



## BUFFALO NIAGARA SUCCESS STORY

# Aesku NY, Inc.

Investment: \$2,800,000 Jobs: 31

### COMPANY BACKGROUND:

Aesku NY, Inc. is a recent spin-off of Wendelsheim, Germany-based AESKU.DIAGNOSTICS, a research-focused supplier of innovative and efficient products and services for the early detection, diagnosis and prognosis of autoimmune diseases. Founded in 2000, the company has grown to be a leader in the field of autoimmunity, launching over 140 products in over 80 countries worldwide. The company has small U.S.-based operations in both Atlanta, GA and Oakland, CA, the latter of which is its domestic headquarters.

### PROJECT CHALLENGE:

The German parent company, experiencing very positive growth, recognized a need for expansion of both its research & development and manufacturing operations. Due to a personal connection between University at Buffalo (UB) faculty member Vijay Kumar and an AESKU executive, the Buffalo Niagara region came into consideration. However, AESKU leadership had to be convinced that the Buffalo Niagara region was the ideal location for this project, competing with its current domestic locations and a strong challenge from the company's global headquarters in Germany.

### PROJECT SOLUTION:

After several months of discussion, two New York State initiatives lined up to make this an easy decision for AESKU.

First, the company was selected to be a member of the newly established New York Genomic Medicine Network, a collaboration between the NY Genome Center in Manhattan and UB, specifically its Center for Computational Research. This network links the medical community in New York City with the computational infrastructure at UB and the research community at Roswell Park Cancer Institute, as well as private sector partners such as Aesku.

To seal the deal for Buffalo Niagara, Aesku was accepted among the first round of START-UP NY companies, a State incentive program that eliminates all state-taxes for a 10-year period and encourages companies to partner with academic institutions. Aesku had a natural partner in UB and has established its newest offices and laboratories on the Buffalo Niagara Medical Campus, projecting to create 31 new jobs and invest approximately \$2.8M in new equipment.



Vijay Kumar, Aesku Diagnostics Vice President at the Hauptman-Woodward Institute

*"I am very thankful for the assistance and support provided by Invest Buffalo Niagara and state and local agencies. Their involvement was instrumental in the German parent company's decision to select Buffalo. Everyone was very helpful, with special thanks to Alan Rosenhoch, Marnie LaVigne, Karen Utz, Rob Leteste and many others in making this happen. WNY is a fantastic place to live and work. You can find hard working, sincere and dedicated employees here. I am blessed to have Buffalo as a place to learn, work and enjoy."*

- Vijay Kumar, Aesku Diagnostics Vice President

