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Quartzy Scores \$1.2M To Help Life Scientists Stay Organized

Keeping a constant supply of clean socks in the drawer can prove a challenge for most of us. Imagine the lengths scientists must go to keep the thousands of tools of their trade—especially chemicals—in stock at their labs.

[Quartzy](#) believes it can help. The company, which told *VentureWire* it closed a \$1.2 million seed round led by the New York-based [Life Sciences Angel Network](#) in December, has developed a free web app to help life scientists manage their labs, inventories and orders.

With ratings and reviews features, a la Yelp, Quartzy also encourages lab managers and scientists to share knowledge about and tips and tricks for using the chemicals they have bought and tried.



Quartzy co-founders Adam Regelmann and Jayant Kulkarni are seeing the user base grow rapidly for their start-up.

Quartzy co-founder and Chief Executive Jayant Kulkarni said that one missing chemical, protein or bit of equipment could impede the progress and success of potentially life-saving research. Even so, many labs rely on Whiteboards and sticky notes to communicate about what they need or what's in surplus, he said.

Co-founder Adam Regelmann says antibodies are a hotly discussed item on Quartzy.

“The antibody market is one of the fastest growing segments of the biologics market. Researchers keep track and share with their colleagues over 35,000 antibodies in their inventories on Quartzy,” he said.

The company graduated from [Y Combinator](#)'s 2011 summer class, and in 2010 won the [Olin Cup](#), a business competition at Washington University in St. Louis.

A Y Combinator partner, Harjeet Taggar, says Quartzly was the first life sciences start-up to be accepted into the incubator. While the concept of Quartzly may seem niche, compared to some of the broadly appealing consumer brands that launched at Y Combinator, such as travel brands Hipmunk and Airbnb, Taggar explains: "When we see founders who are working on some problem that they know about, it excites us. Every huge opportunity started as something that may have seemed smaller to begin with, even Microsoft."

Milena Adamian, founder and executive director of Life Sciences Angel Network, said that Quartzly's user base is growing by about 100% each quarter.

"The team has domain expertise, access and visibility within life sciences, where there is a need to become more organized, and more efficient, whether you're at an academic research lab, a pharmacy chain or a hospital," said Adamian, who is also a cardiologist.

Adamian and Kulkarni confirmed that Quartzly plans to use its seed money to release its mobile app in the fall, and to build out its e-commerce marketplace functionality by the end of 2012.

At that point, Quartzly's marketplace for life sciences supplies and services will allow laboratory managers to buy, sell or trade chemicals with one another, or to buy chemicals that they need directly from large suppliers that work with the site.

While the company's software is free, the company currently generates revenue through ad listings. Large chemical suppliers including Quiagen, Life Technologies and Santa Cruz Biotechnology place listings within the Quartzly network hoping to gain the attention of the desirable, targeted audience of scientists that comprise the Quartzly user base.

Quartzly's active user base currently includes more than 6,000 scientists.

In addition to Life Sciences Angel Network and Y Combinator, Quartzly's seed investors included Washington University, Science House Capital, SV Angel StartFund, Lerer Ventures, Reinmkr, Silicon Badia and individuals.

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