee Member	2010 to present
RapidFire Innovation Session Chair	2011 to present
Biomolecular Sciences Section (BSS) Executive Council	2010 to 2013
Member	2010 to present

[www.slas.org](http://www.slas.org)

### **International Society for Biological and Environmental Repositories (ISBER)**

#### **A Division of the American Society for Investigative Pathology (ASIP)**

Council Director, voting	2010 to 2013
Marketing Committee Chair	2010 to 2011
Marketing Committee Member	2008 to present
Journal for Biopreservation and Biobanking	
Section Editor: Automation & Facilities	2010 to present
Program Committee Member	2010 to 2013
Finance Committee Member	2009 to 2013
Web Site Committee Member	2009 to present
Automated Repositories Working Group Chair	2008 to present
Pharmaceutical/Academic Repositories Working Group Member	2008 to present
Informatics Working Group Member	2009 to present
Environmental Specimens Working Group Member	2010 to present
ISBER Special Service Award	2010
Member	2004 to present

[www.isber.org](http://www.isber.org)

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### **Public Population Project in Genomics (P<sup>3</sup>G)**

Member *2009 to present*  
[www.p3g.org](http://www.p3g.org)

### **Combinatorial Chemistry & High Throughput Screening**

Section Editor, Laboratory Automation and Robotics  
<http://www.bentham.org/cchts> *2010 to present*

### **Province of Alberta, Canada - Biobank Review Committee**

Scientific Review Board *2012 to present*

### **U.S, Department of Health and Human Services (DHHS), National Institutes of Health (NIH), National Institute of Allergy and Infectious Diseases (NIAID) on Biological Resource Repository - 2009, National Institute of General Medical Sciences (NIGMS) on PSI: Biology Centers for High-Throughput Structure Determination - 2010**

Scientific Review Boards *2009 to present*

### **National Institutes of Health (NIH) Biospecimens Interest Group**

Member *2008 to present*  
<http://sigs.nih.gov/biospecimens>

### **Society for Biomolecular Sciences (SBS) – SBS & ALA merged to SLAS**

Board Director *2009 to 2010*  
Microplate Standards Development Committee Member *1998 to 2010*  
Sample Management Special Interest Group Member *1998 to 2010*  
Compound Management Session Chair *2007*  
Member *1998 to 2010*  
[www.sbsonline.org](http://www.sbsonline.org)

### **Association for Laboratory Automation (ALA) – SBS & ALA merged to SLAS**

Board Director *2003 to 2006*  
LabAutomation 2005 Scientific Program Chair *2004 to 2005*  
LabAutomation 2004 Scientific Program Associate Chair *2003 to 2004*  
Journal of the Association for Laboratory Automation  
Editorial Advisory Board *2006 to 2010*  
RapidFire Innovation Session Chair *2005 to present*  
New Product Award Committee Member *2008 to 2009*  
Membership Committee Chair *2003 to 2004*  
Membership Committee Member *2005 to 2006*  
Education Committee Member *2003 to 2004*  
Nominating Committee Member *2006 to 2008*  
Member *1996 to 2010*  
[www.labautomation.org](http://www.labautomation.org)

### **Standardisation in Lab Automation (SiLA)**

Implementation Partner *2010 to 2011*  
<http://www.sila.coop/>

### **IEEE Conference on Automation Science and Engineering (IEEE CASE)**

Program Committee, Life Sciences & Health Care Automation *2010*  
[www.case2010.org](http://www.case2010.org)

### **American Chemical Society (ACS)**

National Division of Laboratory Automation Executive Chair *2002 to 2004*  
National Division of Laboratory Automation Officer *2001 to 2004*  
[www.acs.org](http://www.acs.org)

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**Microplate Technology (MipTec) and International Conference on Automation and Robotics (ICAR)**

Scientific Program Committee & Sample Management Chair

[www.miptec.com](http://www.miptec.com)

2001 to 2005

**BioScience Technology**

Editorial Advisory Board

[www.BioScienceTechnology.com](http://www.BioScienceTechnology.com)

2004 to 2008

**Lab Manager Magazine**

Editorial Advisory Board

[www.labmgr.com](http://www.labmgr.com)

2005 to 2008

**Informa Life Sciences Group – ScreenTech**

Distinguished Faculty

[www.lifesciencesinfo.com/screentech](http://www.lifesciencesinfo.com/screentech)

2002

**Dmoz Open Directory Project**

2002 to 2010

Editor, Laboratory Automation and Robotics

[www.dmoz.org/Science/Instruments\\_and\\_Supplies/Laboratory\\_Automation\\_and\\_Robotics](http://www.dmoz.org/Science/Instruments_and_Supplies/Laboratory_Automation_and_Robotics)

Editor, Pipettors, Automatic and Manual

[www.dmoz.org/Science/Instruments\\_and\\_Supplies/Pipettors,\\_Automatic\\_and\\_Manual](http://www.dmoz.org/Science/Instruments_and_Supplies/Pipettors,_Automatic_and_Manual)

Editor, Laboratory Refrigeration and Cold Storage

[www.dmoz.org/Science/Instruments\\_and\\_Supplies/Refrigeration\\_and\\_Cold\\_Storage](http://www.dmoz.org/Science/Instruments_and_Supplies/Refrigeration_and_Cold_Storage)

Editor, Laboratory Instrument Service, Calibration, and Repair

[www.dmoz.org/Science/Instruments\\_and\\_Supplies/Laboratory\\_Instrument\\_Service,\\_Calibration,\\_and\\_Repair](http://www.dmoz.org/Science/Instruments_and_Supplies/Laboratory_Instrument_Service,_Calibration,_and_Repair)

Editor, Laboratory Hoods

[www.dmoz.org/Science/Instruments\\_and\\_Supplies/Lab\\_Furniture/Hoods](http://www.dmoz.org/Science/Instruments_and_Supplies/Lab_Furniture/Hoods)

**Laboratory Equipment Control Interface Specification (LECIS) Discussion Group**

Moderator

<http://tech.groups.yahoo.com/group/lecis-post/>

2003 to 2010

**Tecan Programming Discussion Group**

Moderator

<http://tech.groups.yahoo.com/group/TecanProgramming/>

2008 to present

**LinkedIn Business Network with 8,000+ connections**

Profile: [www.linkedin.com/in/andyzaayenga](http://www.linkedin.com/in/andyzaayenga)

Manager, Laboratory Robotics (LRIG) Group on LinkedIn

[www.linkedin.com/e/gis/705/7DDD0E40E723](http://www.linkedin.com/e/gis/705/7DDD0E40E723)

Manager, Biorepository Hub Group on LinkedIn

[www.linkedin.com/e/gis/87552/613E927AA8F3](http://www.linkedin.com/e/gis/87552/613E927AA8F3)

Manager, ISBER Group on LinkedIn

[www.linkedin.com/e/gis/113193/4377940D85B8](http://www.linkedin.com/e/gis/113193/4377940D85B8)

Manager, NEO Assay Development & High Throughput Screening (HTS) Group on LinkedIn

[www.linkedin.com/groups?gid=750507](http://www.linkedin.com/groups?gid=750507)

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### **P u b l i c a t i o n s   &   P r e s e n t a t i o n s**

#### **Management of Chemical and Biological Samples for Screening Applications**

This practice-oriented reference is the first to tie together the working knowledge of large screening centers in the pharmaceutical and biotechnological field. Wiley (May 2012), contributing author Andy Zaayenga

**My Freezer's Full, What Do I Do?** Biobanking 2010 Conference, Philadelphia, PA. (January 2010) Andy Zaayenga

**A Scalable Approach to Automated Biobanking.** Biobanking & Sample Management Conference, Frankfurt/Main, Germany. (May 2009) Andy Zaayenga

**Mission Accomplished.** Journal of the Association for Laboratory Automation (JALA), Vol. 10, Num. 2, pp. 9A-10A; also Guest Editor this issue (April 2005) Andy Zaayenga

**New Hope For Overstressed Compound Libraries: Automation Facilitates Distributed Compound Management.** American Biotechnology Laboratory, Vol. 20, Num.5, p.44 (April 2002) Andy Zaayenga

**Use of the Zymark RapidPlate-96 to perform pipet-in-a-tip assays for high throughput screening.** Islar Proceedings (1997) Crafford Harris, Ruth Brosius, and Mary Jo Wildey, R. W. Johnson PRI, and Andy Zaayenga, Zymark Corporation

**Use of a 96-Well Format High Speed Pipetting Robotic System to Perform Assays in a Microliter Format.** Islar Proceedings. pp. 444-463 (1994) Mary Jo Mroczenski-Wildey, William Maise, and Mike Greenstein (collaborated and assisted)

**Automating the Rate-Limiting Steps for High Capacity Random Compound Screening: Weighing and Dissolution.** LRA, Vol. 5, pp. 201-205 (1993) Dennis S. France, Mary Kae Murdoch, Mary Russell, Naved Surve, Xiaowen Ma, Melissa Drelich, Christopher Duston, Andrew Hanson, James R. Paterniti Jr., and David B. Weinstein (collaborated and assisted)

### **P a t e n t s**

**Multi Well Plate Cover And Assembly;** Patent No.: US 6,486,401; published Nov. 26, 2002; assignee TekCel Corporation

**Random Access Storage And Retrieval System For Microplates, Microplate Transport And Microplate Conveyor,** Patent No.: US 6,663,334; published Dec. 16, 2003; assignee TekCel Corporation

**Microplate Cover Assembly,** Patent No.: US 6,896,848; published May. 24, 2005; assignee TekCel Corporation

**Microplate Lidder/Delidder;** Patent No.: US 6,543,203; published Apr. 8, 2003; assignee TekCel Corporation (collaboration)