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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
National Institutes of Health



National Institutes of Health Commercialization Assistance Program  
(NIH-CAP)

## Company Profile

**Industry Sector:** Adarza is a biosensor technology product and service company that currently offers biosensor devices and assay services to academic and clinical researchers in the life science tools market.

**Company Overview:** Adarza was organized in early 2008 as a Delaware corporation. Principal operations are located in Rochester, New York. Company founders include management, the technology inventors, the University of Rochester Medical Center and High Tech Rochester. The Company secured exclusive worldwide intellectual property (IP) rights to its core technology through internal development, acquisition and IP license from the University of Rochester Medical Center. The IP position includes an issued and several pending patents.

**Target Market(s):** The Company's technology, biosensor product platform and application services broadly apply in diverse research programs including: cancer, drug and vaccine development, allergy, immunology and infectious diseases. Adarza also expects to sell biosensor devices for applications in surveillance and monitoring human exposure to harmful agents in public health, industrial, environmental, defense and homeland security.

## Key Value Drivers

**Technology\*:** The Arrayed Imaging Reflectometry (AIR) detection platform is capable of rapidly identifying and quantifying a series of biological target analyte species in a fluid sample, without chemical labels or complex assays.

**Competitive Advantage:** AIR is an easily implemented and highly sensitive optical biosensing technique, sensing pg/mL levels of protein biomarker targets in 15 minutes in a highly multiplex (10's to 100's of simultaneous targets) format. AIR requires minimal sample volume and employs a low-complexity optical reader that can be easily adapted for field use. Short test times, reagentless operation, and standardized manufacturing methods will keep assay cost well below competing technologies.

**Plan & Strategy:** Adarza will seek initial commercial validation through the development of custom protein detection arrays in research applications as either a manufacturer or service provider. It will leverage early sales and platform validation to engage a strategic partner or large VC investment to enable the development of multiplex diagnostic assays for clinical trial, clinical laboratory, and/or point of care applications.

\*Technology funded by the NIEHS and being commercialized under the NIH-CAP

## Management

**Leadership:** The Company has established a senior management of serial entrepreneurs with significant experience in the growth and management of early and mature technology companies.

### Management:

- CEO: Randolph R. Henke, Ph.D.
- COO: Teryl Gronwall
- VP Engineering: Christopher Strierner, Ph.D.
- Legal: Thomas Anderson, Esq. Harter Secrest & Emery, LLC
- CPA: David Veniskey, EFP Group

### Scientific Advisory Board:

- Chair: Benjamin Miller, Ph.D. Univ. Rochester Medical Center
- Charles Mace, Ph.D. Harvard University

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## Product Pipeline

**Environmental Exposure Assessment:** Adarza's first product, developed through NIEHS SBIR funding, will be a portable assay for markers of immune and oxidative stress that will allow researchers to quantitatively profile physiological responses to environmental stressors in large population studies. The sensor will also be marketed into public and industrial health, defense, and homeland security markets.

**Custom Protein Assays for Research:** Adarza plans to sell specialized research products for early adopters who require sensitive, multiplex, label-free assays with short test times. Product applications will include antigen arrays (allergy and infectious disease), biomarker identification and screening (cancer, cardiac, etc.) and vaccine and drug development. Adarza will enter this life science tools and assay service market through existing and future research collaborators within university medical centers and biotechnology companies.

**Future Product Applications:** Adarza plans to develop, manufacture (OEM) and sell optical reader workstations and disposable system integrated array cartridges for research –use-only products for clinical trials and FDA regulated diagnostics products.