

Andrew Zaayenga

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

Professional Experience

HighRes Biosolutions

December 2009 to present

Woburn, Massachusetts

Director of Business Development

HighRes Biosolutions, Inc. is the leader in the design and construction of innovative robotic systems and laboratory devices used by pharmaceutical and biotech companies and academic research laboratories. We accelerate 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

SmarterLab

December 2008 to December 2009

Martinsville, New Jersey

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

Tecan US, Inc., REMP Business Unit

November 2006 to December 2008

Research Triangle Park, North Carolina

Director

REMP, a Tecan Group company, 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

TekCel Inc. (now Hamilton Storage Technologies)

September 1997 to September 2004

Hopkinton, Massachusetts

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

Zymark Corporation (now Caliper Life Sciences)

October 1989 to September 1997

Hopkinton, Massachusetts

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

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UV/Vis readers and titrators to provide interfaces to the Zymark controller. My field service experience at 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

Sybron Medical Products

April 1981 to October 1989

Rochester, New York

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.

O r g a n i z a t i o n s

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

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

Board Director	2010 to 2013
Biomolecular Sciences Section (BSS) Executive Council	2010 to 2013

www.sbs-alamerger.org

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

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 present
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 present

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www.labautomation.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 2013
Marketing Committee Member 2008 to present
Journal for Biopreservation and Biobanking
Section Editor: Automation & Facilities 2010 to present
2011 Program Committee Member 2010 to 2011
Finance Committee Member 2009 to 2011
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 2008 to present

www.isber.org

Public Population Project in Genomics (P³G)

Member 2009 to present

www.p3g.org

U.S. Department of Health and Human Services (DHHS), National Institutes of Health (NIH), National Institute of Allergy and Infectious Diseases (NIAID)

Scientific Review Boards 2009 to present

Combinatorial Chemistry & High Throughput Screening

Section Editor, Laboratory Automation and Robotics

<http://www.bentham.org/cchts> 2010 to present

National Institutes of Health (NIH) Biospecimens Interest Group

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

IEEE Conference on Automation Science and Engineering (IEEE CASE)

Program Committee, Life Sciences & Health Care Automation 2010

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

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

Scientific Program Committee & Sample Management Chair

www.miptec.com 2001 to 2005

BioScience Technology

Editorial Advisory Board

www.BioScienceTechnology.com 2004 to 2008

Lab Manager Magazine

Editorial Advisory Board

www.labmgr.com 2005 to 2008

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Informa Life Sciences Group – ScreenTech

Distinguished Faculty

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

Editor, Pipettors, Automatic and Manual

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

Editor, Laboratory Instrument Service, Calibration, and Repair

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

Laboratory Equipment Control Interface Specification (LECIS) Discussion Group

Moderator

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

2003 to present

Tecan Programming Discussion Group

Moderator

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

2008 to present

LinkedIn Business Network with 5,400+ connections

Profile: www.linkedin.com/in/andyzaayenga

Manager, Laboratory Robotics (LRIG) Group on LinkedIn

www.linkedin.com/e/gis/705/7DDD0E40E723

Manager, Biorepository Hub Group on LinkedIn

www.linkedin.com/e/gis/87552/613E927AA8F3

Manager, ISBER Group on LinkedIn

www.linkedin.com/e/gis/113193/4377940D85B8

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

www.linkedin.com/groups?gid=750507

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

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

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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)