



## Survival Guide

# Polygenesis

### *Where ideas and new technologies are born*

**W**hat do you get when you band together a unique group of individuals with a keen interest in product and process development? At Polygenesis, you get real-world solutions to technology challenges.

According to President Henry Wieck, "Polygenesis is group of technologists who came together to ply our trade and create new products. We develop, investigate and dissect technologies of various types to develop a unique solution or product." Polygenesis is made up of physicists, electronic engineers, mechanical engineers and the like. Wieck holds a Ph.D in Analytical Chemistry from Rutgers University.

Wieck, who had been working for a local technical consulting firm doing "cutting edge product and process development," formed Polygenesis in 1996. Prior to that, he had been leading the medical products research and development at a local start-up. He started his career teaching analytical chemistry at Kean University.

Such a diverse background

bodes well for Polygenesis and its clients. "We can take anything — literally from a drawing on a napkin or a crude model in a garage — and analyze it for potential," Wieck says. Polygenesis' clients are largely pharmaceutical, health-care and diagnostic companies, but Wieck and crew often work for small, development-stage firms.

One of Polygenesis' strong suits is the ability to rapidly prototype devices. "We evaluate the technology, create computer models, and develop solid models right down to the circuit boards and software. We can do it rather quickly, which helps the client move into the testing stage," Wieck explains.

Wieck continues: "We worked with a British inventor who had patented technology that allows the flowrate of fluids into a patient to be determined. By using heat pulsed into a tube, and measuring the time it takes to go between two different points, the technology was able to measure flowrate using the thermal time of flight." That technology was delivered to Polygenesis in a very primitive model. Polygenesis dissected it, refined it, developed the mechanical components, electronics, soft-

ware and more to rapidly prototype the technology in an attractive package. This enabled the client to test it and raise funds for further development.

Other related products in Polygenesis' portfolio are blood glucose monitors, blood cholesterol meters, blood bank analyzers, drug delivery, and drug discovery devices.

In many cases, Polygenesis is the R&D arm for small or start-up companies. As such, the company handles a variety of assignments. "We are nimble and flexible, so we can provide short- and long-term solutions," Wieck states. "As technologists, we are finding ways of partnering with companies of all sizes to develop these solutions." Polygenesis can offer all this and more, including due diligence, project management, vendor selection, and product and process validations. Visit them on the web at [www.polygenesis.com](http://www.polygenesis.com) to see how your idea can be brought to life.

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