

AboGen

3 Things You Should Know About...

Stephen Andrews, PhD

AboGen CEO and Co-Founder Stephen Andrews is an adjunct professor at University of New England. He earned a bachelor's degree in Microbiology and Immunology and a PhD in Pharmacology and Therapeutics at McGill University, which ranks first in Canada among medical-doctoral universities. Dr. Andrews was a postdoctoral researcher at the esteemed UNC Carolina Population Center.

1 HE'S INNOVATIVE.

About 5 years ago, Dr. Andrews was a researcher in the lab of world-renowned McGill University epigeneticist Dr. Moshe Szyf when he learned about *Cell Phenotyping in Saliva of Individuals under Psychological Stress*. "It turned out to be a eureka moment," he recalls. "The study data showed the presence, and the abundance, of specific blood cells in saliva. These blood cells were the very same cells all of my fellow researchers were working so hard to extract from blood samples. That's when it struck me: Develop a method to extract blood cells from saliva, along with a solution to preserve all of the vast components of saliva, at room temp, for months." Teaming up with fellow McGill grad and biomedical engineer Youssef Biadillah, Dr. Andrews soon co-founded AboGen, which is now selling its S3™ A Saliva Collection and Preservation Kit that could replace 4 of the 5 billion blood tests a year.

2 HE'S MARKET-DRIVEN.

While currently the AboGen kit is for Research Use Only (RUO), Dr. Andrews is keenly aware of the numerous potential commercial applications for the AboGen kit by diagnostic companies that currently must use blood samples to conduct billions of tests yearly in the US. AboGen is presently serving the research market while developing direct-to-consumer (DTC) diagnostics. "We have created a core technology that has the potential to disrupt the diagnostic testing market, moving the healthcare paradigm away from blood-based testing samples that require hospital visits with high costs," he says. "For example, we are currently studying the feasibility of a saliva-based diagnostic for eosinophilia/COPD because saliva not only can replace blood for some diagnostics, but also saliva is in fact a more appropriate, more sensitive human sample compared to blood in some cases, such as with COPD/eosinophilia."



Stephen Andrews, CEO, AboGen

3 HE HAS POSITIONED ABOGEN FOR GREAT SUCCESS.

In just 4 years, Dr. Andrews has evolved AboGen into a commercial stage company with potentially transformative technology: a saliva collection and preservation-at-room-temperature kit designed to preserve *all* the components in saliva and potentially replace 4 out of 5 of the *blood* tests performed annually in the US. The AboGen S3™ A Collection Kit is the most user-friendly oral fluid collection kit available, necessitating minimal steps by a user.